YEARS ENDED JUNE 30, 2016 AND 2015

LUTHERAN SOCIAL SERVICES OF THE SOUTHWEST YEARS ENDED JUNE 30, 2016 AND 2015

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Independent Auditors' Report

Board of Directors and Management Lutheran Social Services of the Southwest Phoenix, Arizona

We have audited the accompanying financial statements of Lutheran Social Services of the Southwest (the Organization), which comprise the statement of financial position as of June 30, 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 U.S. generally accepted accounting principles; 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 U.S. generally accepted auditing standards and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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 Organization'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 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Lutheran Social Services of the Southwest as of June 30, 2016 and 2015, and the changes in their net assets and their cash flows for the years then ended, in accordance with U.S. generally accepted accounting principles.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued a report dated January 18, 2017, on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

Phoenix, Arizona January 18, 2017

Beach Fleischman PC

STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2016 AND 2015

ASSETS

7.00210		2016		2015
Current assets: Cash and cash equivalents Accounts receivable, net of \$50,837 allowance for doubtful	\$	224,587	\$	367,996
accounts Pledges receivable, current portion Other receivables Prepaid expenses and deposits		1,743,481 57,118 29,885 105,262		1,684,767 39,150 35,799 101,038
Total current assets		2,160,333		2,228,750
Property and equipment, net Pledges receivable, net of current portion Other assets		408,413 109,143 67,224		392,296 108,393 74,651
	\$	2,745,113	\$	2,804,090
LIABILITIES AND NET ASSETS				
Current liabilities: Current portion of long-term debt Current portion of capital lease obligations Accounts payable Accrued expenses Deferred revenue	\$	58,671 4,320 453,186 514,733 43,575	\$	46,043 14,850 304,980 499,440 43,793
Total current liabilities		1,074,485		909,106
Note payable, bank				175,000
Long-term debt, net of current portion Capital lease obligations, net of current portion	_	207,628 5,163	_	105,862 10,828
	_	1,287,276	_	1,200,796
Commitments and contingencies				
Net assets: Unrestricted:				4 450 070
Undesignated Net invested in property and equipment	_	1,057,883 132,631	_	1,153,273 214,713
Temporarily restricted		1,190,514 260,229		1,367,986 228,214
Permanently restricted	_	7,094	_	7,094
	_	1,457,837	_	1,603,294
	<u>\$</u>	2,745,113	\$	2,804,090

STATEMENT OF ACTIVITIES

	Unrestricted	Temporarily restricted	Permanently restricted	Total
Revenues and support: Contracts with governmental and other				
agencies	\$ 14,206,887	\$ -	\$ -	\$ 14,206,887
Program fees	266,479	-	-	266,479
Churches	233,922	-	-	233,922
Corporate	17,680	6,000	-	23,680
Individuals	257,118	103,566	-	360,684
United Way	34,270	-	-	34,270
Donated goods and services	31,378	-	-	31,378
Other revenue	22,599		-	22,599
Net assets released from restrictions	77,551	<u>(77,551)</u>		
	15,147,884_	32,015		15,179,899_
Expenses:				
Program services	13,620,718	-	-	13,620,718
Supporting services	1,706,806			1,706,806
	15,327,524			15,327,524
Changes in net assets before nonoperating				
activities	(179,640)	32,015		(147,625)
Nonoperating income:				
Interest income	106	-	-	106
Gain on disposal of assets	2,062			2,062
	2,168			2,168
Increase (decrease) in net assets	(177,472)	32,015	-	(145,457)
Net assets, beginning	1,367,986	228,214	7,094	1,603,294
Net assets, ending	\$ 1,190,514	\$ 260,229	\$ 7,094	\$ 1,457,837

STATEMENT OF ACTIVITIES

YEAR ENDED SEPTEMBER 30, 2015

	Unrestricted	Temporarily restricted	Permanently restricted	Total
Revenues and support:				
Contracts with governmental and other				
agencies	\$ 13,161,694	\$ 6,740	\$ -	\$ 13,168,434
Program fees	286,101	-	-	286,101
Churches	210,632	-	-	210,632
Corporate	28,487	5,000	-	33,487
Individuals	303,830	67,424	-	371,254
Foundations	2,305	-	-	2,305
United Way	31,220	-	-	31,220
Donated goods and services	7,938	-	-	7,938
Other revenue	117,370	-	-	117,370
Net assets released from restrictions	146,112	(146,112)		
	14,295,689	(66,948)		14,228,741
Expenses:				
Program services	12,505,951	_	_	12,505,951
Supporting services	1,365,599		_	1,365,599
oupporting services	1,000,000			1,000,000
	13,871,550			13,871,550_
Changes in not assets before personareting				
Changes in net assets before nonoperating activities	424,139	(66,948)		357,191
activities	424,139	(60,946)		337,181
Nonoperating revenue (expense):				
Other	(1,354)	-	-	(1,354)
Gain on disposal of assets	11,269			11,269
	9,915			9,915
Increase (decrease) in net assets	434,054	(66,948)		367,106
Net assets, beginning	933,932	295,162	7,094	1,236,188
Net assets, ending	<u>\$ 1,367,986</u>	\$ 228,214	\$ 7,094	<u>\$ 1,603,294</u>

STATEMENT OF FUNCTIONAL EXPENSES

		Total	expenses	\$ 8,202,659	1,236,241	9,438,900	581,908	130,946	142,471	181,753		378,472	1,352,444	14,746	2,734,298	11,353	126,945	233,288	\$ 15,327,524
Se	Total	supporting	services	\$ 931,549	141,989	1,073,538	122,918	28,126	36,922	8,039		71,489	327,206	1,383	142	9,182	27,861		\$ 1,706,806
Supporting services		Fundraising/	marketing	\$ 217,435	41,321	258,756	13,191	3,920	11,279	3,967		9,095	32,465	1,163		126	4,590		\$ 338,552
Su		Management	and general	\$ 714,114	100,668	814,782	109,727	24,206	25,643	4,072		62,394	294,741	220	142	9,056	23,271		\$ 1,368,254
	Total	program	services	\$ 7,271,110	1,094,252	8,365,362	458,990	102,820	105,549	173,714		306,983	1,025,238	13,363	2,734,156	2,171	99,084	233,288	\$ 13,620,718
		Refugee	Focus	\$ 1,818,669	298,873	2,117,542	313,268	33,909	23,160	104,315		151,542	104,737	7,740	1,835,756	213	53,953	1,375	\$ 4,747,510
Program services	Children and	Family	Services	\$ 734,235	106,576	840,811	50,308	26,661	48,370	13,488		72,273	781,032	1,480	576,910	844	13,705	,	\$ 2,425,882
P		Partners in	Caring	87,001	9,611	96,612	12,476	6,585	4,700	11,478		5,423	18,673	,	31,982	108	4,551		\$ 192,588
	Aging and	Disability	Services	\$ 4,631,205 \$	679,192	5,310,397	82,938	35,665	29,319	44,433		77,745	120,796	4,143	289,508	1,006	26,875	231,913	\$ 6,254,738
				Salaries	Employee benefits		Occupancy	Telephone	Travel	Transportation	Supplies (including in-kind	\$31,378)	Contractual	Training	Supportive services	Interest	Depreciation and amortization	Bad debts	

See notes to financial statements.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED SEPTEMBER 30, 2015

vices	Total	g/ supporting Total	services expenses	8 \$ 666,326 \$ 7,624,309	103,126 1,129,416	9 769,452 8,753,725	•	8 38,293 132,243	11,946 118,713	7,528 181,656		0 69,242 309,764	1,104,061	723 18,003	- 2,465,313	3 31,283 32,652	115,892	2,190 145,880	
Supporting services		Fundraising/	marketing	\$ 82,898	22,471	105,369	6,848	2,278	2,231	3,251		5,750	34,824	009	•	203	4,203	2,190	
Ō		Management	and general	\$ 583,428	80,655	664,083	101,072	36,015	17,715	4,277		63,492	264,206	123		31,080	15,789		
	Total	program	services	\$ 6,957,983	1,026,290	7,984,273	385,728	93,950	98,767	174,128		240,522	805,031	17,280	2,465,313	1,369	95,900	143,690	
S		Refugee	Focus	\$ 1,746,668	281,990	2,028,658	244,883	26,484	26,221	106,302		113,269	120,080	1,950	1,957,566		49,716	15,188	
Program services	Children and	Family	Services	\$ 540,931	80,484	621,415	42,887	16,826	31,523	11,500		50,558	597,460	428	164,109	630	5,356	6,156	
ā		Partners in	Caring	87,274	9,776	97,050	12,645	6,778	9,128	13,687		8,062	34,595	12,000	33,010	151	6,145	,	
	Aging and	Disability	Services	\$ 4,583,110 \$	654,040	5,237,150	85,313	43,862	31,895	42,639		68,633	52,896	2,902	310,628	588	34,683	122,346	
				Salaries	Employee benefits		Occupancy costs	Telephone	Travel	Transportation	Supplies (including in-kind	\$7,938)	Contractual	Training	Supportive Services	Interest	Depreciation and amortization	Bad debts	

STATEMENTS OF CASH FLOWS

YEARS ENDED JUNE 30, 2016 AND 2015

		2016		2015
Cash flows from operating activities:				007.400
Increase (decrease) in net assets	<u>\$</u>	(145,457)	\$	367,106
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:				
Depreciation and amortization		126,945		115,892
Bad debts		233,288		145,880
Gain on disposal of assets		(2,062)		(11,269)
Changes in operating assets and liabilities:				
Accounts receivable		(292,002)		(300,040)
Pledges receivable		(18,718)		(147,393)
Other receivables Prepaid expenses and deposits		5,914 (4,224)		(10,749) (21,714)
Other assets		(85)		1,400
Accounts payable		148,206		(67,523)
Accrued expenses		15,293		(8,384)
Deferred revenue		(218)		(72,641)
Net adjustments		212,337		(376,541)
Net cash provided by (used in) operating activities		66,880		(9,435)
Cash flows from investing activities:				
Purchases of property and equipment		(118,452)		(61,343)
Proceeds from disposal of assets		3,000		41,375
Net cash used in investing activities		(115,452)		(19,968)
Cash flows from financing activities:				
Principal payments on long-term debt		(53,642)		(73,041)
Proceeds from long-term debt		150,000		(2.014)
Principal payments on capital lease obligations		(16,195) 125,000		(2,914) 525,000
Borrowings on note payable, bank Repayments on note payable, bank		(300,000)		(500,000)
Net cash used in financing activities	_	(94,837)	_	(50,955)
Net decrease in cash and cash equivalents		(143,409)		(80,358)
Cash and cash equivalents, beginning	_	367,996		448,354
Cash and cash equivalents, ending	\$	224,587	\$	367,996

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2016 AND 2015

1. Description of organization and summary of significant accounting policies:

Organization:

Lutheran Social Services of the Southwest (LSS-SW or Organization) is a nonprofit organization committed to providing quality human care services that build and strengthen individuals, families and communities. In pursuit of this goal, the Organization offers a multitude of programs and services. *Aging and Disability Services* and *Refugee Focus* are the Organization's two largest programs. Other programs serve community members by providing employment services, various senior services, comprehensive case management and basic needs assistance, which consist of distributing food boxes and financial assistance.

The Organization uses a variety of methods to fund its many programs. Sources of revenue include contributions from congregations, federal and state contracts, fees for service and contributions from individuals, foundations corporations and the United Way.

Estimates:

The preparation of financial statements in conformity with U.S. generally accepted accounting principles (GAAP) 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 reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

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. Resources are reported for accounting purposes in separate classes of net assets based on the existence or absence of donor-imposed restrictions. In the accompanying financial statements, net assets that have similar characteristics are combined into similar categories as follows:

- Unrestricted Net assets that are not subject to donor-imposed stipulations.
 Unrestricted net assets may be designated for specific purposes by action of the Board of Directors or may otherwise be limited by contractual agreements with outside parties.
- Temporarily restricted Net assets whose use by the Organization is subject to donorimposed stipulations that are fulfilled by actions of the Organization pursuant to those stipulations or that expire through the passage of time.
- Permanently restricted Net assets that are subject to donor-imposed stipulations that
 assets be maintained permanently by the Organization. The donors of these assets
 permit the Organization to use all or part of the investment return of these assets on
 continuing operations which may be subject to certain restrictions. These have been
 classified and reported based on the existence or absence of donor-imposed
 restrictions.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

1. Description of organization and summary of significant accounting policies (continued):

Revenues and support:

Revenues from governmental and other pass-through agency contracts are reported as exchange transactions based on the contract provisions. Revenues derived from contracts that are based on units of service and fee-for-service are recorded in the period in which the service is provided to eligible recipients. Revenues resulting from cost reimbursement contracts are recorded in the period in which allowable costs are incurred.

Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor restrictions. All 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 statement of activities as net assets released from restrictions. Endowment contributions are reported as additions to permanently restricted net assets.

Support arising from donated goods and services is recognized in the financial statements at its fair value. Donated services are recognized when the services received meet one of the following criteria:

- (a) create or enhance nonfinancial assets
- (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Although the Organization utilizes the services of outside volunteers to perform a variety of tasks that assist the Organization, the fair value of all these services may not be reflected in the financial statements because the above criteria are not met.

Program service revenue is recognized when services are provided.

Cash and cash equivalents:

All highly liquid debt instruments purchased with a maturity of three months or less are considered to be cash equivalents.

All cash and cash equivalents are placed with various credit institutions. At times, such amounts may be in excess of the FDIC insurance limits; however, management does not believe they are exposed to any significant credit risk on cash and cash equivalents.

Accounts receivable:

LSS-SW grants unsecured credit under contracts to its customers that are primarily governmental and nonprofit agencies. LSS-SW considers accounts over 30 days to be past due.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

1. Description of organization and summary of significant accounting policies (continued):

Accounts receivable (continued):

LSS-SW provides an allowance for doubtful accounts based upon prior experience and management's assessment of the collectibility of existing specific accounts. Doubtful accounts are periodically reviewed for collectibility and written off to the allowance when management determines that all reasonable collection efforts were exhausted.

Pledges receivable:

Unconditional pledges receivable are recognized as revenues at their estimated net realizable value in the period received. Pledges receivable that are collectible over future periods are discounted to their net present value. The provision for uncollectible pledges is based on management's estimate of current economic factors, applied as a percentage of gross contribution revenues. Pledges are periodically reviewed for collectibility and written off to the provision at the time of such determination. At June 30, 2016 and 2015, pledges receivable are considered fully collectible, therefore, no allowance for uncollectible pledges has been provided.

Property, equipment, depreciation and amortization:

Property and equipment are stated at cost except for donated equipment, which is recorded at its fair market value at the date of gift. Property and equipment with a value of greater than or equal to \$5,000 and a useful life of more than one year is capitalized. Property and equipment under capital lease is stated at cost or the assets' net present value of future lease payments at the date of the lease. Depreciation and amortization are calculated using the straight-line method over the following estimated useful lives of the assets:

Furniture, fixtures and equipment	3 - 5 years
Leasehold improvements	3 - 5 years
Software	3 - 5 years
Vehicles	3 - 10 years

Deferred revenue:

Deferred revenue represents funding received primarily from the Organization's refugee programs. Revenues are recognized in the period when the related expenses are incurred.

Program expense allocations:

Expenses that can be identified with a specific program are charged directly to the program according to their natural expense classification. Costs incurred that share a common purpose are allocated to programs based on their most current negotiated indirect cost rate.

Income taxes:

The Organization is exempt from income taxes under both federal (Internal Revenue Code Section 501(c)(3)) and Arizona income tax laws, and is classified as other than private foundation. Accordingly, no provision for federal and state income taxes is made. Income from certain activities not directly related to the Organization's tax-exempt purpose, however, may be subject to taxation as unrelated business taxable income (UBTI).

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

1. Description of organization and summary of significant accounting policies (continued):

Income taxes (continued):

GAAP requires management to perform an evaluation of all tax positions taken or expected to be taken in the course of preparing the Organization's tax returns to determine whether the tax positions meet a "more likely than not" standard of being sustained under examination by the applicable taxing authorities. This evaluation is required to be performed for all open tax years, as defined by the various statutes of limitations, for federal and state purposes.

The Organization is only subject to income taxes on UBTI. As a result, the Organization is required to file informational returns for federal and state purposes and, if it has UBTI, federal and state income tax returns. Management has performed its evaluation of tax positions taken on all open tax returns and has determined that there were no positions taken that do not meet the "more likely than not" standard.

From time to time, the Organization may be subject to penalties and interest assessed by various taxing authorities, which are classified as management and general expenses, if they occur.

Subsequent events:

The Organization's management has evaluated the events that have occurred subsequent to June 30, 2016 through January 18, 2017, the date that the financial statements were available to be issued. Management has no responsibility to update these financial statements for events and circumstances occurring after this date.

2. Pledges receivable:

		2016	 2015
Pledges receivable in less than one year Pledges receivable in one to five years	\$	57,118 137,848	\$ 39,150 125,517
Less unamortized discount to present value		(28,705) 166,261	\$ (17,124) 147,543
Less current portion	_	57,118	 39,150
Noncurrent portion	\$	109,143	\$ 108,393

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

3. Property and equipment:

	_	2016		2015
Artwork Equipment	\$	15,000 98,736	\$	15,000 80,781
Leasehold improvements		19,298		19,298
Software		120,900		49,411
Vehicles	_	831,631		798,788
		1,085,565		963,278
Less accumulated depreciation and amortization	_	677,152	_	570,982
	\$	408,413	\$	392,296

4. Note payable, bank:

LSS-SW has a \$500,000 revolving line of credit with Lutheran Church Extension Fund - Missouri Synod, which matures in February 2018. Interest is payable monthly at 4.375% at June 30, 2016 and 2015. The line is collateralized by substantially all assets of the Organization. At June 30, 2016 and 2015, the outstanding balance on the line of credit was \$0 and \$175,000.

Accrued expenses:

			2016	2015
	Payroll and payroll taxes Paid time off Retirement Workers compensation Other	\$	364,548 93,869 21,453 33,063 1,800	\$ 356,671 78,294 23,874 38,801 1,800
		\$	514,733	\$ 499,440
6.	Long-term debt:			
		_	2016	2015
	Note payable, Central Arizona Special Services, Inc., payable in monthly installments of \$1,148, without interest, through October 2017, unsecured.	\$	17,226	\$ 31,006
	Notes payable, Nissan Motor Acceptance Corporation, payable in aggregate monthly installments totaling \$3,263, including interest ranging from 0% to 3.99%, expiring at various dates through May		106,141	120,899
	2021, collateralized by vehicles.		100, 141	120,099

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

6. Long-term debt (continued):

Note payable, Lutheran Church Extension Fund - Missouri Synod,		
payable in monthly installments of \$1,545, including interest at		
4.375%, through November 2025, collateralized by substantially		
all assets of the Organization.	\$ 142,932	\$ -
	266,299	151,905
Less current portion	58,671	46,043

207,628

105,862

Future maturities of long-term debt are as follows:

Year ending June 30,		
2017		\$ 58,671
2018		45,846
2019		42,539
2020		26,390
2021		18,489
Thereafter		74,364
		\$ 266,299

7. Capital lease obligations:

The Organization leases vehicles and office equipment under various capital lease agreements payable in monthly installments through April 2019. The Organization has recorded asset costs of \$46,087 and \$60,713 and accumulated amortization of \$29,977 and \$34,699 at June 30, 2016 and 2015 related to these obligations.

Future minimum annual payments under these capital leases are as follows:

Year ending June 30,	
2017	\$ 5,033
2018	3,914
2019	2,062
	11,009
Less amounts representing interest	1,526
Present value of net minimum payments under capital leases	9,483
Less current portion	 4,320
	\$ 5,163

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

8. Temporarily restricted net assets:

		2016				
	Beginning balance	Contributions/ increases Releases	Ending balance			
Fund development Refugee and immigration	\$ 15,730	\$ 18,109 \$ (12,569)	\$ 21,270			
services Partners in caring	136,775 75,709	84,957 (53,700) 6,500 (11,282)	168,032 70,927			
	\$ 228,214	<u>\$ 109,566</u> <u>\$ (77,551)</u>	\$ 260,229			
		2015				
	Beginning balance	Contributions/ increases Releases	Ending balance			
Fund development Refugee and immigration	\$ 8,625	\$ 13,814 \$ (6,709)	\$ 15,730			
services Partners in caring	188,056 98,481	58,917 (110,198) 6,433 (29,205)	136,775 75,709			
	\$ 295,162	<u>\$ 79,164</u> <u>\$ (146,112)</u>	\$ 228,214			

9. Commitments:

Operating leases:

The Organization leases offices and equipment under noncancelable operating leases expiring at various dates through July 2021. Rent expense for 2016 and 2015 was \$523,630 and \$458,507.

Future minimum lease payments under operating leases are as follows:

Year ending <u>June 30,</u>		
2017	\$	358,170
2018		239,034
2019		245,007
2020		119,297
2021		11,861
	\$_	973,369

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

10. Contingencies:

Funding:

The Organization received a substantial amount (94% and 93% in 2016 and 2015) of its support from governmental and other pass-through agencies. A significant reduction in the level of this support, if it were to occur, would have a material effect on the programs and activities of the Organization. The governmental funding is subject to compliance audits by the respective governmental agencies. Assessments from such audits, if any, are recorded when the amounts of such assessments are reasonably determinable. Additionally, the Organization contracts with various agencies that require compliance of the service contract terms. Management believes that they have recorded all contract liabilities at June 30, 2016 and 2015.

Concentrations:

For 2016 and 2015, two agencies comprised 27% and three agencies comprised 41% of total revenue. At June 30, 2016, four agencies accounted for 50% of accounts receivable.

12. Program matching revenues:

As part of its grant obligations to Lutheran Immigration and Refugee Services, Church World Services and Episcopal Migration Ministries, and the U.S. Department of Health and Human Services, the Organization is required to obtain in-kind and cash matching dollars. The in-kind contributions do not meet the GAAP reporting requirements and, therefore, are not included in the statement of activities. For 2016 and 2015, the Organization's program participants received \$734,035 and \$700,376 in total matching contributions.

13. Related party transactions:

The Organization receives contributions from various related party organizations. During the years ended June 30, 2016 and 2015, the Organization received \$10,925 and \$8,604 from the English District of the Lutheran Church Missouri Synod (LCMS) and \$81,793 and \$81,152 from the Grand Canyon Synod of the Evangelical Lutheran Church of America (ELCA). The Bishop of the ELCA Synods and the President of the LCMS Synods appoint or recommend some of the Organization's Board of Directors. During 2016 and 2015, the Organization also received contributions from Lutheran congregations in the amount of \$92,705 and \$68,227 from the ELCA congregations and \$8,755 and \$2,750 from the LCMS congregations.

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED JUNE 30, 2016 AND 2015

14. Retirement plan:

LSS-SW has a 401(k) retirement plan for its eligible employees. Eligible employees may make contributions to the 401(k) plan not to exceed specified annual ceiling amounts. The Plan can make discretionary matching contributions approved each year by the Board of Directors. The Organization's matching contribution expense was \$12,753 and \$12,711 for 2016 and 2015.

15. Statement of cash flows:

Supplemental disclosure of cash flow information:
Cash paid for interest was \$11,354 and \$32,652 for 2016 and 2015.

Noncash investing and financing information:

During 2016 and 2015, the Organization acquired vehicles with debt totaling \$18,036 and \$112,242.

SINGLE AUDIT REPORTS

SINGLE AUDIT REPORTS

YEAR ENDED JUNE 30, 2016

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INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS

Board of Directors and Management Lutheran Social Services of the Southwest Phoenix, Arizona

We have audited, in accordance with U.S. generally accepted auditing standards established by the AICPA Auditing Standards Board and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Lutheran Social Services of the Southwest (the Organization) which comprise the statement of financial position as of June 30, 2016, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 18, 2017.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the Organization's financial statements will not be prevented, or detected and corrected, on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of the internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Organization's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

Beach Fleischman PC

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the Organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control and compliance. Accordingly this communication is not suitable for any other purpose.

Phoenix, Arizona January 18, 2017



INDEPENDENT AUDITORS' REPORT ON COMPLIANCE FOR EACH MAJOR PROGRAM AND ON INTERNAL CONTROL OVER COMPLIANCE REQUIRED BY UNIFORM GUIDANCE

Board of Directors and Management Lutheran Social Services of the Southwest Phoenix, Arizona

Report on Compliance for Each Major Federal Program

We have audited Lutheran Social Services of the Southwest's (the Organization) compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended June 30, 2016. The Organization's major federal programs are identified in the summary of auditors' results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with federal statutes, regulations, and the terms and conditions of its federal awards applicable to its federal programs.

Auditors' Responsibility

Our responsibility is to express an opinion on compliance for each of the Organization's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with U.S. generally accepted auditing standards established by the AICPA Auditing Standards Board; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the requirements of *Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of the Organization's compliance.

Opinion on Each Major Federal Program

In our opinion, the Organization's complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2016.

Other Matters

The results of our auditing procedures disclosed instances of noncompliance, which are required to be reported in accordance with the Uniform Guidance and which is described in the accompanying schedule of findings and questioned costs as items 2016-001, 2016-002 and 2016-003. Our opinion on each major federal program is not modified with respect to this matter.

The Organization's responses to the noncompliance findings identified in our audit are described in the accompanying schedule of findings and questioned costs. The Organization's responses were not subjected to the auditing procedures applied in the audit of compliance and, accordingly, we express no opinion on the response.

Report on Internal Control Over Compliance

Management of the Organization's is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstance for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Report on Schedule of Expenditures of Federal Awards Required by the Uniform Guidance

We have audited the financial statements of the Organization as of and for the year ended June 30, 2016, and have issued our report thereon dated January 18, 2017, which contained an unmodified opinion on those financial statements. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by the Uniform Guidance and is 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 audit 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 U.S. generally accepted auditing standards established by the AICPA Accounting Standards Board. In our opinion, the schedule of expenditures of federal awards is fairly stated in all material respects in relation to the financial statements as a whole.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Phoenix, Arizona January 18, 2017

Beach Fleischman PC

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

Federal Grant/Pass-Through Grantor/Program or ClusterTitle	Federal CFDA number	Pass-through entity identifying number	Passed through to subrecipients	Federal expenditures
U.S. Department of Agriculture State Administrative Matching Supplemental Nutrition Assistance Program Passed through: Arizona Community Action Association Total U.S. Department of Agriculture	10.561	Not available	\$ - -	\$ 26,101 26,101
U.S. Department of State U.S. Refugee Admissions Program Passed through: Church World Service Episcopal Migration Ministry Lutheran Immigration and Refugee Services Total U.S. Refugee Admissions Program	19.510	SPRMC016CA1007 SPRMC016CA1008 SPRMC016CA1002	- - -	640,849 396,231 1,092,554 2,129,634
Total U.S. Department of State U.S. Department of Health and Human Services				2,129,634
Aging Cluster: Special Programs for the Aging_Title III, Part B_Grants for Supportive Services and Senior Centers Passed through: Area Agency on Aging Bridgeway Health Solutions Northern Arizona Council Pinal-Gila Council for Senior Citizens Southeastern Arizona Governments Organization United Healthcare Community Plan Total Special Programs for the Aging_Title III, Part B_ Grants for Supportive Services and Senior Centers	93.044	2016-25-LSSS Not available 860252302BY / 860252302BS 014-2302 116-16/117-6 Not available	- - - - - -	9,110 2,299,498 79,307 2,851 25,425 1,703,802 4,119,993
Special Programs for the Aging_Title III, Part C_ Nutrition Services Passed through: Pima Council on Aging	93.045	Not available		349,446
Nutrition Services Incentive Program Passed through: Pima Council on Aging Total Aging Cluster	93.053	Not available		<u>43,564</u> <u>4,513,003</u>
National Family Caregiver Support, Title III, Part E Passed through: Area Agency on Aging - Region One Pinal-Gila Council for Senior Citizens Southeastern Arizona Governments Organization Total National Family Caregiver Support, Title III, Part E	93.052	Not available Not available Not available		213 53,224 2,034 55,471

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (CONTINUED)

Federal Grant/Pass-Through Grantor/Program or Cluster Title	Federal CFDA number	Pass-through entity identifying number	Passed through to subrecipients	Federal expenditures
Healthy Marriage Promotion and Responsible Fatherhood Grants Passed through: Arizona Youth Partnership	93.086	Not available		17,922
Refugee and Entrant Assistance_State Administered Programs Passed through:	93.566			
Arizona Department of Economic Security		ADES13-038232/ ADES14-050747		637,997
Refugee and Entrant Assistance _Voluntary Agency Programs Passed through: Church World Service Episcopal Migration Ministry Lutheran Immigration and Refugee Services	93.567	90RV0120 90RV0065/02-01 90RV0071/02		416,280 221,064 592,090
Total Refugee and Entrant Assistance_Voluntary Agency Programs				1,229,434
Refugee and Entrant Assistance_Discretionary Grants Passed through: Arizona Department of Economic Security Episcopal Migration Ministry International Rescue Committee Lutheran Immigration and Refugee Services	93.576	ADES14-050747 90RPP0105 Not available 90RP0101/03	-	194,867 49,122 18,123 155,565
Total Refugee and Entrant Assistance_Discretionary Grants				417,677
Refugee and Entrant Assistance_Targeted Assistance Grants Passed through: Arizona Department of Economic Security	93.584	ADES14-050747		362,337
Social Services Block Grant Program	93.667			
Passed through: Area Agency on Aging Arizona Department of Child Safety Pima Council on Aging Pinal-Gila Council for Senior Citizens Southeastern Arizona Governments Organization		Not available Not available Not available Not available Not available	<u>:</u>	47,285 946,611 34,921 156,642 29,493
Total Social Services Block Grant Program				1,214,952
Total U.S. Department of Health and Human Services				8,448,793

SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS (CONTINUED)

Federal Grant/Pass-Through Grantor/Program or Cluster Title	Federal CFDA number	Pass-through entity identifying number	Passed through to subrecipients	Federal expenditures
U.S. Department of Homeland Security				
Citizenship Education and Training Direct	97.010	N/A		144,137
Total U.S. Department of Homeland Security				144,137
Total expenditures of federal awards			\$ -	\$ 10,748,665

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED JUNE 30, 2016

1. Basis of presentation:

The accompanying Schedule of Expenditures of Federal Awards (the Schedule) includes the federal award activity of Lutheran Social Services of the Southwest (the Organization) under programs of the federal government for the year ended June 30, 2016. The information in this Schedule is presented in accordance with the requirements of *Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance)*. Because the Schedule presents only a selected portion of the operations of Lutheran Social Services of the Southwest, it is not intended to and does not present the financial position, changes in net assets or cash flows of the Organization.

2. Summary of significant accounting policies:

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Such expenditures are recognized following, as applicable, either the cost principles in *OMB Circular A-122, Cost Principles for Non-profit organizations* or the cost principles contained in the *Uniform Guidance*, wherein certain types of expenditures are not allowable or are limited as to reimbursement. The Organization did not elect to use the ten percent de minimis indirect cost rate as allowed under the Uniform Guidance.

3. Catalog of Federal Domestic Assistance (CFDA) Numbers:

The program titles and CFDA numbers or federal identification numbers were obtained from the federal or pass-through grantor or the update to the 2016 *Catalog of Federal Domestic Assistance*.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS

YEAR ENDED JUNE 30, 2016

SUMMARY OF AUDITORS' RESULTS

Financial Statements								
The auditors' report expres Services of the Southwest	sed an unmodified	opinion o	on the	financial	statements	of Lut	heran	Social
Internal control over financial Material weakness(es) Significant deficiency(i	identified?			=	Yes Yes	X	_ No _ No	
Noncompliance material to fi	nancial statements n	oted?		_	Yes	X	_ No	
Federal Awards								
Internal control over major fe	deral programs:							
Material weakness(es) Significant deficiency(ie				=	Yes Yes	X X	_ No _ No	
The auditors' report on compliance for the major federal awards programs of Lutheran Social Services of the Southwest expressed an unmodified opinion on its major programs.						ces of		
Audit findings disclosed that	are required to be re	ported in	accord	ance with	2 CFR 200.	516(a)		
- and a manage and a construction					X_Yes		No	
Identification of major federal		sione Proc	ıram					
	J.S. Refugee Admiss defugee and Entrant	_		untary Ag	ency Progra	ms		
Dollar threshold used to distil	nguish between Type	e A and T	уре В р	orograms:	\$750,00	0		
Auditee qualified as a low-ris	k auditee?			_	X_Yes		No	

LUTHERAN SOCIAL SERVICES OF THE SOUTHWEST SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED) YEAR ENDED JUNE 30, 2016

FINDINGS - FINANCIAL STATEMENT AUDIT

None

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)

YEAR ENDED JUNE 30, 2016

FINDINGS AND QUESTIONED COSTS - MAJOR FEDERAL AWARD PROGRAMS AUDIT

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES AND U.S. DEPARTMENT OF **STATE**

Questioned Costs

2016-001 U.S. Refugee Admissions Program - CFDA 19.510 Refugee and Entrant Assistance - Voluntary Agency Programs - CFDA 93.567 Grant period - Year ended June 30, 2016

Condition and criteria:

Fingerprinting requirements stipulated by the grantor should be adhered to and retained in employee personnel files.

Effect:

Certain personnel files did not contain the appropriate documentation of fingerprint clearance.

Population and items tested:

Out of a sample of forty employees, four employee files did not have the required fingerprint documentation in the file.

None

Cause:

Fingerprint cards are often provided directly to staff and copies are not provided in a timely manner to the Human Resources Department, which is responsible for maintaining documentation of fingerprint clearance.

Recommendation:

We recommend the Organization establish a monitoring control to ensure copies of fingerprint cards are retained in the employee personnel files.

Auditee response:

We concur with the auditors' finding. The Organization will ensure compliance with contract requirements by establishing monitoring controls to verify fingerprint cards are obtained on a timely basis and copies are filed in the employee personnel files.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)

YEAR ENDED JUNE 30, 2016

Questioned Costs

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES AND U.S. DEPARTMENT OF STATE

2016-002 U.S. Refugee Admissions Program - CFDA 19.510
Refugee and Entrant Assistance_Voluntary Agency Programs - CFDA 93.567
Grant period - Year ended June 30, 2016

Condition and criteria:

Internal controls should be in place to provide reasonable assurance that payroll allocation rates and time cards are being properly documented and authorized.

Effect:

Certain personnel files did not contain the appropriate documentation of allocation rates and certain timecards did not contain appropriate employee signature.

Population and items tested:

Out of a sample of forty employees, nine employee files did not contain approval of the most current allocation rate and one employee file was missing proper employee signature on the employee's time card.

None

Cause:

Shortage of accounting staff.

Recommendation:

We recommend the Organization establish a monitoring control to ensure copies of the most current approved allocation rates are retained in the employee personnel files. Additionally, we recommend the Organization adhere to its policies and procedures for obtaining employee signature on employee time cards.

Auditee response:

We concur with the auditors' finding. The Organization will ensure copies of the most current approved allocation rates are retained in the employee personnel files and will also ensure employee signatures are obtained on all employee time sheets.

SCHEDULE OF FINDINGS AND QUESTIONED COSTS (CONTINUED)

YEAR ENDED JUNE 30, 2016

Questioned Costs

U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES AND U.S. DEPARTMENT OF STATE

2016-003 U.S. Refugee Admissions Program - CFDA 19.510
 Refugee and Entrant Assistance - Voluntary Agency Programs - CFDA 93.567
 Grant period - Year ended June 30, 2016

Condition and criteria:

Reporting requirements stipulated by the grantor should be adhered to and retained in the refugee case files.

Effect:

Certain refugee case files did not contain the appropriate documentation of the initial expenditure summary report.

Population and items tested:

Out of a sample of forty refugee case files, three refugee case files did not have the required initial expenditure summary report documentation in the file.

None

Cause:

In certain instances refugees will refuse to sign the initial summary expenditure summary.

Recommendation:

We recommend the Organization establish a monitoring control to ensure signed initial summary expenditure forms are maintained in the refugee's case file and proper documentation is included in the form when refugee declines to sign.

Auditee response:

We concur with the auditors' finding. The Organization will ensure compliance with contract requirements by establishing controls to verify signed initial summary expenditure forms are maintained in the refugee's case file and proper documentation is included in the form when refugee declines or is no longer available to sign.

SUMMARY SCHEDULE OF PRIOR YEAR FINDINGS

YEAR ENDED JUNE 30, 2016

FINDING 2015-001:

Major Program Audit - Aging Cluster:

- Special Programs for the Aging Title III, Part B Grants for Supportive Services and Senior Centers CFDA 93.044
- Special Programs for the Aging Title III, Part C Nutrition Services CFDA 93.045
- Nutrition Services Incentive Program CFDA 93.053

Condition:

Fingerprinting requirements stipulated by the grantor should be adhered to and retained in employee personnel files.

Recommendation:

The auditor recommended the Organization establish a monitoring control to ensure copies of fingerprint cards are retained in the employee personnel files.

Current status:

The current status at finding 2016-001 also applies to this finding.