FINANCIAL STATEMENTS

FOR THE YEARS ENDED
SEPTEMBER 30, 2014 AND 2013

HINDS HOSPICE
FRESNO, CALIFORNIA

SEPTEMBER 30, 2014 AND 2013

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INDEPENDENT AUDITOR'S REPORT

Board of Directors
Hinds Hospice
Fresno, California

We have audited the accompanying consolidated financial statements of Hinds Hospice (a nonprofit corporation), which comprise the consolidated statement of financial position as of September 30, 2014, and the related consolidated 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 consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization'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.

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Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Hinds Hospice as of September 30, 2014, 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.

Report on Summarized Comparative Information

We have previously audited the Organization's 2013 financial statements, and our report dated January 17, 2014, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2013, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Price Paige & Company

Clovis, California
January 26, 2015

HINDS HOSPICE
(A CALIFORNIA NON-PROFIT CORPORATION)
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
SEPTEMBER 30, 2014 AND 2013

	2014	2013
ASSETS		
Current assets:		
Cash and cash equivalents	$ 1,154,934	$ 1,787,325
Accounts receivable, net	1,535,014	1,406,092
Grants and other receivable	37,408	17,850
Unconditional promises to give	52,376	335,873
Medical supplies inventory	51,825	55,276
Prepaid and other current assets	53,533	62,950
Total current assets	2,885,090	3,665,366
Property and equipment, net	4,238,728	2,948,232
Investment securities	2,863,728	1,502,597
Other assets	82,242	83,486
Total assets	$ 10,069,788	$ 8,199,681
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable	$ 507,084	$ 419,861
Accrued expenses	1,038,334	990,080
Deposits	16,367	16,367
Capital lease obligations, currrent portion	18,064	12,819
Mortgages payable, current portion	177,500	87,667
Total current liabilities	1,757,349	1,526,794
Capital lease obligations	13,913	25,192
Mortgages payable	2,292,173	1,884,833
Total liabilities	4,063,435	3,436,819
Net assets:		
Unrestricted	4,936,327	4,409,139
Temporarily restricted	1,070,026	353,723
Total net assets	6,006,353	4,762,862
Total liabilities and net assets	$ 10,069,788	$ 8,199,681

See Independent Auditor’s Report and Notes to the Financial Statements.

HINDS HOSPICE
(A CALIFORNIA NON-PROFIT CORPORATION)
CONSOLIDATED STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED SEPTEMBER 30, 2014
(With Summarized Financial Information for 2013)

	Unrestricted	Temporarily Restricted	2014 Total	2013 Total
Revenues and support:				
Patient revenues, net	$ 11,753,346	$ -	$ 11,753,346	$ 11,640,979
Donations and memorials	642,396	1,000,092	1,642,488	1,719,658
Community service grants and funds	142,456	17,500	159,956	36,201
Special events and activities	1,661,093	-	1,661,093	1,063,339
Thrift stores, net	193,071	-	193,071	170,499
Rental income	361,004	-	361,004	288,989
Investment income, net	154,175	-	154,175	137,759
Total revenues and support before net assets released from restrictions	14,907,541	1,017,592	15,925,133	15,057,424
Net assets released from restrictions	301,289	(301,289)	-	-
Total revenues and support after reclassification of net assets released from restrictions	15,208,830	716,303	15,925,133	15,057,424
Costs and expenses:				
Program services	13,425,298	-	13,425,298	11,968,622
General and administrative	499,696	-	499,696	794,543
Fundraising	756,648	-	756,648	725,382
Total costs and expenses	14,681,642	-	14,681,642	13,488,547
Changes in net assets	527,188	716,303	1,243,491	1,568,877
Net assets, beginning of year	4,409,139	353,723	4,762,862	3,193,985
Net assets, end of year	$ 4,936,327	$ 1,070,026	$ 6,006,353	$ 4,762,862

See Independent Auditor’s Report and Notes to the Financial Statements.

HINDS HOSPICE
(A CALIFORNIA NON-PROFIT CORPORATION)
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2014
(With Summarized Financial Information for 2013)

		Supporting Services		2014	2013
	Program Services	General and Administrative	Fundraising	Total Expenses	Total Expenses
Personnel costs:					
Salaries	$ 7,849,963	$ 320,631	$ 397,478	$ 8,568,072	$ 8,032,202
Payroll taxes	609,272	19,996	24,789	654,057	634,872
Employee benefits	1,178,798	38,688	47,960	1,265,446	1,224,464
Total personnel costs	9,638,033	379,315	470,227	10,487,575	9,891,538
Other costs and expenses:					
Advertising and promotion	28,639	2,241	9,546	40,426	12,475
Bad debts	57,985	-	-	57,985	54,486
Bank and payroll fees	16,962	8,862	5,192	31,016	36,642
Communication / telephone	144,017	5,669	7,026	156,712	128,061
Dues and subscriptions	33,519	1,320	1,635	36,474	34,056
Education	43,874	3,595	2,228	49,697	30,417
Equipment rental	478,962	351	-	479,313	413,395
Food	15,294	-	-	15,294	16,229
Information systems	51,875	2,042	2,531	56,448	41,172
Insurance	164,881	6,489	8,044	179,414	145,184
Interest	107,996	4,149	2,572	114,717	72,553
Legal and accounting fees	47,669	16,900	3,031	67,600	85,427
Loss on disposition of assets	1,161	-	-	1,161	-
Maintenance and repairs	93,754	4,632	4,574	102,960	69,714
Medical supplies / pharmacy	710,799	-	-	710,799	602,827
Office supplies	52,318	2,059	2,553	56,930	52,794
Other	124,298	5,102	-	129,400	57,731
Other fundraising and gala event	-	9,863	175,748	185,611	156,535
Postage and shipping	31,785	1,543	9,321	42,649	40,530
Printing	74,446	3,408	16,364	94,218	74,158
Professional services	460,516	8,612	7,118	476,246	480,732
Purchased services, clinical	181,596	-	-	181,596	90,003
Rent and occupancy	143,990	5,667	7,025	156,682	249,364
Taxes and licenses	9,955	392	486	10,833	8,185
Travel and transportation	434,037	16,585	7,916	458,538	428,119
Utilities and janitorial	123,700	4,869	6,035	134,604	92,998
Total other costs and expenses	3,634,028	114,350	278,945	4,027,323	3,473,787
Subtotal	13,272,061	493,665	749,172	14,514,898	13,365,325
Depreciation and amortization	153,237	6,031	7,476	166,744	123,222
Total costs and expenses	$ 13,425,298	$ 499,696	$ 756,648	$ 14,681,642	$ 13,488,547

See Independent Auditor’s Report and Notes to the Financial Statements.

HINDS HOSPICE
(A CALIFORNIA NON-PROFIT CORPORATION)
CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED SEPTEMBER 30, 2014 AND 2013

	2014	2013
Cash flows from operating activities:		
Changes in net assets	$ 1,243,491	$ 1,568,877
Adjustments to reconcile changes in net assets to		
Net cash provided by (used in) operating activities:		
Depreciation	171,265	127,432
Bad debts	57,985	54,486
Donated securities	(254,365)	(1,082)
Unrealized gains	(61,316)	(63,097)
Gain (loss) on sale of assets	1,161	-
Changes in operating assets and liabilities:		
Accounts and grants receivable	(206,465)	(259,823)
Unconditional promises to give	283,497	(253,151)
Medical supplies inventory	3,451	(24,980)
Prepaid and other current assets	9,417	29,958
Other assets	1,244	(16,642)
Accounts payable	87,223	14,791
Accrued expenses	48,254	255,681
Deposits	-	16,367
Net cash provided by (used in) operating activities	1,384,842	1,448,817
Cash flows from investing activities:		
Purchase of building and equipment	(878,082)	(850,121)
Investment sales proceeds	489,465	499,483
Investment purchases	(1,534,915)	(69,468)
Net cash provided by (used in) investing activities	(1,923,532)	(420,106)
Cash flows from financing activities:		
Principal payments on long-term debt	(87,667)	-
Advances on the line-of-credit	565,196	537,797
Principal payments on line-of-credit	(565,196)	(537,797)
Principal payments on capital lease obligations	(6,034)	(10,462)
Net cash provided by (used in) financing activities	(93,701)	(10,462)
Increase (decrease) in cash and cash equivalents	(632,391)	1,018,249
Cash and cash equivalents, beginning of year	1,787,325	769,076
Cash and cash equivalents, end of year	$ 1,154,934	$ 1,787,325
Supplemental disclosures of cash flow information:		
Interest paid	$ 114,717	$ 72,553
Noncash investing and financing activities:		
Capitalized lease equipment	$ 7,646	$ 8,465
Acquistion of building and related	$ 584,840	$ 1,972,500

See Independent Auditor’s Report and Notes to the Financial Statements.

NOTE 1 – ORGANIZATION AND OPERATIONS

Hinds Hospice (the "Organization") is a California not-for-profit corporation formed in June 1985 for the purpose of providing care and comfort to the terminally ill and their families.

The Organization presently operates an in-patient hospice facility in Fresno and provides services to hospice certified patients on an out-patient basis in Fresno, Madera and Merced counties. The Organization also currently operates four thrift stores located in Chowchilla, Clovis, Madera, and Sanger. The Kerman thrift store was closed in June 2013. The thrift stores receive merchandise donations from the community and are staffed by paid managers and volunteers. All proceeds from the thrift stores are used to support the Organization's hospice services.

The Organization owns its Fresno in-patient facility and administrative and clinical offices. The Organization previously leased its administrative and out-patient offices which expired February 2014 and was not renewed. Thrift store facilities utilize leased premises.

During December 2012, the Organization purchased a commercial real estate building. In connection with the acquisition of the commercial real estate property, the Organization formed Hospice Charitable Properties, Inc., an affiliate of the Organization (the "Affiliate") pursuant to Internal Revenue Code Section 501(c)(2), a title holding corporation. The Affiliate was established to hold title to the commercial building and manage the rental activities of the existing tenants.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Financial Statements

The Organization reports information regarding its financial position and activities according to three classes of net assets: unrestricted, temporarily restricted, and permanently restricted. At September 30, 2014 and 2013, the Organization had no permanently restricted net assets.

The Consolidated Statements of Activities and Functional Expenses include certain prior-year summarized comparative information in total. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended September 30, 2013, from which the summarized information was derived.

Cash and Cash Equivalents

Cash consists of various demand and interest-bearing accounts on deposit with insured financial and brokerage institutions. The Organization considers cash equivalents to include all investments available for current use with an original maturity of three months or less. All cash and cash equivalents are deemed available for operations and classified as current assets.

Investments

Investments are stated at their estimated fair value based on quoted closing prices. Investments that are managed on a long-term basis or which are not expected to be used in the Organization's operations within the year following the balance sheet date are classified as non-current.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Allowance for Doubtful Accounts

The Organization provides an allowance for doubtful accounts based upon management's review and analysis of specific patient receivables and considers the age of past due accounts. Accounts Receivable are written-off when deemed uncollectible. Recoveries of Accounts Receivable previously written-off are recorded as income when received. Total Bad Debts, net of recoveries, for uncollectible accounts during the years ended September 30, 2014 and 2013 were $57,985 and $54,486, respectively.

Medical Supplies Inventory

Inventory consists of routine patient care supplies used in the Organization's daily operations and is stated at the lower of cost (determined on the first-in, first-out basis) or market.

Property and Equipment

Property and equipment are stated at cost or, if donated and placed into service, at their estimated fair value at the date donated. All assets acquired by the Organization whose initial value or cost exceeds $1,000 are capitalized and depreciated. Routine repairs and maintenance, including planned major maintenance activities are expensed when incurred. Depreciation is computed using straight-line method over the following estimated useful lives:

Buildings and improvements	5 to 39 Years
Medical equipment	5 Years
Furniture, fixtures and office equipment	2 to 5 Years

The Organization's long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the related carrying amount may not be recovered. When required, impairment losses on such assets are recognized based on the fair value of the asset, and long-lived assets to be disposed of are reported at the lower of the carrying amount or fair value, less costs to sell. No impairment losses were recognized during the years ended September 30, 2014 and 2013.

Revenue Recognition

The Organization recognizes revenue from patient services as it is earned based on the number of days care is provided. All patients are billed monthly. The Organization receives substantially all of its patient revenues from a combination of Medicare, Medi-Cal, or private insurance programs. Annually, the Organization establishes standard rates for its various patient services. However, payments by third party payers are generally less than the Organization's standard rates. In the years ended September 30, 2014 and 2013, the Organization's standard rates for patient services were approximately $1,478,000 and $1,700,000, respectively, greater than the amounts paid by third party payers. Such amounts have not been included in the Organization's net revenues in the accompanying Consolidated Statement of Activities.

The Organization provides charity care to patients who are unable to pay for the care provided. The Organization maintains direct and indirect costs related to providing care to patients. The total amount of direct and indirect costs of providing charity care to patients were approximately $13,600 and $42,300, respectively, for the year ended September 30, 2014, and approximately $79,100 and $26,900, respectively, for the year ended September 30, 2013.

Revenue from grants is recognized in the year in which the Grantor is contractually obligated to fund the grant or when received, as applicable.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions

Contributions are generally recorded as received. All contributions are available for unrestricted use unless specifically restricted by the donor. Unconditional Promises to Give in future periods, principally bequests, are recorded as they are made, at their estimated net realizable value and reported as temporarily restricted funds. Unconditional Promises to Give at September 30, 2014 and 2013 were $52,376 and $335,873, respectively, which represent contributions and the estimated net realizable value of decedents' testamentary bequests to the Organization payable after year-end. Unconditional Promises to Give is classified as a current asset, as it is expected to be collected within one year. Conditional Promises to Give are recognized when the conditions on which they depend are substantially met.

The Organization reports gifts of cash and other assets as temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. When a pledge is collected or a donor restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Consolidated Statement of Activities as Net Assets Released from Restrictions. Net Assets Released from Restrictions during the years ended September 30, 2014 and 2013 were $301,289 and $94,609, respectively.

Thrift Stores

Contributions of clothing, household goods and other items to the Organization's thrift stores are recognized as thrift store revenues when, and if, sold. Inventories of such items in the thrift stores are not included as Organization assets in the Consolidated Statement of Financial Position.

Thrift store revenues are reported net of related operating expenses in the Consolidated Statement of Activities. Thrift store expenses, including depreciation, have been excluded from the Consolidated Statement of Functional Expenses and included with Thrift Store revenues (Note 12).

Functional Allocation of Expenses

The costs of providing the Organization's non-thrift store programs and supporting services have been summarized on a functional basis in the Consolidated Statement of Functional Expenses. Certain overhead and indirect costs have been allocated to program services and fundraising based on management's estimate of the actual personnel and facilities utilized in such activities.

Donated In-Kind Gifts and Services

Donated in-kind gifts are recognized as contributions if they have ascertainable fair values and are able to be realized in cash or other liquid assets. During the years ended September 30, 2014 and 2013, the Organization received and recognized approximately $68,800 and $63,500, respectively, of merchandise contributions that were later sold, raffled or auctioned during its Gala and other fundraising events.

Donated services are recognized as contributions if they 1) significantly enhance non-financial assets or 2) involve a professional service that would otherwise have been purchased and whose values can be objectively measured. For the years ended September 30, 2014 and 2013, the Organization received approximately $18,100 and $29,100, respectively, in donated services related to its fundraising events.

Advertising and Promotion

The Organization expenses all advertising and promotion costs as incurred. Total advertising and promotion expenses at September 30, 2014 and 2013 were $46,821 and $16,537, respectively.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Taxes

The Organization has qualified as a non-profit organization and has been granted tax-exempt status pursuant to Internal Revenue Code Section 501(c)(3) and California Revenue and Taxation Code Section 23701(d) and is exempt from Federal and State of California income taxes.

Generally accepted accounting principles provides accounting and disclosures guidance about positions taken by an entity in its tax returns that might be uncertain. Management has considered its tax positions and believes that all of the positions taken in its federal and state exempt organization tax returns are more likely than not to be sustained upon examination. The Organization's returns are subject to examination by federal and state taxing authorities, generally for three years and four years, respectively, after they are filed.

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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Fair Value of Financial Instruments

The Organization considers its cash and cash equivalents, accounts and grants receivables, unconditional promises to give, prepaid and other current assets, accounts payable and accrued expenses to be short-term in nature, and therefore their fair values approximate their carrying values.

NOTE 3 – ACCOUNTS RECEIVABLE, NET AND CONTRACTUAL ALLOWANCES

Accounts receivable are non-interest bearing and consist of billed amounts due approximately as follows:

	2014	2013
Medicare	$ 859,558	$ 863,682
Medi-Cal	451,996	360,934
Insurers and private pay	255,460	213,476
Subtotal	1,567,014	1,438,092
Allowance for doubtful accounts	(32,000)	(32,000)
Total accounts receivable, net	$ 1,535,014	$ 1,406,092

Amounts billed to Medicare and Medi-Cal ("Payers") for hospice in-patient services are subject to an overall limitation. Total patient days charged to such payers at the General In-Patient Rate for hospice services may not exceed 20% of the total patient days for both in-patient and out-patient hospice services rendered during years ended October 31 (the "Cap Year"). Patient days billed for in-patient hospice services in excess of the 20% limitation are payable at a rate lower than the General In-Patient Rate. Amounts estimated to be refundable due to the 20% limitation for any Cap Year are deemed to be excess payments and are recorded as Contractual Allowance liabilities by the Organization. Management estimates there is no Contractual Allowance liability due to the Payers on account of patient days incurred during the years ended September 30, 2014 and 2013.

NOTE 4 – PROPERTY AND EQUIPMENT, NET

Property and equipment consist of the following at September 30:

	2014	2013
Land	$ 805,759	$ 805,759
Buildings and improvements	3,236,128	2,168,534
Office and medical equipment	768,799	646,520
Furniture and fixtures	316,136	139,363
Vehicles	6,750	6,750
Construction in progress	27,924	101,038
	5,161,496	3,867,964
Accumulated depreciation and amortization	(922,768)	(919,732)
Property and equipment, net	$ 4,238,728	$ 2,948,232

Total depreciation and amortization expenses were $171,265 and $127,432 at September 30, 2014 and 2013, respectively.

NOTE 5 – INVESTMENT SECURITIES

Investment securities consist of the following at September 30:

	Fair Value	
	2014	2013
Equity mutual funds	$ 1,333,330	$ 917,241
Bond mutual funds	1,530,398	585,356
Total investments	$ 2,863,728	$ 1,502,597

The Organization holds certain of its investment funds with the Fresno Regional Foundation ("FRF") in order to utilize the professional investment advisory services administered by FRF's Investment Committee. The Organization's investment securities are held in custodial accounts at SEI Private Trust Company. These custodial accounts are managed by SEI Investments, an independent investment management and advisory firm. The Organization's investment securities are primarily invested in bond funds and equity funds. FRF manages the investment securities in accordance with the Organization's Investment Policy. At September 30, 2014 and 2013, approximately $2,551,000 and $1,224,000, respectively, of the Organization's investment securities was managed by FRF. SEI provides insurance to protect the Organization's custodial account balances from SEI's 1) errors and omissions, an aggregate of $75,000,000 applicable to all accounts, including FRF or 2) employees' dishonesty, a total of $60,000,000 per occurrence. These custodial accounts are not insured by the Securities Investor Protection Corporation ("SIPC") or the Federal Deposit Insurance Corporation ("FDIC").

NOTE 5 – INVESTMENT SECURITIES (Continued)

The Organization had approximately $310,000 and $278,000 of investment securities and approximately $8,200 and $7,400 of its cash and cash equivalents held in custodial accounts with Charles Schwab at September 30, 2014 and 2013, respectively. These custodial accounts are managed by Portfolio Advisors, an independent investment management and advisory firm. Investment securities are primarily held in equity and fixed income funds. Charles Schwab provides insurance to protect the Organization's accounts per SIPC insurance limitations.

At September 30, 2014 and 2013, approximately $250,000 and $249,000, respectively, of the Organization's cash and cash equivalents were held in custodial accounts at RBC Wealth Management ("RBC"). These custodial accounts are managed by RBC, an independent investment management and advisory firm. The cash and cash equivalents are primarily invested in money market and certificate of deposits. RBC provides insurance to protect the Organization's custodial account balances of up to $99.5 million for SIPC qualified accounts, subject to a total maximum aggregate of $400 million.

The Organization's investment activities consist of the following at September 30:

	2014	2013
Interest and dividends	$ 80,386	$ 47,048
Unrealized gains	58,785	63,767
Realized gains	38,729	40,022
Investment fees	(23,725)	(13,078)
Total investment income, net	$ 154,175	$ 137,759

Investment securities are exposed to various risks such as interest rate, market, and credit risk. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and those changes could materially affect the Organization's account balances and amounts reported in its financial statements.

NOTE 6 – LINE-OF-CREDIT

The Organization had a $250,000 working capital line-of-credit with United Security Bank which expired July 2013 and was replaced with a line-of-credit of the same amount at Wells Fargo Bank. During the years ended September 30, 2014 and 2013, the maximum amounts drawn on the line-of-credit were $214,692 and $250,000, respectively. Interest on the line accrues at the bank's reference rate (3.75% at September 30, 2014 and 2013). At September 30, 2014 and 2013, there were no balances due on the line-of-credit. Total interest expenses for the years ended September 30, 2014 and 2013 on balances outstanding under the line-of-credit were $118 and $365, respectively. The line-of-credit is secured by the Organization's commercial building. The line-of-credit agreement expired February 2014 and was renewed through June 2015 on substantially similar terms.

NOTE 7 – PROFIT SHARING PLAN

The Organization provides for a Safe Harbor 401(k) plan (the "Plan") covering eligible employees who meet certain minimum service requirements. The Plan is administered through John Hancock Life Insurance Company. The Plan provides for the Organization to make discretionary and/or matching contributions to deferring employees, an amount which varies and is dependent on Board approval. The Organization made a discretionary matching contribution of approximately $94,500 in January 2015 for the year ended September 30, 2014. The payment has been accrued and included in the financial statements. A discretionary contribution of $82,000 was made for the year ended September 30, 2013.

NOTE 8 – CONTINGENCIES

Liquidity and Financial Resources

Payments received for hospice services from third party payers are not sufficient to support the Organization's present level of operations. The Organization's operating expenses are also funded, in part, by a combination of thrift store earnings, community donations, grants, loans, and income earned on cash balances and investments. The Organization received donations during the years ended September 30, 2014 and 2013 which included significant (in excess of $5,000), non-recurring contributions from individual donors or bequests in the amount of approximately $2,512,000 and $1,549,000, respectively.

The ability of the Organization to maintain its present level of operations is dependent upon the continuity of sufficient annual financial support from the Fresno, Madera and Merced communities.

NOTE 9 – LEASE COMMITMENTS

The Organization leases certain of its thrift stores, administrative and clinical offices. The leases are accounted for as operating leases and provide for the payment of monthly rents plus executory costs.

The Organization previously leased its Fresno administrative office space for $17,443 per month beginning December 2013. The lease expired February 2014 and was not renewed.

The Organization has a thrift store in Clovis and signed a new lease commitment which commenced December 2011 and expires November 2016. Monthly rent expense is $5,605 beginning October 2012. The Chowchilla thrift store's rent expense is $1,500 per month and the lease expires December 2015.

The Organization rents on a month-to-month basis its other thrift store facilities in Madera, Sanger, and Chowchilla. The Madera thrift store's rent per month is $1,000 of which $500 is deemed a contribution from the landlord. The Sanger thrift store's rent expense is $1,500 per month. The Kerman thrift store's rent expense was $1,800 per month and was closed in June 2013.

Total rent and occupancy costs for the years ended September 30, 2014 and 2013 were $277,830 and $381,930, respectively.

The Organization leases certain office equipment under capital lease obligations, which are secured by such equipment. Capitalized costs and accumulated amortization were $170,957 and $141,260 for September 30, 2014 and $182,128 and $146,083 at September 30, 2013.

NOTE 9 – LEASE COMMITMENTS (Continued)

The following table shows the Organization's future lease commitments for each of the years ended September 30:

	Capital	Operating
2015	$ 18,064	$ 107,237
2016	12,676	89,237
2017	3,185	33,192
2018	1,724	21,983
2019 and thereafter	-	21,983
Total payments	35,649	$ 273,632
Less amounts representing interest	(3,672)	
Total minimum lease payments	31,977	
Amounts due within one year	(18,064)	
Long-term capital lease obligation	$ 13,913	

NOTE 10 – MORTGAGE PAYABLE

The Organization obtained a mortgage with Wells Fargo Bank in December 2012 for the purchase of a commercial building in the amount of $2,630,000. The principal amount of the mortgage was $1,972,500 with an annual percentage rate of 4.75%. Interest only payments are due monthly through January 2014. Monthly principal payments of $10,958 plus interest are to commence in February 2014 through January 2029. The mortgage payable is secured by the building.

In connection with the purchase of the commercial building, the Organization obtained a construction loan with Wells Fargo for building improvements, furniture and fixtures and other costs during the year ended September 30, 2014. The loan has a principal balance of $584,840 at September 30, 2014 with an annual percentage rate of 5.50%. Monthly principal payments of $3,833 plus interest are to commence in October 2014 through June 2027. The construction loan is also secured by the building.

Principal payments consist of the following for years ending September 30:

2015	$ 177,500
2016	177,500
2017	177,500
2018	177,500
2019 and thereafter	1,759,673
	$ 2,469,673

Total interest expense on the mortgage and construction loan was $111,319 for the year ended September 30, 2014.

NOTE 11 – TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following at September 30:

	2014	2013
Unconditional promises to give	$ 52,376	$ 335,873
Arnold and Nancy Red Foundation	1,000,000	-
Grants:		
Susan G. Komen Foundation	17,500	17,500
Various matching grants	150	350
Total temporarily restricted net assets	$ 1,070,026	$ 353,723

NOTE 12 – THRIFT STORES, NET

Thrift stores activities consist of the following at September 30:

	2014	2013
Thift stores revenue:	$ 816,374	$ 833,511
Costs and expenses:		
Advertising and promotion	6,395	4,062
Bank and payroll fees	6,859	11,068
Communication / telephone	8,623	7,427
Depreciation	4,521	4,210
Employee benefits	58,185	59,553
Office supplies	5,412	8,082
Other	15,524	27,153
Payroll taxes	21,320	22,850
Recycle expense	13,653	28,560
Rent and cccupancy	123,110	131,354
Salaries	262,976	270,755
Security and alarm services	13,430	1,752
Storage rental	1,962	10,907
Travel and transportation	22,081	24,754
Utilities and janitorial	59,252	50,525
Total costs and expenses	623,303	663,012
Thrift store, net	$ 193,071	$ 170,499

NOTE 13 – FAIR VALUE MEASUREMENTS

In accordance with generally accepted accounting principles, fair value is defined as the price that the Organization would receive upon selling an asset or pay to transfer a liability at the reporting date. Generally accepted accounting principles established a three-tier hierarchy to maximize the use of observable market data and minimize the use of unobservable inputs, and to establish classification of fair value measurements for disclosure purposes. Inputs refer broadly to the assumptions that market participants would use in pricing an asset or liability, including assumptions about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing an asset or liability based on market data obtained from sources independent of the reporting entity. Unobservable inputs are those that reflect the reporting entity's own assumptions about the factors market participants would use in pricing the asset or liability, developed based on the best information available.

The three-tier hierarchy of inputs is summarized in the three broad levels listed below:

Level 1 – Valuations based on quoted prices in active markets for identical assets or liabilities.

Level 2 – Valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly, and fair value is determined through the use of other valuation methodologies.

Level 3 – Valuations based on inputs that are not observable and significant to the overall fair value measurement, including the Organization's own assumptions in determining the fair value of assets or liabilities.

The following is a summary of the inputs used as of September 30 in valuing the Organization's assets carried at fair value:

Asset Description	Level 1	Level 2	Level 3	Total
2014 Investment securities:				
Equity securities	$ 219,975	$ 1,113,355	$ -	$ 1,333,330
Bond mutual funds	788,162	742,236	-	1,530,398
Total investment securities	$ 1,008,137	$ 1,855,591	$ -	$ 2,863,728
2013 Investment securities:				
Equity securities	$ 182,516	$ 734,725	$ -	$ 917,241
Bond mutual funds	95,539	489,817	-	585,356
Total investment securities	$ 278,055	$ 1,224,542	$ -	$ 1,502,597

The following methods and assumptions were used by the Organization in estimating the fair value of other financial instruments:

Certificates of Deposit and Investment Securities – All of the Organization's Certificates of Deposit and Investment Securities are available-for-sale, and are stated at their fair value based on quoted closing prices.

As of September 30, 2014 and 2013, the fair value of the Organization's investments in available-for-sale Level 2 funds was $1,855,591 and $1,224,542, respectively. These investments are managed by the Fresno Regional Foundation and invested in various asset pools. To estimate the investment securities balance between equity and bond mutual funds, the Organization allocated the funds in accordance with its investment policy.

NOTE 14 – SUBSEQUENT EVENTS

Management has evaluated and concluded that there are no other subsequent events that have occurred from September 30, 2014 through the date the financial statements were available to be issued at January 26, 2015 that would require additional disclosure or adjustment.