CENTRAL SUSQUEHANNA SIGHT SERVICES

FINANCIAL STATEMENTS

December 31, 2017

CENTRAL SUSQUEHANNA SIGHT SERVICES

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Independent Auditor's Report

To the Board of Directors Central Susquehanna Sight Services Sunbury, PA 17801

We have audited the accompanying financial statements of Central Susquehanna Sight Services (a nonprofit organization), which comprise the statement of assets, liabilities, and net assets - modified cash basis as of December 31, 2017, and the related statements of support, revenue, expenses and changes in net assets - modified cash basis, functional expenses - modified cash basis, and cash flows - modified cash basis for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the modified cash basis of accounting as described in Note 2; this includes determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the assets, liabilities, and net assets of Central Susquehanna Sight Services as of December 31, 2017, and its support, revenue, and expenses for the year then ended in accordance with the modified cash basis of accounting as described in Note 2.

Basis of Accounting

We draw attention to Note 2 of the financial statements, which describes the basis of accounting. The financial statements are prepared on the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinion is not modified with respect to that matter. Hering, Koll +

April 17, 2018

CENTRAL SUSQUEHANNA SIGHT SERVICES STATEMENT of ASSETS, LIABILITIES and NET ASSETS - MODIFIED CASH BASIS December 31, 2017

ASSETS - UNRESTRICTED

Current Assets:		
Cash (Note 3)	\$	9,372
Investments (Note 4)	Ψ	392,637
Inventory		
inventory		1,763
Total Current Assets		403,772
Fixed Assets:		
Land		5,000
Buildings		247,639
Automobile		79,284
Equipment		40,449
_4a.p.mo.m		40,443
Total Fixed Assets		372,372
Less Accumulated Depreciation		(223,103)
Net Fixed Assets		
Net Fixed Assets		149,269
Total Assets	\$	553,041
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Credit Card Liability	\$	166
Payroll Taxes Payable	Ψ	
Sales Tax Payable		3,409
Customer Deposits		(8)
Line of Credit		48
Line of Credit		25,000
Total Current Liabilities		28,615
		,
Total Liabilities		28,615
Net Assets - Unrestricted		524,426
		, .=-
Total Net Assets		524,426
Total Liabilities and Net Assets	\$	553,041

The accompanying notes are an integral part of these financial statements.

CENTRAL SUSQUEHANNA SIGHT SERVICES STATEMENT of SUPPORT, REVENUE, EXPENSES and CHANGES in NET ASSETS - MODIFIED CASH BASIS For the Year Ending December 31, 2017

PUBLIC SUPPORT:	
Foundations/special gifts	\$ 40,950
Trusts	1,053
Bequests	-
Solicited contributions	7,976
United Way allocation	12,283
Unsolicited contributions	10,747
Total Public Support	73,009
GOVERNMENT GRANTS:	
Social Services	71,392
Prevention	16,698
Total Government Grants	88,090
. The state of the	88,090
OTHER RECEIPTS:	
Investment income	0.400
Rugs, caning and broom sales	9,498
Visual aid sales	1,998
	-
Eye exam program	15
Raffle income	16,551
Other income	2,480
Total Other Receipts	30,542
TOTAL PUBLIC SUPPORT, GOVERNMENT GRANTS AND CASH RECEIPTS	\$ 191,641
Cash Expenses	
PROGRAM SERVICES:	
Blind workshop	\$ 4,429
Social Services	138,342
Prevention of blindness	70,954
Blind aids and grants	550
Total Program Services	214,275
·	
SUPPORTING SERVICES:	
Administrative	12 200
Solicitation	13,398
Total Supporting Services	1,575
Total Supporting Services	14,973
Total Program and Supporting Services	000.010
Total Frogram and Supporting Services	229,248
Other Increases/(Decreases) in Net Accets:	
Other Increases/(Decreases) in Net Assets:	
Realized gain from sale of securities	4,746
Unrealized security appreciation	30,743
Total Other Income //D	
Total Other Increases/(Decreases) in Net Assets	35,489
TOTAL EVERTURES AND OFFICE WAS A	
TOTAL EXPENSES AND OTHER INCREASES/(DECREASES) IN NET ASSETS	\$ 193,759
Net Decrease in Net Assets	(2,118)
	(-,.,0)
Net Assets at beginning of year	526,544
Net Assets at end of year	\$ 524,426
	7 027,120

CENTRAL SUSQUEHANNA SIGHT SERVICES
STATEMENT of FUNCTIONAL EXPENSES - MODIFIED CASH BASIS
For the Year Ended December 31, 2017

vices		Solicitation		831	1	64	62	2	17	9	14	06	,	15	169	22		,	89	21		,	,	,	,	•	145	29		,	t	1,575
ing Ser	•	07	↔																													↔
Supporting Services		Administrative	,	4,192	. 1	317	344	23	75	80	61	71	192	99	731	145	(252)	06	293	286	1	1	,	•	1	,	433	124	6,025	519	(417)	13,398
		A	↔																													₩
	Total	Services	\$ 413	121,184	392	8,835	8,921	594	1,943	675	1,576	938	2,288	7,047	18,978	13,812	4,091	•	7,611	2,644	140	•	120	486	583	550	6,659	3,291	•	•	504	\$ 214,275
	Blind Aids	& Grants	,	ı	ı	1	ı	,	,	,	ı	,	,	,		ι	1	ı	,	1	,	,	,	,	•	550	•	1	1	,		550
	i	∞	↔																													ь
Program Services	Prevention	of Blindness	279	38,998	196	2,767	3,699	246	805	280	653	621	924	1,484	7,868	2,757	712	•	3,155	1,071	•	,	120	486	583	,	2,099	1,151	,	1		70,954
Progr	P. P.	of E	↔																													ω
	Social	Services	134	80,994	196	5,976	4,815	321	1,049	364	851	306	1,364	5,404	10,243	10,942	3,379	ı	4,108	1,365	140	ı		1	,	ı	4,198	2,140			53	138,342
		U)	↔																													εs
	Blind	Workshop		1,192	1	92	407	27	88	31	72	1	,	159	867	113	1	1	348	208	1	1	,	1	1	1	362	1	ı	ı	451	4,429
		>	↔																													69
			Advertising	Salaries	Picnics/dinner	Payroll taxes	Insurance	Water and sewer	Lights	Fuel	Repairs and maintenance	Postage/Freight	Telephone	Conference and travel	Legal and accounting	Dues and subscriptions	Car and maintenance	Miscellaneous	Health insurance/Life Insurance	Stationery and supplies	Visual aids	Preschool Screenings	Eye exam program	Literature	Glasses	Gifts and grants	Depreciation	Retirement	Raffle expense	Interest expense	Cost of goods sold	

The accompanying notes are an integral part of these financial statements.

CENTRAL SUSQUEHANNA SIGHT SERVICES STATEMENT of CASH FLOWS - MODIFIED CASH BASIS For the Year Ended December 31, 2017

Operating Activities

Decrease in net assets	\$ (2,118)
Adjustments to reconcile excess revenue over expense to net cash provided by (used in) operating activities:	
Depreciation Change in assets and liabilities	7,237
Equipment Inventory	(32) 116
Payroll taxes payable	178
Credit card liability	34
Unrealized security appreciation Realized gain on investment	(30,743)
Other payables	(4,746) (14)
	\/
Total adjustments	 (27,970)
Net cash used by operating activities	(30,088)
Cash Flows from Investing Activities Sale of investments	
Purchase of investments	477,478 (516,798)
	 (310,790)
Net cash used by investing activities	(39,320)
Cash Flows from Financing Activities	
Line of credit advances	25,000
Net cash provided by investing activities	 25,000
Net Decrease in Cash and Cash Equivalents	(44,408)
Cash - Beginning	53,780
Cash - Ending	\$ 9,372

The accompanying notes are an integral part of these financial statements.

NOTE 1 - ORGANIZATION

The organization was incorporated in December 13, 1948. The purpose of the organization is to act as a bureau of information, provide training to visually handicapped, to provide industrial instruction for blind persons in the home, to aid the needy, aged, and infirm blind, and to solicit funds to aid the blind.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING PRINCIPLES

Basis of Accounting

The financial statements of the organization have been prepared on the modified cash basis of accounting. Under such method, revenues are recognized when received and expenses are recognized when disbursed. The organization recognizes fixed assets, investments, inventory and notes payable, which is a deviation from the cash basis of accounting.

Fixed Assets and Depreciation

Fixed asset purchases are recorded at cost. Depreciation of fixed assets is provided using the straight-line method over the estimated useful lives of assets.

Income Taxes

The organization is a qualified non-profit corporation under Section 501(c) (3) of the Internal Revenue Code. As such, the corporation is not required to pay income taxes, and therefore, no corporate tax provision is presented in the financial statements.

The organization is subject to routine examination by taxing jurisdictions. However, currently no examinations of any tax periods are in process. Management believes the organization is no longer subject to income tax examinations for years prior to December 31, 2014.

Investments

In accordance with the accounting standards codification, investments are recorded at market value. Realized and unrealized gains and losses are recorded in the statement of activity.

Use of Estimates

The preparation of financial statements in conformity with the organization's other comprehensive basis of accounting requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING PRINCIPLES (Continued)

Financial Statement Presentation

As required by the Not-For-Profit Entities Topic of the Accounting Standards Codification, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. In addition, the Organization is required to present a statement of cash flows. As permitted by the statement, the Organization does not use fund accounting.

Contributions

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted support that increases those net asset classes.

Amounts received that are restricted by the donor for specific purposes are considered temporarily restricted support. This support is classified as unrestricted support as the funds are expended for their purpose within the year.

All contributions have been determined to be unrestricted.

Functional Expenses

Expenses are charged to each program based on direct expenditures incurred. Any program expenditures not directly chargeable are allocated based on a prescribed percentage formula.

Subsequent Events

Management has evaluated subsequent events through April 17, 2018, the date on which the statements were available to be issued.

NOTE 3 - CASH ACCOUNTS

A detail listing of cash accounts as of December 31, 2017 is as follows:

Petty cash	\$ 57
Undeposited funds	20
NOW account	1,812
Emergency checking	1,317
Raffle checking	503
Cash - Money Market	100
Cash – Susq Trust MM	5,563
	\$ 9.372

Excess cash deposits in the revocable trust are secured by a pool of pledged assets at BB&T.

NOTE 4 - INVESTMENTS

The organization follows the Codification's guidance on Fair Value Measurements which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Fair Value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. U.S. generally accepted accounting principles (US GAAP) establish the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The three levels of the fair value hierarchy are as follows:

- Level 1 inputs have the highest reliability and are related to quoted prices (unadjusted) in active markets for identical assets or liabilities that a reporting entity has the ability to access at the measurement date.
- Level 2 inputs relate to assets or liabilities with other than quote prices included within Level 1 that are observable for the asset or liability; either directly or indirectly.
- Level 3 inputs are unobservable inputs for the asset or liability.

Investments at December 31, 2017 consist of bonds and equity securities which are classified as Level 1 under the Fair Value Hierarchy(Level 1 inputs are quoted prices for identical assets in active markets) and are summarized as follows:

Assets at Fair Value as of Dece	ember 31, 2017		
Equity Investments Mutual Fund - Prudential Mutual Fund – BB&T Total assets at fair value	Level 1 \$ 172,566 46,588 	Level 2 \$ -0- -0- <u>-0-</u> \$0-	Level 3 \$ -0- -0- \$ <u>-0-</u>
8,439.869 shares Prudentia	ıl High Yield Fund:	Cost	<u>Market</u>
Class A		\$ 62,515	\$ 46,588
3,582.872 shares Doublelin	e T/R Bond Fund	38,214	38,086
1,558.359 shares Neuberge	er Berman Strategic		
Income Fund		17,364	17,391
2,173.904 shares Prudentia	l T/R Bond	31,650	31,739
4,751.484 shares Sterling C	Capital T/R Bond	50,320	50,318

NOTE 4 -	INVESTMENTS (Continued)	Cost	<u>Market</u>
	3,154.908 shares Metropolitan West T/R Bond	31,607	31,644
	403.47 shares Pimco Foreign Bond	4,333	4,305
	50 shares AT&T Inc.	1,743	1,944
	45 shares Abbvie Inc.	2,860	4,352
	40 shares Alaska Air Group Inc.	2,693	2,940
	03 shares Alphabet Inc.	2,795	3,160
	15 shares American Tower Corp	1,592	2,140
	15 shares Amgen Inc.	2,288	2,609
	20 shares Apple Inc.	1,532	3,385
	16 shares Avery Dennison Corp.	1,716	1,838
	140 shares Bank of America Corp	3,152	4,133
	51 shares Baxter International Inc.	3,214	3,297
	20 shares Boeing Company	2,492	5,898
	40 shares Broadridge Financial Solutions LLC	2,665	3,623
	46 shares CBS Corporation	2,912	2,714
	54 shares CDW Corp of Delaware	2,439	3,753
	88 shares Centerpoint Energy Inc.	2,613	2,496
	20 shares Chevron Corp	2,008	2,504
	102 Citizens Financial Group	3,550	4,282
	85 shares Comcast Corp	2,735	3,404
	105 shares Corning Inc.	3,077	3,359
	93 shares D.R. Horton Inc.	2,916	4,750
	30 shares Dr. Pepper Snapple Group	2,746	2,912
	65 shares Exelon Corp	2,355	2,562
	30 shares Exxon Mobil Corp	2,063	2,509
	15 shares Facebook Inc.	1,744	2,647
	52 shares Halliburton Company	2,245	2,541

NOTE 4 -	INVESTMENTS (Continued)	Cost	Market
	20 shares Honeywell International Inc.	2,422	3,067
	20 shares Ingredion Inc.	2,493	2,796
	87 shares Intel Corp	3,163	4,016
	35 shares JP Morgan Chase & Co.	2,382	3,743
	25 shares Johnson & Johnson	1,498	3,493
	113 shares Juniper Networks Inc.	3,156	3,221
	20 shares Kimberly-Clark Corp	2,205	2,413
	19 shares LAM Research Corp.	1,506	3,497
	20 shares Lear Corp	2,406	3,533
	15 shares Mastercard Inc.	2,236	2,271
	43 shares Microsoft Corp	1,404	3,678
	74 shares Morgan Stanley	3,202	3,882
	50 shares Owens Corning	2,848	4,597
	25 shares PVH Corp	3,155	3,430
	20 shares Packaging Corp	1,702	2,411
	100 shares Pfizer Inc.	2,233	3,622
	23 shares Philip Morris Intl Inc.	2,659	2,430
	40 shares Prologis Inc.	1,973	2,580
	30 shares Prudential Financial Inc.	3,072	3,449
	20 shares Stanley Black & Decker	2,290	3,394
	144 shares Starwood Property Trust Inc.	3,175	3,074
	25 shares Stryker Corp	3,039	3,871
	55 shares Sysco Corporation	3,044	3,340
	26 shares T-Mobile US Inc.	1,640	1,651
	15 shares United Health Group Inc.	2,129	3,307
	35 shares Valero Energy Corp	2,546	3,217
	20 shares Chubb Limited	2,603	2,922

NOTE 4 -	INVESTMENTS (Continued)	<u>Cost</u>	<u>Market</u>
	28 shares Royal Caribbean Cruises	2,437	3,340
	10 shares Broadcom LTD	<u>1,600</u>	2,569
		\$368,366	\$392,637

NOTE 5 - LINE OF CREDIT

The Line of Credit as of December 31, 2017 is as follows:

BB&T, secured by Trust Account held by corporation. Line of Credit, interest rate is 4.75%, limit of \$25,000.

\$ 25,000

NOTE 6 - SPECIALIZED SERVICES GRANT FUND

The Specialized Services Grant Fund, which is operated by the organization under a contract with the Pennsylvania Association for the Blind (PAB), maintains a separate cost center in the organization's accounting records. Contract funds are passed through the PAB to the organization, from the Commonwealth of Pennsylvania, Department of Labor & Industry, Office of Vocational Rehabilitation, Bureau of Blindness & Visual Services. The contract with PAB for reimbursement of eligible program service costs up to a maximum of \$34,582 and \$34,584 respectively for the fiscal year ended June 30, 2017 and for the July through December 2017 portion of the June 30, 2018 contract year. Following is a schedule of the activity under this grant for the above referenced time period:

	January - June 2017 Approved Budget	January - June 2017 Total Program Costs	January - June 2017 OVR/PAB Funding	January - June 2017 Organization's Subsidy
Personnel				
Salaries/Benefits	25,497	43,613	25,897	17,716
Other Expenses		.,		77,7 10
Occupancy	1	1,466	-	1,466
Contracted Position	-	·	-	-
Communications	1	717	-	717
Mileage	4,239	3,178	4,554	(1,376)
Admin/Overhead	1,275	10,595	1,121	9,474
Audit	1,132	2,263	2,263	-
Travel	2,068	1,645	2,100	(455)
Bookkeeping	360	3,903	721	3,182
Other	9	42	20	22
	34,582	67,422	36,676	30,746

NOTE 6 - SPECIALIZED SERVICES GRANT FUND (Continued)

	July 2017 - June 2018 Approved Budget	July - December 2017 Approved Budget	July - December 2017 Total Program Costs	July - December 2017 OVR/PAB Funding	July - December 2017 Organization's Subsidy
Personnel					- Justing
Salaries/Benefits	52,347	26,173	40,370	28,480	11,890
Other Expenses	•	,	,	20, 100	11,000
Occupancy	1	1	1,118	_	1,118
Contracted Position	1	1	2,775	-	2,775
Communications	1	1	647	_	647
Mileage	8,747	4,374	2,226	4,357	(2,130)
Admin Overhead	2,617	1,309	13,763	1,424	12,339
Audit	1,425	712	-	-	-
Travel	4,022	2,011	1,735	1,568	166
Bookkeeping	1	1	4,077	-	4,077
Other	2	1	4,209	-	4,209
	69,164	34,584	70,920	35,829	35,091
		Total	Total	Total	Total
		Approved Budget	Program Costs	OVR/PAB Funding	Organization's Subsidy
Personnel				ranang	Oubsidy
Salaries/Benefits Other Expenses		51,670	83,983	54,377	29,606
Occupancy		1	2,584	_	2,584
Contracted Position		1	2,775	-	2,775
Communications		1	1,364	_	1,364
Mileage		8,612	5,404	8,911	(3,507)
Admin Overhead		2,584	24,359	2,545	21,814
Audit		1,844	2,263	2,263	_
Travel		4,079	3,379	3,668	(289)
Bookkeeping		361	7,980	721	7,259
Other		10	4,251	20	4,231
		69,163	138,342	72,505	65,837

NOTE 7 - PREVENTION OF BLINDNESS GRANT FUND

The Prevention of Blindness Grant Fund, which is operated by the organization under a contract with the Pennsylvania Association for the Blind (PAB), maintains a separate cost center in the organization's accounting records. Contract funds are passed through the PAB to the organization, from the Commonwealth of Pennsylvania, Department of Labor & Industry, Office of Vocational Rehabilitation, Bureau of Blindness & Visual Services. The contract with PAB for reimbursement of eligible program service costs up to a maximum of \$7,620 and \$7,621, respectively for the fiscal year ended June 30, 2017 and for the July through December 2017 portion of the June 30, 2018 contract year. Following is a schedule of the activity under this grant for the above referenced time period:

NOTE 7 - PREVENTION OF BLINDNESS GRANT FUND (Continued)

		January - June 2017 Approved Budget	January - June 2017 Total Program Costs	January - June 2017 OVR/PAB Funding	January - June 2017 Organization's Subsidy
Personnel Salaries/Benefits		3,876	21,214	3,544	17,671
Other Expenses Occupancy Communications		221 168	709 486	442 336	267 150
Contract Services Contract Travel		304 1,186	- 703	1,169 -	(1,169) 703
Audit Bookkeeping		869 817	- 4,736	1,427 1,738	(1,427) 2,998
Insurance Admin Overhead		- 179	5,312	- 174	- 5,137
Program Supplies		7,620	631 33,791	8,830	631 24,961
	July 2017 - June 2018 Approved Budget	July - December 2017 Approved Budget	July - December 2017 Total Program Costs	July - December 2017 OVR/PAB Funding	July - December 2017 Organization's Subsidy
Personnel Salaries/Benefits	9,020	4,510	21,662	4,598	17,064
Other Expenses					
Occupancy Communications	1 1	1 1	622 438	-	622 438
Contract Services Contract Travel	1,832 2,140	916 1,070	2,775 781	1,832 816	944 (36)
Audit Bookkeeping	435 475	217 237	- 3,132	237	2,895
Insurance Admin Overhead	1	1	1,767	-	1,767
Program Supplies	451 883	226 442	5,547 439	230	5,317 439
	15,239	7,621	37,163	7,713	29,450

NOTE 7 - PREVENTION OF BLINDNESS GRANT FUND (Continued)

	Total Approved Budget	Total Program Costs	Total OVR/PAB Funding	Total Organization's Subsidy
Personnel				
Salaries/Benefits	8,386	42,876	8,142	34,734
Other Expenses				
Occupancy	222	1,331	442	889
Communications	169	924	336	588
Contract Services	1,220	2,775	3,001	(226)
Contract Travel	2,256	1,484	816	668
Audit	1,086	-	1,427	(1,427)
Bookkeeping	1,054	7,868	1,975	5,893
Insurance	1	1,767	-	1,767
Admin Overhead	405	10,859	404	10,455
Program Supplies	442	1,070	-	1,070
	15,241	70,954	16,543	54,411