

ONE N TEN
FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2016 AND 2015

**ONE N TEN
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YEARS ENDED DECEMBER 31, 2016 AND 2015**

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INDEPENDENT AUDITORS' REPORT

Board of Directors
one n ten
Phoenix, Arizona

We have audited the accompanying financial statements of one n ten (a nonprofit organization), which comprise the statements of financial position as of December 31, 2016 and 2015, and the related statements of activities, functional expenses 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.

Auditors' 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 audits 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.

Board of Directors
one n ten

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of one n ten as of December 31, 2016 and 2015, 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.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Phoenix, Arizona
September 12, 2017

**ONE N TEN
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2016 AND 2015**

	2016	2015
ASSETS		
Cash and Cash Equivalents	\$ 390,720	\$ 347,011
Accounts Receivable	21,318	9,500
Pledges Receivable	79,609	281,765
Property and Equipment, Net	18,484	21,793
Other Current Assets	25,085	38,311
Total Assets	\$ 535,216	\$ 698,380
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts Payable	\$ 16,469	\$ 11,983
Accrued Payroll and Related Liabilities	38,774	21,206
Other Liabilities	83,530	45,912
Total Liabilities	138,773	79,101
NET ASSETS		
Unrestricted	167,470	120,074
Temporarily Restricted	228,973	499,205
Total Net Assets	396,443	619,279
Total Liabilities and Net Assets	\$ 535,216	\$ 698,380

See accompanying Notes to Financial Statements.

**ONE N TEN
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2016**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
REVENUE			
Contributions and Donations, Including			
In-Kinds of \$259,927	\$ 648,491	\$ 20,000	\$ 668,491
Special Event, Net of Direct Benefit			
Expenses of \$153,533	252,802	-	252,802
Contracts and Fees	296,046	-	296,046
Other Revenue	6,284	-	6,284
Net Assets Released from Restriction	290,232	(290,232)	-
Total Revenue	<u>1,493,855</u>	<u>(270,232)</u>	<u>1,223,623</u>
EXPENSE			
Program Services	1,195,433	-	1,195,433
Management and General	165,337	-	165,337
Fundraising	85,689	-	85,689
Total Expense	<u>1,446,459</u>	<u>-</u>	<u>1,446,459</u>
CHANGE IN NET ASSETS	47,396	(270,232)	(222,836)
Net Assets - Beginning of Year	<u>120,074</u>	<u>499,205</u>	<u>619,279</u>
NET ASSETS - END OF YEAR	<u>\$ 167,470</u>	<u>\$ 228,973</u>	<u>\$ 396,443</u>

See accompanying Notes to Financial Statements.

**ONE N TEN
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2015**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
REVENUE			
Contributions and Donations, Including			
In-Kinds of \$286,855	\$ 476,654	\$ 588,834	\$ 1,065,488
Special Event, Net of Direct Benefit			
Expenses of \$100,260	187,190	-	187,190
Contracts and Fees	311,079	-	311,079
Other Revenue	1,168	-	1,168
Net Assets Released from Restriction	129,629	(129,629)	-
Total Revenue	<u>1,105,720</u>	<u>459,205</u>	<u>1,564,925</u>
EXPENSE			
Program Services	977,183	-	977,183
Management and General	114,431	-	114,431
Fundraising	18,328	-	18,328
Total Expense	<u>1,109,942</u>	<u>-</u>	<u>1,109,942</u>
CHANGE IN NET ASSETS	(4,222)	459,205	454,983
Net Assets - Beginning of Year	<u>124,296</u>	<u>40,000</u>	<u>164,296</u>
NET ASSETS - END OF YEAR	<u>\$ 120,074</u>	<u>\$ 499,205</u>	<u>\$ 619,279</u>

See accompanying Notes to Financial Statements.

**ONE N TEN
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2016**

	Program Services	Support Services		Total
		Management and General	Fundraising	
Salaries and Wages	\$ 475,340	\$ 66,271	\$ 71,185	\$ 612,796
Employee Related Expenses	75,228	20,984	8,123	104,335
Professional Fees	84,032	52,539	2,376	138,947
Travel	17,178	1,643	147	18,968
Communications	22,458	12,855	2,104	37,417
Facilities and Occupancy	252,204	7,265	451	259,920
Community Support	1,485	364	31	1,880
Group Support Costs	263,036	92	459	263,587
Meals and Entertainment	269	203	813	1,285
Depreciation	4,203	3,121	-	7,324
Total Expense	<u>\$ 1,195,433</u>	<u>\$ 165,337</u>	<u>\$ 85,689</u>	<u>\$ 1,446,459</u>

See accompanying Notes to Financial Statements.

ONE N TEN
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2015

	Program Services	Support Services		Total
		Management and General	Fundraising	
Salaries and Wages	\$ 385,296	\$ 42,564	\$ 12,692	\$ 440,552
Employee Related Expenses	54,312	15,520	1,190	71,022
Professional Fees	53,076	38,181	1,199	92,456
Travel	16,894	1,171	2,050	20,115
Communications	15,191	9,724	10	24,925
Facilities and Occupancy	174,009	5,009	666	179,684
Community Support	2,275	1,345	-	3,620
Group Support Costs	267,915	642	383	268,940
Meals and Entertainment	1,629	275	138	2,042
Depreciation	6,586	-	-	6,586
Total Expense	<u>\$ 977,183</u>	<u>\$ 114,431</u>	<u>\$ 18,328</u>	<u>\$ 1,109,942</u>

See accompanying Notes to Financial Statements.

**ONE N TEN
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2016 AND 2015**

	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ (222,836)	\$ 454,983
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	7,324	6,586
(Increase) Decrease in Operating Assets:		
Accounts Receivable	(11,818)	8,382
Pledges Receivable	202,156	(241,862)
Other Current Assets	13,226	(9,018)
Increase (Decrease) in Operating Liabilities:		
Accounts Payable	4,486	2,824
Accrued Payroll and Related Benefits	17,568	9,656
Other Liabilities	37,618	(8,838)
Net Cash Provided by Operating Activities	47,724	222,713
 CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Property and Equipment	(4,015)	(14,874)
 NET INCREASE IN CASH AND CASH EQUIVALENTS	43,709	207,839
Cash and Cash Equivalents - Beginning of Year	347,011	139,172
 CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 390,720	\$ 347,011

See accompanying Notes to Financial Statements.

ONE N TEN
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

one n ten (Organization) was incorporated in 1993 as a nonprofit 501(c)(3) community-based agency dedicated to serving and assisting gay, lesbian, bisexual, transgender, and questioning youth in the metropolitan Phoenix area. The Organization's mission is "to serve LGBTQ youth and young adults; enhancing their lives by providing empowering social and service programs that promote self-expression, self-acceptance, leadership development and healthy life choices." The Organization provides services ranging from providing weekly discussion groups designed to cover a wide range of social, educational, health, and community issues to offering social networking opportunities appropriate for developing leadership skills. The services are delivered in a variety of formats. The Organization derives program funding from both private donations and contracts and fees.

The financial statements of the Organization have been prepared on the accrual basis of accounting. The significant accounting policies followed are described below to enhance the usefulness of the financial statements to the reader.

Financial Statement Presentation

Net assets and revenues, gains, and losses are classified based on state and donor imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted

Net assets that are not subject to donor-imposed stipulations.

Temporarily Restricted

Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or the passage of time.

Permanently Restricted

Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on related investments for general or specific purposes.

Grants from governmental agencies which are restricted are reflected as unrestricted revenue since these funds are received and spent during the same year as permitted by accounting standards related to Accounting for Contributions Received and Contributions Made.

As of December 31, 2016 and 2015, the Organization only had unrestricted and temporarily restricted net assets.

ONE N TEN
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Restricted Support

Support is recognized when received. Support that is restricted by the donor/grantor is reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the support is recognized. All other donor-restricted support is reported as increases in temporarily restricted net assets. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. Support that is permanently restricted by the donor/grantor is reported as increases in permanently restricted net assets.

Cash

The Organization considers all cash and other highly liquid investments available for current use with an initial maturity of three months or less to be cash and cash equivalents. The Organization places its cash and cash equivalents with high credit quality financial institutions with an FDIC insurance coverage limit of \$250,000. Throughout the year, the Organization's cash balances may exceed the amount of the FDIC insurance coverage limit.

Accounts Receivable and Pledges Receivable

The Organization uses the allowance method to account for uncollectible accounts receivable. The allowance is sufficient to cover both current and anticipated future losses. Uncollectible amounts are charged against the allowance account. Management estimated an allowance of \$-0- as of December 31, 2016 and 2015 based upon the Organization's experience.

Property and Equipment

Property and equipment with a cost greater than \$1,000 are capitalized at historical cost, or estimated historical cost if actual historical cost is not available. Assets donated to the Organization are recorded at their estimated fair value at the time received. Depreciation on property and equipment is computed using the straight-line method over five years, the estimated useful life of the assets. Depreciation on leasehold improvements is computed using the straight-line method over the shorter of the estimated life of the assets or the lease term.

Deferred Rent

The Organization accounts for rent expense evenly over the term of the lease using the straight-line method. Unamortized deferred rent as of December 31, 2016 and 2015, was \$2,980 and \$7,762, respectively, and is included in other liabilities in the statements of financial position.

Functional Allocation of Expenses

Salaries and related expenses are allocated based on job descriptions and the best estimates of management. Expenses, other than salaries and related expenses which are not directly identifiable by program or supporting service, are allocated based on the best estimates of management.

ONE N TEN
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

In-Kinds

The Organization records in-kind donations for goods and services received in lieu of cash donations.

Contributed goods and services consisted of the following for the years ended December 31, 2016 and 2015:

	2016	2015
Program Services:		
Professional Fees	\$ 6,915	\$ 5,640
Printing	5,525	3,000
Facilities and Occupancy	43,089	63,000
Food	25,694	33,000
Group Support Costs	171,204	171,215
Total	252,427	275,855
Direct Benefit Expenses, Netted with Special		
Event Revenue	7,500	11,000
Total In-Kind Donations	\$ 259,927	\$ 286,855

Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and, therefore, has no provision for federal income taxes.

The Organization follows the accounting standard for uncertain tax positions. For the years ended December 31, 2016 and 2015, the Organization recognized no liability for uncertain tax positions.

Use of Estimates

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

Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through September 12, 2017, the date the financial statements were available to be issued.

ONE N TEN
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 2 PLEDGES RECEIVABLE

Pledges receivable are due as follows for the years ending December 31, 2016 and 2015:

	2016	2015
Due Within One Year	\$ 79,609	\$ 281,765
Due within One to Five Years	-	-
Total Pledges Receivable	<u>\$ 79,609</u>	<u>\$ 281,765</u>

NOTE 3 PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of December 31, 2016 and 2015:

	2016	2015
Leasehold Improvements	\$ 18,023	\$ 18,023
Furniture & Equipment	19,824	19,824
Construction in Progress	4,015	-
Less: Accumulated Depreciation	(23,378)	(16,054)
Total	<u>\$ 18,484</u>	<u>\$ 21,793</u>

NOTE 4 TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are restricted for the following uses as of December 31, 2016 and 2015:

	2016	2015
Homeless Youth Collaborative	\$ 2,302	\$ 55,793
Promise of a New Day (POND)	211,671	434,412
Future Years	15,000	9,000
Total	<u>\$ 228,973</u>	<u>\$ 499,205</u>

Net assets released from restrictions were \$290,232 and \$129,629 for the years ended December 31, 2016 and 2015, respectively. All of the releases were purpose restricted.

NOTE 5 COMMITMENTS

Operating Leases

The Organization leases various equipment, program facilities, and office space under the provisions of noncancelable operating leases expiring through March 2024. Rental expenses under the terms of the operating leases were \$55,816 and \$59,853 for the years ended December 31, 2016 and 2015, respectively, which includes the cost of utilities and applicable taxes.

ONE N TEN
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 5 COMMITMENTS (CONTINUED)

Operating Leases (Continued)

The future minimum rental payments required under the operating leases at December 31, 2016, is as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2017	\$ 38,932
2018	35,656
2019	19,026
2020	19,026
2021	19,026
Thereafter	44,130
Total Minimum Payments Required	<u>\$ 175,796</u>

Contracts

During December 31, 2016, the Organization entered into a contract for consulting services for a total of \$50,000. Of this amount, \$20,000 will be paid during the year ended December 31, 2017.

During December 31, 2016, the Organization has entered into a contract for their 2017 Fresh event. Under the terms of the contract, the Organization committed to paying \$35,150 for venue, food, and beverage costs. Of this amount, \$10,545 was prepaid at December 31, 2016.

NOTE 6 REVENUE AND RECEIVABLE CONCENTRATION

Approximately 31% of the pledges receivable balance was due from two donors as of December 31, 2016. There was no revenue concentrations for the year ended December 31, 2016.

The Organization received approximately 34% of revenues from one donor for the year ended December 31, 2015. Approximately 89% of the pledges receivable balance was due from one donor as of December 31, 2015.