# FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

Years Ended September 30, 2014 and 2013



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## **INDEPENDENT AUDITORS' REPORT**

To the Audit Committee and Board of Directors of Hospice of the North Coast

We have audited the accompanying financial statements of Hospice of the North Coast (a nonprofit organization), which comprise the statements of financial position as of September 30, 2014 and 2013, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

## Management's Responsibility for the Financial Statements

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

#### Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 Hospice of the North Coast as of September 30, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matter**

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedules of operating expenses for the years ended at September 30, 2014 and 2013 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Encinitas, California January 9, 2015

Redfern & Company

# STATEMENTS OF FINANCIAL POSITION

September 30, 2014 and 2013

		_	2014	_	2013
ASSETS					
CURRENT ASSETS Cash		\$	933,146	\$	926,436
Accounts receivable, net of allowance for unaccounts of \$13,921 (2014) and \$18,820 Prepaid expenses		_	493,960 83,173	_	687,266 93,368
NONCHIDDENT ACCETS	TOTAL CURRENT ASSETS		1,510,279		1,707,070
NONCURRENT ASSETS Property and equipment, net of accumulate Deposits	d depreciation	_	2,822,883 11,001	-	2,983,092 25,041
ТО	TAL NONCURRENT ASSETS	_	2,833,884	_	3,008,133
	TOTAL ASSETS	\$ _	4,344,163	\$ _	4,715,203
LIABILITIES AND NET ASSETS					
CURRENT LIABILITIES  Accounts payable  Accrued salaries  Accrued compensated absences		\$	101,944 90,828 107,153	\$	158,369 83,336 121,678
Accrued expenses Current portion of long term liability Deferred revenue		_	880 57,404 2,771	_	4,228 55,711 3,825
Т	OTAL CURRENT LIABILITIES		360,980		427,147
LONG TERM LIABILITIES, less current portion	1	_	1,099,135	_	1,156,489
	TOTAL LIABILITIES		1,460,115		1,583,636
NET ASSETS Unrestricted Temporarily restricted			2,862,048 22,000		3,131,567
romporarily restricted	TOTAL NET ASSETS	-	2,884,048	-	3,131,567
TOTAL LI	ABILITIES AND NET ASSETS	\$	4,344,163	\$	4,715,203

## STATEMENT OF ACTIVITIES

	,	Unrestricted	Temporarily Restricted	Total
SUPPORT AND REVENUE				
Net patient service revenue	\$	4,085,554	\$ -	\$ 4,085,554
Contributions	•	177,985	279,215	457,200
Resale shop sales (net of \$53,468 of sales taxes)			•	·
including resale shop contributions of \$710,608		1,314,280	-	1,314,280
Less: resale shop expenses		(975,569)	-	(975,569)
Rental income		33,251	-	33,251
Less: rental expenses		(13,528)	-	(13,528)
Interest		1,544	-	1,544
Net assets released from restrictions,				
satisfaction of program restrictions		257,215	(257,215)	
TOTAL SUPPORT AND REVENUE		4,880,732	22,000	4,902,732
OPERATING EXPENSES				
Program services				
Patient care		3,376,483	-	3,376,483
Bereavement		213,885	-	213,885
Volunteer		80,088	-	80,088
Community outreach		157,364	-	157,364
Supporting services				
Administration		1,107,292	-	1,107,292
Fundraising		215,139		215,139
TOTAL OPERATING EXPENSES		5,150,251		5,150,251
INCREASE (DECREASE) IN NET ASSETS		(269,519)	22,000	(247,519)
NET ASSETS AT BEGINNING OF YEAR	•	3,131,567		3,131,567
NET ASSETS AT END OF YEAR	\$	2,862,048	\$ 22,000	\$ 2,884,048

## STATEMENT OF ACTIVITIES

	•	Unrestricted	,	Temporarily Restricted	Total
SUPPORT AND REVENUE					
Net patient service revenue	\$	4,511,377	\$	-	\$ 4,511,377
Contributions		225,545		354,120	579,665
Resale shop sales (net of \$52,878 of sales taxes)					
including resale shop contributions of \$728,376		1,350,996		-	1,350,996
Less: resale shop expenses		(983,001)		-	(983,001)
Rental income		51,248		-	51,248
Less: rental expenses		(46,706)		-	(46,706)
Interest		1,199		-	1,199
Net assets released from restrictions,					
satisfaction of program restrictions		373,557		(373,557)	
TOTAL SUPPORT AND REVENUE		5,484,215		(19,437)	5,464,778
OPERATING EXPENSES					
Program services					
Patient care		3,191,220		-	3,191,220
Bereavement		234,727		-	234,727
Volunteer		120,480		-	120,480
Community outreach		244,892		-	244,892
Supporting services					
Administration		1,110,182		-	1,110,182
Fundraising		246,085			246,085
TOTAL OPERATING EXPENSES		5,147,586			5,147,586
INCREASE (DECREASE) IN NET ASSETS		336,629		(19,437)	317,192
NET ASSETS AT BEGINNING OF YEAR	•	2,794,938	,	19,437	2,814,375
NET ASSETS AT END OF YEAR	\$	3,131,567	\$	-	\$ 3,131,567

## STATEMENTS OF CASH FLOWS

Years Ended September 30, 2014 and 2013

		2014	2013
CASH FLOWS FROM OPERATING ACTIVITIES Increase (decrease) in net assets Adjustments to reconcile net assets to net cash provided by operating activities:	\$	(247,519)	\$ 317,192
Depreciation  Noncash contribution of equipment  (Increase) decrease in operating assets:		149,038 -	112,626 (20,925)
Accounts receivable, net Prepaid expenses Increase (decrease) in operating liabilities:		193,306 10,195	(266,243) (42,920)
Accounts payable Accrued salaries Accrued compensated absences		(56,425) 7,492 (14,525)	76,172 18,243 52,186
Accrued expenses Deferred revenue	•	(3,348) (1,054)	(1,659) 3,475
NET CASH PROVIDED BY OPERATING ACTIVITIES		37,160	248,147
CASH FLOWS FROM INVESTING ACTIVITIES (Increase) decrease in deposits Purchases of property and equipment		14,040 (8,774)	7,126 (352,386)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES		25,211	(345,260)
CASH FLOWS FROM FINANCING ACTIVITIES Proceeds on long term liabilities Payments on long term liabilities		- (55,661)	170,000 (22,800)
NET CASH PROVIDED (USED) BY FINANCING ACTIVITIES	•	(55,661)	147,200
NET INCREASE IN CASH		6,710	50,087
CASH AT BEGINNING OF YEAR		926,436	876,349
CASH AT END OF YEAR	\$	933,146	\$ 926,436
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION			
Interest paid	\$	3,703	\$ 3,384
Property and equipment acquired through debt financing	\$	<u>-</u>	\$ 1,065,000

## NOTES TO FINANCIAL STATEMENTS

Years Ended September 30, 2014 and 2013

#### NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Activities

Hospice of the North Coast (Organization) is a California nonprofit corporation formed in 1980. The Organization's purpose is to provide comprehensive, individualized care for the terminally ill, and to provide grief support and education to the community.

The Organization accomplishes its purpose predominately through patient care. It also provides bereavement support. Based on revenue, major support comes from net patient revenue, contributions and the operation of its resale shop in Encinitas, California.

## **Financial Statement Presentation**

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

- Unrestricted net assets represent expendable funds available for operations, which are not otherwise limited by donor restrictions.
- Temporarily restricted net assets consist of contributed funds subject to donor-imposed restrictions
  contingent upon specific performance of a future event or a specific passage of time before the
  Organization may spend the funds.
- Permanently restricted net assets are subject to irrevocable donor restrictions requiring that the assets be maintained in perpetuity usually for the purpose of generating investment income to fund current operations.

The Organization had no permanently restricted net assets during the years ended September 30, 2014 and 2013.

#### **Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting periods. Actual results could differ from those estimates.

## Accounts Receivable

Accounts receivable consist primarily of net patient service revenue due from federal and state third-party reimbursement programs. Estimated uncollectible accounts receivable are recorded as a contractual allowance in the statements of financial position. The allowance is based on management's estimate. It is the policy of management to review the outstanding accounts receivable at year-end, as well as the bad debt write-offs experienced in the past to establish an allowance for uncollectible amounts.

## **Property and Equipment**

Property and equipment are recorded at cost or at estimated fair value at date of gift if donated. The Organization capitalizes assets having a value greater than \$1,500 and an estimated useful life of more than one year. Depreciation is computed using the straight-line method over the estimated useful lives of the assets of three to twenty seven and a half years. Depreciation expense for the years ended September 30, 2014 and 2013 was \$149,038 and \$112,626, respectively.

## NOTES TO FINANCIAL STATEMENTS

Years Ended September 30, 2014 and 2013

## NOTE 1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction.

When a 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 statements of activities as net assets released from restrictions.

Many individuals volunteer their time and perform a variety of tasks that assist the Organization with various programs. The services do not meet the criteria for recognition as a contribution and are not reflected in the financial statements.

#### **Donated Inventory Items**

The Organization records donated inventory at fair market value. Because the fair value of the inventory cannot be objectively determined prior to its sale, the Organization records donated items as revenue and cost of goods sold in the period sold.

#### Net Patient Service Revenue

Net patient service revenue is reported at the estimated net realizable amounts from patients, third-party payors, and others for services rendered.

## **Advertising**

The Organization expenses the cost of advertising as incurred.

#### **Income Taxes**

The Organization is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. The Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Internal Revenue Code. The Organization may be subject to tax on income which is not related to its exempt purpose. For the years ended September 30, 2014 and 2013, no such unrelated business income was reported and, therefore, no provision for income taxes has been made.

The Organization follows the provisions of uncertain tax positions as addressed in FASB Accounting Standards Codification. The Organization recognizes accrued interest and penalties associated with uncertain tax positions as part of the income tax provision, when applicable. There are no amounts accrued in the financial statements related to uncertain tax positions for the years ended September 30, 2014 and 2013.

The Organization files informational and income tax returns in the United States and various state and local jurisdictions. The Organization's Federal income tax and informational returns for the years ended September 30, 2014, 2013 and 2012 are subject to examination by the Internal Revenue Service, generally for 3 years after the returns were filed. State and local jurisdictions have statutes of limitation that generally range from 3 to 5 years.

#### Subsequent Events

The Organization evaluated subsequent events through January 9, 2015, which is the date the financial statements were available to be issued.

## NOTES TO FINANCIAL STATEMENTS

Years Ended September 30, 2014 and 2013

## NOTE 2. CONCENTRATIONS OF CREDIT RISK

#### Cash

The Organization has deposits in financial institutions that may, at times exceed the federally insured limits. The Organization manages the risk by using institutions management believes to be high quality.

## Net Patient Service Revenue

The Organization grants credit without collateral to its patients, most of who are local residents and are insured under third-party payor agreements. The Organization has agreements with third-party payors that provide for payments to the Organization at amounts different from its established rates.

Approximately 95% and 97% of net patient service revenue for the years ended September 30, 2014 and 2013, respectively, was derived under federal and state third-party payor agreements. Accounts receivable from federal and state third-party reimbursement programs at September 30, 2014 and 2013 were 86% and 95%, respectively, of total accounts receivable.

#### NOTE 3. PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

		2014	2013
Building Land Furniture and office equipment Computer equipment Leasehold improvements Less accumulated depreciation	\$	2,167,232 749,232 98,653 176,648 119,027 3,310,792 (487,909)	\$ 2,173,045 749,232 108,795 177,788 113,103 3,321,963 (338,871)
	\$	2,822,883	\$ 2,983,092
NOTE 4. LONG TERM LIABILITIES			
Long term liabilities consist of the following:	-	2014	2013
Unsecured note payable to a financial institution, payable in monthly installments of \$4,947 including interest at 3%, through March 11, 2016 with a final installment of any remaining principal and interest due on April 11, 2016.	\$	91,539	\$ 147,200
Forgivable promissory note terminating February 6, 2033 granted by the Carlsbad City Council for the acquisition of a hospice house. The note bears interest at 0% with no amounts due as long as the Organization			
adheres to the provisions of the agreement.	-	1,065,000	1,065,000
		1,156,539	1,212,200
Less current portion	-	(57,404)	(55,711)
	\$_	1,099,135	\$ 1,156,489

## NOTES TO FINANCIAL STATEMENTS

Years Ended September 30, 2014 and 2013

#### NOTE 4. LONG TERM LIABILITIES (Continued)

Principal payments are due as follows:

Year Ending	
September 30,	
2015	\$ 57,404
2016	34,135
Thereafter	-
	\$ 91,539

#### NOTE 5. RESTRICTIONS ON NET ASSETS

As of September 30, 2014, temporarily restricted net assets consists of \$2,000 for veteran's transportation and \$20,000 for Pacifica House appliances.

#### NOTE 6. OPERATING LEASES

The Organization leases retail and storage space located in Encinitas, California and office equipment. The retail and storage leases expires in March, 2019. Total rent expense for these leases for the years ended September 30, 2014 and 2013 was \$181,231 and \$175,355, respectively. The office equipment leases expire at various times in 2016 and 2017. Total lease expense for equipment for the years ended September 30, 2014 and 2013 was \$22,662 and \$21,300, respectively.

Future minimum payments under these operating leases at September 30, 2014 are due as follows:

Year Ending		
September 30,		
2015	\$	202,829
2016		205,728
2017		189,230
2018		191,194
2019		48,755
Thereafter		
	\$ _	837,736

#### NOTE 7. RENTAL INCOME

The Organization leases portions of its building space to two companies under operating leases. One lease expired October 2014 and the other lease expired September 2013. Revenue under the lease agreements for the years ended September 30, 2014 and 2013 were \$33,251 and \$51,248, respectively.

Future minimum lease payments to be received under operating leases are as follows:

	 2,771
Thereafter	-
2015	\$ 2,771
September 30,	
Year Ending	

## NOTES TO FINANCIAL STATEMENTS

Years Ended September 30, 2014 and 2013

#### NOTE 8. EMPLOYEE RETIREMENT PLAN

The Organization sponsors a 401(k) profit sharing plan. The plan covers substantially all employees. The Organization may make a matching contribution equal to a percentage of eligible employees' contributions and up to a percentage of pay chosen by the Organization. The Organization elected to match 100% of eligible employees' contributions up to 3% of gross pay for the years ended September 30, 2014 and 2013. Contribution expense for the years ended September 30, 2014 and 2013 was \$53,937 and \$52,401, respectively.

#### NOTE 9. SPLIT-INTEREST GIFTS

The Organization is a beneficiary of a split-interest irrevocable charitable remainder trust which was created in 1993. Upon termination of the trusts, the Organization will receive a 33.33% of the assets remaining in the trust. The trust fund is held by others and the present value of the estimated future amount to be received from the trust is not estimable therefore the investment has not been recorded.

#### NOTE 10. FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited based on time and usage.

#### NOTE 11. RECLASSIFICATIONS

Certain items in the 2013 financial statements have been reclassified to conform to current year classifications. Such reclassifications had no effect on previously reported changes in net assets.



# SCHEDULE I - STATEMENT OF OPERATING EXPENSES

Patient Care         Patient Care         Bereavement         Volunteer         Community Outreach           Advertising         9913         \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$					
Advertising         \$ 913         \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ - \$ -		Patient			Community
Ambulance         12,571         -         -         -           Bank charges         -         -         -         -           Benefits         350,474         11,218         3,756         7,602           Bio hazardous waste         1,586         -         -         -           Community relations         35,818         13         -         731           Computer         35,818         13         -         -         -           Computer         15,856         -         -         -         -         -           Continuing education         7,258         599         -         283         -		Care	Bereavement	Volunteer	
Bank charges         - <t< td=""><td>Advertising</td><td>\$ 913 \$</td><td>- \$</td><td>- \$</td><td>118</td></t<>	Advertising	\$ 913 \$	- \$	- \$	118
Benefits         350,474         11,218         3,756         7,602           Bio hazardous waste         1,586         -         -         -           Community relations         -         1,060         -         431           Community relations         -         1,060         -         431           Computer         35,818         13         -         731           Consulting         15,856         -         -         -           Continuing education         7,258         599         -         283           Contract labor         104,643         -         -         -           Depreciation - nonresale shop         37,609         -         -         -           Diet and nutritional         7,883         -         -         -           Donor relations         -         -         -         -           Dues         7,757         1,516         35         124           Durable medical equipment         174,954         -         -         -           Emergency room         555         -         -         -           Facility         91,323         16,630         2,558         3,582	Ambulance	12,571	-	-	-
Bio hazardous waste         1,586         -         1,060         -         4 31           Community relations         -         1,060         -         431           Computer         35,818         13         -         731           Consulting         15,856         -         -         -           Contract labor         104,643         -         -         -           Depreciation - nonresale shop         37,609         -         -         -           Diet and nutritional         7,833         -         -         -           Donor relations         -         -         -         -           Dues         7,757         1,516         35         124           Durable medical equipment         174,954         -         -         -           Emergency room         555         -         -         -           Emergency room         555         -         -         -           Facility         91,323         16,630         2,558         3,582           Functions and events         -         15,215         -         -           Inpatient         3,933         -         -         -	Bank charges	-	-	-	-
Community relations         -         1,060         -         431           Computer         35,818         13         -         731           Consulting         15,856         -         -         -           Contract labor         7,258         599         -         283           Contract labor         104,643         -         -         -           Depreciation - nonresale shop         37,609         -         -         -           Diet and nutritional         7,883         -         -         -         -           Donor relations         - <t< td=""><td>Benefits</td><td>350,474</td><td>11,218</td><td>3,756</td><td>7,602</td></t<>	Benefits	350,474	11,218	3,756	7,602
Computer         35,818         13         -         731           Consulting         15,856         -         -         -           Continuing education         7,258         599         -         28           Contract labor         104,643         -         -         -           Depreciation - nonresale shop         37,609         -         -         -           Diet and nutritional         7,833         -         -         -           Diet and nutritional         7,833         -         -         -           Donor relations         -         -         -         -           Durable medical equipment         174,954         -         -         -           Durable medical equipment         174,954         -         -         -           Emergency room         555         -         -         -           Emergency room         555         -         -         -           Emergency room         555         -         -         -           Facility         91,323         16,630         2,558         3,582           Functions and events         3,939         -         -         -	Bio hazardous waste	1,586	-	-	-
Consulting         15,856         -         -         -         -         -         -         -         -         -         283         -	Community relations	-	1,060	-	431
Continuing education         7,258         599         -         283           Contract labor         104,643         -         -         -           Depreciation - nonresale shop         37,609         -         -         -           Diet and nutritional         7,883         -         -         -           Donor relations         -         -         -         -           Dues         7,757         1,516         35         12           Durable medical equipment         174,954         -         -         -           Emergency room         555         -         -         -         -           Facility         91,323         16,302         2,558         3,582           Functions and events         -         15,215         -         -           Facility         91,323         16,302         2,558         3,582           Functions and events         -         15,215         -         -         -           Facility         91,323         16,302         2,558         3,582           Functions and events         3,939         15         -         -           Incations         3,503         - <td< td=""><td>Computer</td><td>35,818</td><td>13</td><td>-</td><td>731</td></td<>	Computer	35,818	13	-	731
Contract labor         104,643         -         -         -           Depreciation - nonresale shop         37,609         -         -         -           Diet and nutritional         7,883         -         -         -           Donor relations         -         -         -         -           Durable medical equipment         174,954         -         -         -           Emergency room         555         -         -         -           Facility         91,323         16,630         2,558         3,582           Functions and events         -         15,215         -         -           Inpatient         3,939         -         -         -           Insurance         3,500         -         -         -           Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Lab and diagnostics         2,182         -         -         -           Lab and diagnostics         2,182         -         -         -           Lab and diagnostics         3,187         -         -         -           Marketi	Consulting	15,856	-	-	-
Depreciation - nonresale shop Diet and nutritional         37,609 Piet and nutritional         -	Continuing education	7,258	599	-	283
Diet and nutritional Donor relations         7,883         -	Contract labor	104,643	-	-	-
Donor relations         -	Depreciation - nonresale shop		-	-	-
Dues         7,757         1,516         35         124           Durable medical equipment         174,954         -         -         -           Emergency room         555         -         -         -           Facility         91,323         16,630         2,558         3,582           Functions and events         -         15,215         -         -           Inpatient         3,939         -         -         -         -           Insurance         3,500         -         -         -         -           Interest         3,703         -         -         -         -         -           Lab and diagnostics         2,182         - <t< td=""><td>Diet and nutritional</td><td>7,883</td><td>-</td><td>-</td><td>-</td></t<>	Diet and nutritional	7,883	-	-	-
Durable medical equipment         174,954         -         -         -           Emergency room         5555         -         -         -           Facility         91,323         16,630         2,558         3,582           Functions and events         -         15,215         -         -           Inpatient         3,939         -         -         -           Insurance         3,500         -         -         -           Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         -           Marketing         -         -         -         -           Meditings         36,273         -         -         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205	Donor relations	-	-	-	-
Emergency room         555         -			1,516	35	124
Facility         91,323         16,630         2,558         3,582           Functions and events         -         15,215         -         -           Inpatient         3,939         -         -         -           Insurance         3,500         -         -         -           Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         -           Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Meetings         195         73         15         -           Meetings         195         73         15         -           Meetings         192         18         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -	Durable medical equipment	174,954	-	-	-
Functions and events         -         15,215         -         -           Inpatient         3,939         -         -         -           Insurance         3,500         -         -         -           Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         -           Marketing         -         -         -         -           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Meetings         194         2,188         2,18         11         4,398           Office         17,489         912         109         441           Outpatient related         3,205         - <td< td=""><td>Emergency room</td><td>555</td><td>-</td><td>-</td><td>-</td></td<>	Emergency room	555	-	-	-
Inpatient         3,939         -         -         -           Insurance         3,500         -         -         -           Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         6,371           Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         6,371           Meetings         195         73         15         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -           Printing         328         3,422 </td <td>Facility</td> <td>91,323</td> <td>16,630</td> <td>2,558</td> <td>3,582</td>	Facility	91,323	16,630	2,558	3,582
Insurance         3,500         -         -         -           Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         -           Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -         -           Printing <t< td=""><td>Functions and events</td><td>-</td><td>15,215</td><td>-</td><td>-</td></t<>	Functions and events	-	15,215	-	-
Interest         3,703         -         -         -           Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         -           Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Storage         -         - <td>Inpatient</td> <td>3,939</td> <td>-</td> <td>-</td> <td>-</td>	Inpatient	3,939	-	-	-
Lab and diagnostics         2,182         -         -         -           Linen service         9,179         -         -         -           Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Meetings         17,489         912         109         441           Otfice         17,489         912         109         441           Outpatient services         684         -         -         -         -           Other patient related         3,205         -         -         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204         -           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -	Insurance	3,500	-	-	-
Linen service         9,179         -         -         -           Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Publications         -         527         -         -           Storage         -         -         -         -           Respite         5,406	Interest	3,703	-	-	-
Marketing         -         -         -         6,371           Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -         -           Other patient related         3,205         -         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Professional services         -         527         -         -           Respite         5,406         -         -         -           Storage         -         -         -         -      <	Lab and diagnostics	2,182	-	-	-
Medical supplies         36,273         -         -         -           Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Professional services         -         527         -         -           Publications         5,406         -         -         -           Storage         -         -         -         -           Respite         5,406         -         -         -           Salaries	Linen service	9,179	-	-	-
Meetings         195         73         15         -           Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Professional services         -         -         -         -           Publications         -         527         -         -           Storage         -         -         -         -           Respite         5,406         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843 </td <td>Marketing</td> <td>-</td> <td>-</td> <td>-</td> <td>6,371</td>	Marketing	-	-	-	6,371
Mileage         73,248         2,188         11         4,398           Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Publications         -         527         -         -           Storage         -         -         -         -           Respite         5,406         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -           Telephone         23,827         524         1,195         1,160           Travel	Medical supplies	36,273	-	-	-
Office         17,489         912         109         441           Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Publications         -         527         -         -           Storage         -         5,406         -         -         -           Respite         5,406         -         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -           Telephone         23,827         524         1,195         1,160           Travel         2,095         640         -         -           <	Meetings	195	73	15	-
Outpatient services         684         -         -         -           Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -         -           Printing         328         3,422         28         508           Professional services         -         -         -         -         -           Professional services         -         527         -         -         -         -           Publications         -         527         -	Mileage	73,248	2,188	11	4,398
Other patient related         3,205         -         -         -           Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Publications         -         527         -         -           Storage         -         -         -         -         -           Respite         5,406         -         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -         -           Telephone         23,827         524         1,195         1,160           Travel         2,095         640         -         -         -           Therapies         5,370         -         -         -         -           Uniforms         1,829         -	Office	17,489	912	109	441
Payroll taxes         141,735         10,176         4,498         8,204           Pharmacy         148,596         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Publications         -         527         -         -           Storage         -         -         -         -           Respite         5,406         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -         -           Telephone         23,827         524         1,195         1,160           Travel         2,095         640         -         -           Therapies         5,370         -         -         -           Uniforms         1,829         -         -         -         -	Outpatient services	684	-	-	-
Pharmacy         148,596         -         -         -           Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -           Publications         -         -         -         -           Storage         -         -         -         -           Respite         5,406         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -           Telephone         23,827         524         1,195         1,160           Travel         2,095         640         -         -           Therapies         5,370         -         -         -           Uniforms         1,829         -         -         -         -		3,205	-	-	-
Postage         20         1,698         51         -           Printing         328         3,422         28         508           Professional services         -         -         -         -         -           Publications         -         527         - <td>Payroll taxes</td> <td>141,735</td> <td>10,176</td> <td>4,498</td> <td>8,204</td>	Payroll taxes	141,735	10,176	4,498	8,204
Printing         328         3,422         28         508           Professional services         -	Pharmacy	148,596	-	-	-
Professional services         -	Postage	20	1,698	51	-
Publications         -         527         -         -           Storage         -         -         -         -         -           Respite         5,406         -         -         -         -           Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -         -           Telephone         23,827         524         1,195         1,160           Travel         2,095         640         -         -           Therapies         5,370         -         -         -           Uniforms         1,829         -         -         -         -	Printing	328	3,422	28	508
Storage         - </td <td>Professional services</td> <td>-</td> <td>-</td> <td>-</td> <td>-</td>	Professional services	-	-	-	-
Respite         5,406         - <th< td=""><td>Publications</td><td>-</td><td>527</td><td>-</td><td>-</td></th<>	Publications	-	527	-	-
Salaries         1,983,637         147,474         61,461         123,411           Skilled nursing faculty         60,843         -         -         -           Telephone         23,827         524         1,195         1,160           Travel         2,095         640         -         -           Therapies         5,370         -         -         -           Uniforms         1,829         -         -         -	Storage	-	-	-	-
Skilled nursing faculty       60,843       -       -       -       -         Telephone       23,827       524       1,195       1,160         Travel       2,095       640       -       -         Therapies       5,370       -       -       -         Uniforms       1,829       -       -       -	Respite	5,406	-	-	-
Telephone       23,827       524       1,195       1,160         Travel       2,095       640       -       -         Therapies       5,370       -       -       -         Uniforms       1,829       -       -       -		1,983,637	147,474	61,461	123,411
Travel       2,095       640       -       -         Therapies       5,370       -       -       -         Uniforms       1,829       -       -       -       -	Skilled nursing faculty	60,843	-	-	-
Therapies       5,370       -       -       -       -         Uniforms       1,829       -       -       -       -	Telephone	23,827	524	1,195	1,160
Uniforms 1,829	Travel	2,095	640	-	-
	Therapies	5,370	-	-	-
Volunteer appreciation	Uniforms	1,829	-	-	-
	Volunteer appreciation			6,371	-
\$ 3,376,483 \$ 213,885 \$ 80,088 \$ 157,364		\$ 3.376.483 \$	213.885 \$	80.088 \$	157.364

Administration	Fundraising		Total
\$ 18,696	\$ -	\$	19,727
-	-		12,571
1,241	1,162		2,403
74,678	7,462		455,190
-	, -		1,586
4,425	2,201		8,117
14,973	1,588		53,123
10,176	-		26,032
5,935	569		14,644
-	-		104,643
66,430	_		104,039
-	_		7,883
_	1,700		1,700
8,677	181		18,290
0,077	101		
-	-		174,954
	4 070		555
23,282	1,279		138,654
-	-		15,215
	-		3,939
29,710	-		33,210
-	-		3,703
-	-		2,182
-	-		9,179
2,730	-		9,101
-	-		36,273
1,869	298		2,450
5,071	888		85,804
42,039	364		61,354
-	-		684
-	-		3,205
48,218	12,746		225,577
-	-		148,596
2,544	495		4,808
1,279	1,817		7,382
56,287	-		56,287
1,350	-		1,877
1,656	-		1,656
-	-		5,406
675,581	181,027		3,172,591
-	-		60,843
4,693	1,055		32,454
5,752	307		8,794
-	-		5,370
_	_		1,829
_	_		6,371
		-	
\$ 1,107,292	\$ 215,139	\$	5,150,251

# SCHEDULE II - STATEMENT OF OPERATING EXPENSES

		Program Services						
	Patient			Community				
	Care	Bereavement	Volunteer	Outreach				
Advertising	\$ 2,743 \$	389 \$	- \$	378				
Ambulance	2,030	-	-	-				
Bank charges	-	-	-	-				
Benefits	304,020	30,280	9,673	19,841				
Bereavement	-	21,190	· -	-				
Community relations	-	· -	-	44				
Computer	44,462	45	330	2,597				
Consulting	9,581	-	-	-				
Continuing education	10,126	3,163	732	83				
Contract labor	120,234	-	-	-				
Depreciation - nonresale shop	15,733	5,223	307	1,844				
Diet and nutritional	1,167	-	-	-,				
Dues	13,328	776	_	230				
Durable medical equipment	162,836	-	_	-				
Facility	87,477	11,497	676	4,058				
Inpatient	38,834	-	-	4,000				
Insurance	-	_	_	_				
Lab and diagnostics	2,543	_	_	_				
Marketing	2,040	_	_	20,028				
Medical supplies	38,609	_	_	20,020				
Meetings	38,609 79	362	-	-				
			- 527	- 				
Mileage	85,788	5,535	527 424	5,011				
Miscellaneous	1,197	-		-				
Minor equipment	1,836	4 707	1,134	4 400				
Office	11,431	1,787	120	1,426				
Outpatient services	1,569	-	- 0.005	40.450				
Payroll taxes	124,768	10,176	6,295	12,152				
Pharmacy	148,677	-	-	-				
Physician	5,230	4 000	-	-				
Postage	184	1,936	94	897				
Printing	1,004	2,840	-	2,371				
Professional services	-	-	-	-				
Property tax	10,492	687	40	242				
Publications	-	1,309	454	-				
Storage	-	=	-	-				
Respite	10,718	<u>-</u>	<u>-</u>	- -				
Salaries	1,713,958	136,857	89,030	171,296				
Skilled nursing faculty	193,087	-	-	-				
Telephone	19,815	675	675	2,394				
Therapies	5,896	-	-	-				
Uniforms	1,768	-	-	-				
Volunteer appreciation	-	-	6,290	-				
Volunteer program	-	-	3,679	-				
Website		<del>-</del>	<u> </u>	-				
	\$ 3,191,220 \$	234,727 \$	120,480 \$	244,892				

Supporting	Services

Administration	Fundraising		Total
\$ 40,085	\$ 776	\$	44,371
-	-		2,030
456	816		1,272
82,637	29,018		475,469
-	-		21,190
2,654	599		3,297
27,678	3,895		79,007
15,254	22,646		47,481
14,729	491		29,324
	-		120,234
74,279	-		97,386
-	3,868		5,035
7,923	1,190		23,447
-	-		162,836
16,909	-		120,617
-	-		38,834
28,041	-		28,041
-	-		2,543
8,898	-		28,926
-	-		38,609
1,288	433		2,162
4,733	1,314		102,908
10	-		1,631
4,960	168		8,098
36,989	732		52,485
40.750	-		1,569
48,756	11,333		213,480
-	-		148,677
- 2.465	623		5,230
3,465			7,199
3,445	1,978		11,638
21,285	-		21,285 12,471
1,010 779	12,687		15,229
	12,007		
1,488	-		1,488 10,718
653,857	152,516		2,917,514
000,007	132,310		193,087
5,519	1,002		30,080
5,519	1,002		5,896
- -	-		1,768
- -	-		6,290
-	-		3,679
3,055	- -		3,055
0,000		-	0,000
\$ 1,110,182	\$ 246,085	\$	5,147,586