Independent Auditors' Report and Related Financial Statements

For the Year Ended September 30, 2011

COUNCIL ON AGING, INC.

Teed & Associates, PLLC 3624 MacCorkle Avenue SE Charleston, West Virginia 25304 304-925-8752

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For the Year Ended September 30, 2011

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Teed & Associates, PLLC

Certified Public Accountants

Established 1992

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Independent Auditors' Report

To the Board of Directors Council on Aging, Inc. Itmann, West Virginia

We have audited the accompanying statement of financial position of the Council on Aging, Inc. (a nonprofit organization) as of September 30, 2011, and the related statement of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of 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 includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As explained in Note 2 to the financial statements, property and equipment of the Council on Aging, Inc. are expensed rather than capitalized and depreciated in the financial statements. Accounting principles generally accepted in the United States require that property and equipment be recorded at cost or fair value at date of purchase or receipt. It was not practicable to determine the effects of the unrecorded property and equipment on the financial statements.

In our opinion, except for the effects of not capitalizing and depreciating property and equipment as explained in paragraph three, the financial statements referred to above present fairly, in all material respects, the financial position of the Council on Aging, Inc.

To The Board of Directors Council on Aging, Inc. Itmann, West Virginia Page 2

as of September 30, 2011, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued a report dated April 27, 2012, on our consideration of the Council's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, 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* and should be considered in assessing the results of our audit.

Our audit was performed for the purpose of forming an opinion on the basic financial statements of the Council on Aging, Inc. taken as a whole. The accompanying schedule of program expenses is presented for purposes of additional analysis as required by the West Virginia Bureau of Senior Citizens and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

Charleston, West Virginia

Leed + associates, PLLC

April 27, 2012

Statement of Financial Position

September 30, 2011

ASSETS:	
Current assets:	
Cash and cash equivalents	\$ 655,667
Receivables:	•
Medicaid, net of allowance for doubtful accounts	186,039
Grants	122,695
Related party	26,474
Prepaid expenses	39,506
Total current assets	1,030,381
Capital assetsnondepreciable	54,000
TOTAL ASSETS	\$ 1,084,381
LIABILITIES AND NET ASSETS:	
Current liabilities	
Accounts payable	\$ 24,611
Accrued salaries and wages	141,544
Accrued compensated absences	52,247
Retirement plan contributions	11,123
Accrued payroll liabilities	65,015
Total current liabilities	294,540
TOTAL LIABILITIES	294,540
Net assets:	
Investment in capital assets	54,000
Unrestricted net assets	735,841
TOTAL NET ASSETS	789,841
TOTAL LIABILITIES AND NET ASSETS	\$ 1,084,381

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

Statement of Activities

For the Year Ended September 30, 2011

	Unrestricted Revenue					Total
REVENUES AND OTHER SUPPORT:						
Medicaid	\$	4,147,366	\$	-	\$	4,147,366
Federal grants		**		161,869		161,869
State grants		-		525,586		525,586
Project income		-		15,486		15,486
Bus fare and trip ticket revenue		~		644		644
Non-medicaid		60,877		-		60,877
Inter-Project Match Revenue		41,391		<u>-</u>		41,391
Net assets released from restrictions		703,585		(703,585)	_	-
TOTAL REVENUES AND OTHER SUPPORT		4,953,219		-		4,953,219
OPERATING EXPENSES:						
Personal care		1,817,420		-		1,817,420
Title 19 (Homemaker)		2,382,949		-		2,382,949
Medical Transport (formerly Sect.18)		6,013		-		6,013
Title III-B		139,757		-		139,757
Title III-D		2,453		-		2,453
Title III-C-1		23,933		-		23,933
Title III-C-2		149,429		-		149,429
Title III-E		14,558		-		14,558
Insurance Benefits Counseling		11,494		м		11,494
Community Partnership (State Budget Digest)		22,778		-		22,778
LIFE		161,596		-		161,596
Lighthouse		115,615		-		115,615
Fair		32,045				32,045
TOTAL OPERATING EXPENSES		4,880,040				4,880,040
OPERATING INCOME		73,179		w		73,179
NONOPERATING INCOME (EXPENSES):		255				255
Interest income		355	_			355
TOTAL NONOPERATING INCOME		355			_	355
CHANGE IN NET ASSETS	\$	73,534	\$		\$	73,534

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

Statement of Changes in Net Assets

For the Year Ended September 30, 2011

	estment in ital Assets	<u>Ur</u>	restricted	Total
NET ASSETS AT OCTOBER 1, 2010	\$ 54,000	\$	662,307	\$ 716,307
INCREASE (DECREASE) IN NET ASSETS	 -		73,534	 73,534
NET ASSETS AT SEPTEMBER 30, 2011	\$ 54,000	<u>\$</u>	735,841	\$ 789,841

Statement of Cash Flows

For the Year Ended September 30, 2011

CASH FLOWS FROM OPERATING ACTIVITIES:

Continuing operations		
Change in net assets	\$	73,534
Adjustments to reconcile increase in net assets to net cash		
provided (used) by operating activities:		
(Increase) decrease in Medicaid accounts receivable		129,015
(Increase) decrease in grants receivable		(57,697)
(Increase) decrease in prepaid assets and deposits		28,618
Increase (decrease) in accounts payable	•	(2,190)
Increase (decrease) in accrued salaries and wages		(84,863)
Increase (decrease) in accrued compensated absences		5,913
Increase (decrease) in retirement plan contributions		11,073
Increase (decrease) in accrued payroll liabilities		29,334
NET CASH PROVIDED BY OPERATING ACTIVITIES		132,737
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS		132,737
CASH AND EQUIVALENTS, BEGINNING OF YEAR		522,930
CASH AND EQUIVALENTS, END OF YEAR	\$	655,667

Notes to the Financial Statements

For the Year Ended September 30, 2011

NOTE 1. NATURE OF OPERATIONS

The Council on Aging, Inc. (The "Council") is a 501(c) 3 non-profit organization.

The Council operates Medicaid Reimbursement In-Home Care Programs and Federal and State Grants primarily with the U.S. Department of Health and Human Services and State of West Virginia Bureau of Senior Services federal and state grants passed through to the Council from the Appalachian Area Agency on Aging (the "Agency").

The overall objective of the Title III grant program is to develop a system of coordinated and comprehensive services for older persons — services which will secure and maintain maximum independence and dignity in a home environment for older persons capable of self-care and also remove individual and social barriers to economic and personal independence for older persons.

The objective of the Title III B grant program is to provide the elderly with social, outreach, transportation, information and referral services, and nutritional education.

Title III C is a nutrition program designed to provide older persons with low cost nutritious meals served primarily in a congregate setting. The Title III C program also furnishes home delivered meals to the homebound.

Title III D, the Disease Prevention and Health Promotion Services Section of the Older Americans Act, encompasses twelve (12) broad categories of disease prevention and health promotion services.

Title III E, also known as respite, provides information and assistance, and in-home relief to caregivers.

The Division of Public Transit of the West Virginia Department of Transportation provides funding from the State of West Virginia for the Council to provide rural public transportation.

The Council also receives state funds through the Agency in connection with a Health Benefit Information, Counseling and Assistant Grant (SHIP), the purpose of which is to

help older individuals understand their rights under the Social Security Act, Medicaid Programs, supplemental social security programs and general insurance policies. This information is provided to seniors by a counselor who has general knowledge of these areas.

The Medicaid Reimbursement In-Home Care Program is a state funded program to allow eligible seniors to receive the assistance necessary to allow them to remain in their homes with minimal outside supervision. These services include housekeeping, personal care, or other related matters.

The Lighthouse program is a state funded program to provide in-home assistance for seniors who do not qualify for other programs.

The FAIR program is a state funded program to provide relief to care givers who care for individuals with Dementia and Alzheimer's disease.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Council on Aging, Inc. prepares and maintains their financial statements and accounts on the accrual basis of accounting.

Financial Statement Presentation

The Council on Aging, Inc. has implemented the financial statement presentation required by the Financial Accounting Standards Board in its Statement of Financial Accounting Standards (SFAS) No. 117, Financial Statements of Not-for-Profit Organizations. Under SFAS No. 117, it is required to report information regarding its financial position and activities according to three classes of net assets; unrestricted, temporarily restricted, and permanently restricted. The Council had no temporarily or permanently restricted net assets as of September 30, 2011.

Cash Concentrations

The Council on Aging, Inc. maintains cash with a federally insured bank. At times, the balance in these accounts may be in excess of insured limits. In order to provide additional insurance for excess amounts the People's Bank of Mullins has pledged a \$500,000 depository bond with a maturity date of May 1, 2012.

Allowance for Doubtful Accounts

Management has taken a bad debt expense for doubtful accounts, primarily amounts billed to Medicaid for reimbursement but not collected due to rejected claims. Therefore, management believes that the receivables presented on the balance sheet are fully collectible.

Property and Equipment

Property and equipment are expensed at the time of the purchase rather than being capitalized and depreciated over its estimated economic useful life. This is not in accordance with accounting principles generally accepted in the United States. Accordingly, no depreciation has been recorded.

Revenue Recognition

Amounts received from funding agencies under cost-reimbursable grants are recognized as support only to the extent that related expenses have been incurred.

Donated Goods

Donated noncash assets, such as food items and medical supplies are recorded at their fair value in the period received and used as other revenue with a corresponding expense.

Income Tax Status

Under provisions of the Internal Revenue Code, Section 501(c) 3, and the applicable income tax regulations of the State of West Virginia, the Council on Aging, Inc. is exempt from taxes on income other than unrelated business income. Since the Council on Aging, Inc. had no net unrelated business income during the year ended September 30, 2011, no provision for income taxes has been made.

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTE 3. RISK CONCENTRATIONS

Substantially all of the Council on Aging, Inc.'s support and revenues are derived from its Medicaid services and from federal and state grants, the loss of which would have a materially adverse effect on the Council on Aging, Inc. During the year ended September 30, 2011, Medicaid revenues, federal and state grants, and other income accounted for approximately eight-four percent (84%), fourteen percent (14%) and two percent 2%), respectively, of total support and revenue.

NOTE 4. EMPLOYEE BENEFIT PLAN

Effective January 1, 2008, the Council established a 401(k) retirement and savings plan for its employees. The Council ceased making matching contributions of up to 100% of the first 2% of eligible contributions for the fourth quarter of 2010, at which time matching contributions ceased for the remaining three quarters of fiscal year 2011. The Board of Directors also declared \$28,521 in profit sharing for year ended September 30, 2011. Total contributions by the Council to the plan for year ended September 30, 2011, amounted to \$23,849.

NOTE 5. RELATED PARTY TRANSACTIONS

The Council on Aging, Inc. is related to All Care Home and Community Services, Inc. ("All Care") through a common Board of Directors. During the year ended September 30, 2011, the Council paid the monthly health insurance premiums, life, eye and dental insurance premiums, and 401(k) employee deferrals, company match and profit share for All Care. All Care owes the Council approximately \$9,935 for these remittances.

The Council has agreed to pay or advance for most of the overhead of All Care because reduced funding has brought them to an unprofitable level. The Council took this action because the services provided to the community by All Care helped fulfill the mission of the Council and referrals from All Care helped support the Council. At September 30, 2011 All Care's estimated associated overhead cost advanced by the Council was approximately \$16,539.

NOTE 6. DISCLOSURE OF INTER-PROGRAM TRANSFERS

In order to match appropriate program revenues with program expenses, inter-program entries were recorded to accurately reflect operating results of the programs. For year ending September 30, 2011, the Life program received \$41,391 in revenues for expenses associated with other programs. The inter-program entries to record these matching revenues/expenses per program were as follows: IIIB \$15,983; C-2 \$11,368; Lighthouse \$14,040.

NOTE 7. CONTINGENCIES

Certain of the Council's programs are primarily funded through federal and state grants. Federal and state grants received for specific purposes are subject to audit and review by grantor agencies. Such audits could result in requests for reimbursements to grantor agencies for expenditures disallowed under the terms of the grants. The amount, if any, of expenditures, which may ultimately be disallowed by grantor agencies, cannot be determined at this time, although Council management believes such amounts, if any, to be immaterial.

NOTE 8. LEASE AND RENTAL AGREEMENTS

The Council rents its primary facility in Itmann, West Virginia from the Pocahontas Land Company for \$1,260 per year. This facility also houses the administrative activities for All Care Home and Community Services. It is a standard operating practice in the area for the coal and land holding companies to rent excess facilities to community service organizations at modest lease prices. This lease is on a ten-year lease. The Council leases a second facility in Welch, West Virginia for \$500 per month under a cancelable operating term of one year, a third facility in Charleston, West Virginia for \$1,437 per month under a noncancelable operating term five-years, a fourth facility in Princeton, West Virginia for \$625 per month under a noncancelable operating term five-years and a fifth facility in Oceana, West Virginia for \$400 per month noncancelable operating term of two-years.

NOTE 9. FUNCTIONAL EXPENSES

Expenses by function for the year ended September 30, 2011, were as follows:

NOTE 10. FUNCTIONAL EXPENSES (continued)

	Personal Care		Title - 19 Homemaker	Medical Transportation	
				•	
Salaries and wages	\$	1,258,137	\$ 1,673,692	\$	2,577
Payroll taxes	·	112,546	154,062		205
Fringe benefits		146,671	162,447		96
Training and travel		15,858	15,816		1,926
Legal and accounting		7,582	7,552		
Food expense		2,014	2,113		· -
Utilities		14,494	14,578		-
Printing and supplies		21,228	22,219		167
Licenses and taxes		13	33		49
Membership dues		985	982		-
Contracted services		31,828	31,701		-
Insurance expense		<u>-</u>	-		-
Mileage expense		8,375	107,092		-
Advertising		24,391	24,393		-
Matching expense general		-	-		-
Maintenance		1,294	1,289		_
Rent		17,970	17,898		-
Postage		541	530		2
Miscellaneous		11,382	11,398		-
Medical supplies		57	57		-
Bad debt expense		6,106	5,145		-
Equipment		638	635		-
Indirect costs		135,310	129,317		991
Total functional expenses	\$	1,817,420	\$ 2,382,949	\$	6,013

NOTE 10. FUNCTIONAL EXPENSES (continued)

	III-B III-D		III-C-1		
Salaries and wages	\$	45,746	\$ 2,024	\$	6,271
Payroll taxes		4,228	181		598
Fringe benefits		7,784	80		239
Training and travel		14,416	-		133
Legal and accounting		-	-		-
Food expense		-	-		12,114
Utilities		-	-		206
Printing and supplies		2,292	-		658
Licenses and taxes		31	-		20
Membership dues		-	-		30
Contracted services		-	-		-
Insurance expense		21,561	23		-
Mileage expense		-	_		119
Advertising		-	-		-
Matching expense general		-	-		-
Maintenance		-	-		277
Rent		-	-		-
Postage		8	1		4
Miscellaneous		513	-		-
Medical supplies		-	-		-
Bad debt expense		-	-		- -
Equipment		39,037	-		4 79
Indirect costs		4,141	 144		2,785
Total functional expenses	\$	139,757	\$ 2,453	\$	23,933

NOTE 10. FUNCTIONAL EXPENSES (continued)

		Benefit	Community	
	III-C-2	Counseling	<u>Partnership</u>	Life
Salaries and wages	\$ 47,841	\$ 7,796	\$ -	\$ 56,145
Payroll taxes	4,490	623	-	4,916
Fringe benefits	1,769	300	-	8,030
Training and travel	13,131	46	· <u>·</u>	6,780
Legal and accounting		-	-	-
Food expense	67,128	-	-	14
Utilities	826	-	-	-
Printing and supplies	6,009	2,578	-	13,685
Licenses and taxes	80	-	-	-
Membership dues	120	-mail	-	-
Contracted services		-		-
Insurance expense		-	-	16,645
Mileage expense	477	151	••	-
Advertising		-	-	-
Matching expense general		-	_	41,391
Maintenance	1,108	. -	18,532	-
Rent		-	-	-
Postage	10	-	-	9
Miscellaneous		-	-	414
Medical supplies		-	-	-
Bad debt expense		****		-
Equipment	1,915	-	4,246	9,439
Indirect costs	4,525			4,128
Total functional expenses	\$ 149,429	\$ 11, 4 94	\$ 22,778	<u>\$161,596</u>

NOTE 10. FUNCTIONAL EXPENSES (continued)

		III-E	Lig	ghthouse		Fair	Total
Salaries and wages	\$	11,969	\$	94,422	\$	26,535	\$ 3,233,155
Payroll taxes		1,097		8,895		2,479	294,320
Fringe benefits		637		4,060		1,160	333,273
Training and travel		12		103		36	68,257
Legal and accounting		_		-		-	15,134
Food expense		_		-		-	83,383
Utilities		_		-			30,104
Printing and supplies		14		2		38	68,890
Licenses and taxes		<u>-</u>		=		-	226
Membership dues		-		-		-	2,117
Contracted services		-		-		***	63,529
Insurance expense		-		-		-	38,229
Mileage expense		56		2,944		23	119,237
Advertising		_		-		-	48,784
Matching expense general		-		-		-	41,391
Maintenance				-		-	22,500
Rent		-		-			35,868
Postage		2		16		4	1,127
Miscellaneous		1		113		2	23,823
Medical supplies		-		-		-	114
Bad debt expense		-		•••		-	11,251
Equipment		-		-			56,389
Indirect costs		770		5,060		1,768	288,939
Total functional expenses	\$_	14,558	\$	115,615	<u>\$</u>	32,045	\$ 4,880,040

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

SCHEDULE OF PROGRAM EXPENDITURES WEST VIRGINIA BUREAU OF SENIOR CITIZENS

Schedule of Program Expenditures – West Virginia Bureau of Senior Citizens

For the Year Ended September 30, 2011

Program	Program Year	Expenditures	Revenues
Lighthouse	July 1, 2010 to June 30, 2011	<u>\$ 117,250</u>	<u>\$ 163,785</u>
LIFE	July 1, 2010 to June 30, 2011	\$ 202,080	\$ 185,758
Community Partner	July 1, 2010 to June 30, 2011	\$ 42,051	\$ 44,999
FAIR	July 1, 2010 to June 30, 2011	\$ 28,631	\$ 44,982

Notes to Schedule of Program Expenditures

For the Year Ended September 30, 2011

BASIS OF PRESENTATION

The accompanying schedules of program expenses of the State Budget Digest, Lighthouse, Fair and LIFE programs includes the grant activity of the Council on Aging, Inc. that the West Virginia Bureau of Senior Citizens oversees, and is presented on the accrual basis of accounting. Some amounts presented in these schedules may differ from amounts presented in, or used in the preparation of, the basic financial statements.

REPORT ON INTERNAL CONTROL AND ON COMPLIANCE

Teed & Associates, PLLC

Certified Public Accountants

Established 1992

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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 PERFORMEDIN ACCORDANCE WITH
GOVERNMENT AUDITING STANDARDS

To The Board of Directors Council on Aging, Inc. Itmann, West Virginia

We have audited the financial statements of Council on Aging, Inc. (a nonprofit organization) as of and for the year ended September 30, 2011,, and have issued our report thereon dated April 29, 2011. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Council's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Council's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Council's internal control over financial reporting.

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 entity's financial statements will not be prevented, or detected and corrected on a timely basis.

To The Board of Directors Council on Aging, Inc. Itmann, West Virginia Page 2

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control over financial reporting that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Council's financial statements are free of 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*.

This report is intended solely for the information and use of the Council management, and other federal and state oversight agencies and is not intended to be used and should not be used by anyone other than these specified parties. However, in accordance with *West Virginia Code* 6-9-9a, this report is a matter of public record and its distribution is not limited.

Charleston, West Virginia

Jud & associates, PLLC

April 27, 2012