CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2015



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### **Independent Auditors' Report**

Board of Directors The OASIS Institute St. Louis, Missouri

#### Report On The Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of The OASIS Institute and Supporting Organizations, which comprise the consolidated statement of financial position as of December 31, 2015 and 2014, and the related consolidated statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements.

#### Management's Responsibility For The Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated 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 consolidated financial statements based on our audits. We did not audit the financial statements of San Diego OASIS, which statements reflect total assets constituting 12% and 10% as of December 31, 2015 and 2014, respectively, and total revenues constituting 16% and 15%, respectively, for the years then ended of the related consolidated totals. Those statements were audited by other auditors whose reports have been furnished to us, and our opinion, insofar as it relates to the amounts included for San Diego OASIS, is based solely on the reports of the other auditors. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.



An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of The OASIS Institute and Supporting Organizations as of December 31, 2015 and 2014, and the changes in their net assets and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

May 5, 2016

KulinBrown LLP

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

#### Assets

	December 31,			31,
		2015		2014
Cash and cash equivalents	\$	1,748,060	\$	1,396,737
Accounts receivable	,	70,778	,	43,621
Due from vendor		20,022		´ <u>—</u>
Grants receivable		97,705		75,548
Promises to give - short term (Note 4)		1,454,930		1,806,134
Due from OASIS Programs (Note 5)		14,015		4,601
Prepaid expenses and other assets		57,300		74,391
Investments (Note 3)		2,535,175		3,149,236
Promises to give - long term (Note 4)		125,194		_
Furniture, equipment and leasehold improvements (net of				
accumulated depreciation and amortization of \$892,194 in				
2015 and \$821,481 in 2014) (Note 8)		245,397		281,974
Total Assets	\$	6,368,576	\$	6,832,242
Liabilities And Net Assets				
Liabilities				
Current maturities of capital lease obligations (Note 8)	\$	5,924	\$	5,924
Accounts payable and accrued expenses		304,501		233,520
Deferred program revenue		14,163		4,349
Due to OASIS Programs (Note 5)		90,684		69,094
Due to BJH (Note 6)		339,030		341,109
Capital lease obligations - long term (Note 8)		10,934		16,401
Annuity payable (Note 9)		17,153		15,194
Total Liabilities		782,389		685,591
Net Assets				
Unrestricted		2,977,146		3,882,427
Temporarily restricted (Note 10)		2,609,041		2,264,224
Total Net Assets		5,586,187		6,146,651
Total Liabilities And Net Assets	\$	6,368,576	\$	6,832,242

# CONSOLIDATED STATEMENT OF ACTIVITIES For The Years Ended December 31, 2015 And 2014

		2015			2014	
	Temporarily					
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
Public Support						
Contributions and grants (Note 11)	\$ 2,143,083	\$ 1,955,325	\$ 4,098,408	\$ 1,567,828	\$ 1,914,194	\$ 3,482,022
Government grants	548,384	_	548,384	346,806	_	346,806
In-kind contributions (Note 12)	1,414,871		1,414,871	1,560,567		1,560,567
Total Public Support	4,106,338	1,955,325	6,061,663	3,475,201	1,914,194	5,389,395
Revenues And Gains (Losses)						
Program revenue	1,564,170	_	1,564,170	1,561,016	_	1,561,016
Partner revenue	52,679	_	52,679	_	_	_
Fee revenue	44,592	_	44,592	35,118	_	35,118
Interest and dividends	72,019	_	72,019	64,393	_	64,393
Realized gains on investments (Note 3)	2,858	_	2,858	4,740	_	4,740
Unrealized gains (losses) on investments (Note 3)	(40,878)	_	(40,878)	145,583	_	145,583
Change in fair value of charitable gift annuity	(3,330)	_	(3,330)	_	_	_
Other	11,003	_	11,003	2,241	_	2,241
Total Revenues And Gains (Losses)	1,703,113	_	1,703,113	1,813,091	_	1,813,091
Total Public Support, Revenues And Gains (Losses)	5,809,451	1,955,325	7,764,776	5,288,292	1,914,194	7,202,486
Net Assets Released From Restrictions (Note 10)	1,610,508	(1,610,508)	_	3,363,899	(3,363,899)	
Total Support, Revenues And Gains (Losses)	7,419,959	344,817	7,764,776	8,652,191	(1,449,705)	7,202,486
Expenses						
Program services:						
Education	1,619,453	_	1,619,453	1,520,282	_	1,520,282
Health	3,036,659	_	3,036,659	2,832,970	_	2,832,970
Technology	728,300	_	728,300	813,772	_	813,772
Volunteer service	1,022,040	_	1,022,040	1,234,047	_	1,234,047
Total Program Services	6,406,452	_	6,406,452	6,401,071	_	6,401,071
Supporting activities:						
General and administrative	1,332,592	_	1,332,592	1,298,186	_	1,298,186
Fundraising	586,196		586,196	655,075		655,075
Total Expenses	8,325,240	_	8,325,240	8,354,332	_	8,354,332
Increase (Decrease) In Net Assets	(905,281)	344,817	(560,464)	297,859	(1,449,705)	(1,151,846)
Net Assets - Beginning Of Year	3,882,427	2,264,224	6,146,651	3,584,568	3,713,929	7,298,497
Net Assets - End Of Year	\$ 2,977,146	\$ 2,609,041	\$ 5,586,187	\$ 3,882,427	\$ 2,264,224	\$ 6,146,651

# CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES For The Year Ended December 31, 2015

		P	rogram Se	vices	S		Supporting		
					Volunteer		General And		
	Education	Health	Technolo	gy	Service	Total	Administrative	Fundraising	Total
Salaries	\$ 453,152	\$ 1,026,823	\$ 265,4	22 \$	437,054	\$ 2,182,451	\$ 320,157	\$ 310,683	\$ 2,813,291
Payroll taxes	35,149	76,859	24,3		34,958	171,347	19,156	24,219	214,722
Benefits	46,616	,	53,9		54,721	300,272	28,689	49,784	378,745
Program allocations*	, <u> </u>	457,766	15,0		19,550	492,316	, <u> </u>	, <u> </u>	492,316
Contract services and		,	,		,	•			,
professional fees	106,420	210,036	138,8	90	41,553	496,899	597,924	39,322	1,134,145
Depreciation and amortization	14,755	18,708	7,2	10	14,951	55,624	18,200	8,731	82,555
Development		_		_	_	_	_	31,375	31,375
Dues and subscriptions	151	900		_	_	1,051	3,578	364	4,993
Equipment	$5,\!256$	26,418	3,0	47	6,769	41,490	28,071	1,449	71,010
Individual donor									
Program initiative	219,711	64,747	2	73	14,502	299,233	_	_	299,233
Instructors	313,992	196,922	56,7	12	21,383	589,009	_	_	589,009
Insurance	1,262	3,033	1,1	72	1,528	6,995	23,395	1,566	31,956
Marketing	10,957	21,487	4,3	15	10,168	46,927	36,069	3,641	86,637
Meetings	1,558	8,942	1,0	72	$3,\!255$	14,827	4,907	1,649	21,383
Other	5,417	9,117	8,6	69	3,309	26,512	55,660	2,739	84,911
Postage	25,853	17,272	3,0	18	13,197	59,340	4,298	1,310	64,948
Printing	68,360	84,441	19,0	90	51,604	223,495	4,358	957	228,810
Rent**	284,218	565,880	105,3	45	187,233	1,142,676	144,171	98,006	1,384,853
Supplies	12,465	39,129	5,4	80	33,960	91,034	7,546	3,338	101,918
Telephone	9,328	23,630	5,6	73	9,799	48,430	13,485	4,863	66,778
Travel	4,330	29,277	9,3	99	23,622	66,628	22,894	2,200	91,722
Volunteers	503	10,248	2	21	38,924	49,896	34		49,930
	\$ 1,619,453	\$ 3,036,659	\$ 728,3	00 \$	1,022,040	\$ 6,406,452	\$ 1,332,592	\$ 586,196	\$ 8,325,240

Funds transferred to programs in the OASIS network for local programming efforts. Includes in-kind facilities rent of \$1,213,754 (Note 12).

# CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES For The Year Ended December 31, 2014

		Program Services				Supporting		
				Volunteer		General And		
	Education	Health	Technology	Service	Total	Administrative	Fundraising	Total
Salaries	\$ 477,070	\$ 800,021	\$ 264,883	\$ 447,536	\$ 1,989,510	\$ 557,968	\$ 355,231	\$ 2,902,709
Payroll taxes	37,253	62,489	16,866	34,794	151,402	42,553	26,670	220,625
Benefits	41,718	89,811	31,929	49,358	212,816	73,169	44,858	330,843
Program allocations*	4,717	448,203	19,333	20,781	493,034			493,034
Contract services and	-,	,		,,				,
professional fees	55,222	263,924	109,919	167,839	596,904	226,650	13,729	837,283
Depreciation and amortization	12,296	16,462	7,863	12,957	49,578	18,210	8,946	76,734
Development	_	_	_	_	_	_	38,472	38,472
Dues and subscriptions	131	50	_	22	203	7,658	380	8,241
Equipment	3,712	33,311	7,139	5,406	49,568	10,194	2,909	62,671
Individual donor								
Program initiative	277,288	73,157	1,148	32,775	384,368	6,141	_	390,509
Instructors	191,679	251,193	52,950	72,671	568,493	_	_	568,493
Insurance	1,093	3,228	1,055	2,824	8,200	22,147	1,496	31,843
Marketing	12,571	67,193	3,299	6,220	89,283	$25,\!520$	4,770	119,573
Meetings	1,351	6,167	1,360	3,616	12,494	11,529	4,373	28,396
Other	2,065	10,649	1,627	2,846	17,187	37,056	2,094	56,337
Postage	25,374	16,616	2,139	10,088	54,217	6,915	3,800	64,932
Printing	78,423	76,472	13,849	53,916	222,660	8,652	4,244	235,556
Rent**	263,865	432,463	95,642	214,124	1,006,094	207,754	128,704	1,342,552
Supplies	18,124	89,955	166,374	52,348	326,801	12,036	6,143	344,980
Telephone	10,030	20,308	6,103	9,236	45,677	12,369	5,030	63,076
Travel	4,757	55,140	5,858	11,678	77,433	10,949	3,204	91,586
Volunteers	1,543	16,158	4,436	23,012	45,149	716	22	45,887
	\$ 1,520,282	\$ 2,832,970	\$ 813,772	\$ 1,234,047	\$ 6,401,071	\$ 1,298,186	\$ 655,075	\$ 8,354,332

Funds transferred to programs in the OASIS network for local programming efforts. Includes in-kind facilities rent of \$1,168,665 (Note 12).

# CONSOLIDATED STATEMENT OF CASH FLOWS

	For The Years Ended December 31,			
		2015		2014
Cash Flows From Operating Activities				
Decrease in net assets	\$	(560,464)	\$	(1,151,846)
Adjustments to reconcile decrease in net assets to				
net cash used in operating activities:				
Depreciation and amortization		$82,\!555$		76,734
Charitable gift annuity				(9,806)
Change in fair value of charitable gift annuity		3,330		
Loss on disposal of furniture, equipment				
and leasehold improvements		615		
Realized gains on investments		(2,858)		(4,740)
Unrealized (gains) losses on investments		40,878		(145,583)
Changes in assets and liabilities:				
Increase in accounts receivable		(27,157)		(14,515)
Increase in due from vendor		(20,022)		
Increase in grants receivable		(22,157)		(21,243)
Decrease in promises to give		226,010		1,159,251
Decrease in prepaid expenses and other assets		17,091		1,802
Increase (decrease) in accounts payable and accrued				
expenses		70,981		(73,804)
Increase (decrease) in deferred program revenue		9,814		(4,063)
Change in due to/due from OASIS programs, net		12,176		37,370
Decrease in due to BJH		(2,079)		(11,343)
Net Cash Used In Operating Activities		(171,287)		(161,786)
Cash Flows From Investing Activities				
Proceeds from sale of investments		1,018,917		1,645,000
Purchase of investments		(442,876)		(1,271,319)
Payments for furniture, equipment and leasehold improvements		(46,593)		(157,534)
Net Cash Provided By Investing Activities		529,448		216,147
Cook Flour From Financing Astinities				
Cash Flows From Financing Activities		(F 4C7)		(F 91C)
Principal payments on capital lease obligations		(5,467)		(5,316)
Payments on charitable gift annuity obligation		(1,371)		(F 91 <i>C</i> )
Net Cash Used In Financing Activities		(6,838)		(5,316)
Net Increase In Cash And Cash Equivalents		351,323		49,045
Cash And Cash Equivalents - Beginning Of Year		1,396,737		1,347,692
Cash And Cash Equivalents - End Of Year	\$	1,748,060	\$	1,396,737

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS December 31, 2015 And 2014

### 1. Summary Of Significant Accounting Policies

#### **Basis Of Accounting**

The consolidated financial statements of The OASIS Institute (the Institute) and Supporting Organizations (collectively, OASIS) have been prepared on the accrual basis of accounting. The OASIS Institute has determined it has/had a controlling financial interest in Albuquerque OASIS, Indianapolis OASIS, Pacific Region OASIS, Pittsburgh OASIS, San Antonio OASIS, San Diego OASIS, and Tucson OASIS (Supporting Organizations).

During 2015, the Board of Tucson OASIS approved the dissolution of the entity. The net assets were returned to the respective donors and/or transferred to the Institute in 2015.

During December 2012, the Board of Pittsburgh OASIS approved the dissolution of the entity. The assets of Pittsburgh OASIS were transferred to the Institute in 2014.

#### **Basis Of Presentation**

Financial statement presentation follows the requirements of the Financial Accounting Standards Board for not-for-profit organizations, which require OASIS 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. OASIS does not have any permanently restricted net assets as of December 31, 2015 or 2014.

### **Estimates And Assumptions**

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

#### Cash Equivalents

OASIS considers deposits that can be redeemed on demand and investments that have original maturities of less than three months, when purchased, to be cash equivalents.

Notes To Consolidated Financial Statements (Continued)

OASIS places its cash and savings accounts with banking and brokerage institutions that are either insured by the Federal Deposit Insurance Corporation (FDIC) or Securities Investor Protection coverage. Cash accounts up to \$250,000 per bank are insured under the FDIC. The total uninsured balance at December 31, 2015 is approximately \$543,000.

#### **Accounts Receivable**

Accounts receivable are stated at the amount management expects to collect from balances outstanding at year end. Based on management's assessment of its credit history with constituents having outstanding balances and current relationships with them, it believes that no valuation allowances are necessary for accounts receivable at December 31, 2015 or 2014.

#### **Promises To Give And Grants Receivable**

Unconditional promises to give are recognized as support in the period the promises are received. Conditional promises to give, which depend on specified future and uncertain events, are recognized as support when the conditions upon which they depend are substantially met.

Grants receivable are recognized as revenue in the period the grants are earned.

Promises to give and grants receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollected amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual balances. Those balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to the receivable. Management believes that no valuation allowances are necessary for promises to give or grants receivable at December 31, 2015 or 2014.

#### **Investments**

With the exception of certificates of deposit, OASIS accounts for its investments at fair value and follows guidance set forth by generally accepted accounting principles which provide a framework for measuring fair value of certain assets and liabilities and expands disclosures about fair value measurements. Certificates of deposit, classified as investments due to original maturities greater than three months, are recorded at cost. Gains or losses on sales of investments are determined on a specific cost identification basis. Unrealized gains and losses are determined based on year-end fair value fluctuations.

Notes To Consolidated Financial Statements (Continued)

OASIS invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the consolidated statement of financial position.

#### Furniture, Equipment And Leasehold Improvements

Furniture, equipment and leasehold improvements are carried at cost if purchased or fair value at date of donation if donated, less accumulated depreciation and amortization. Depreciation and amortization is computed using the straight-line method over periods ranging from three to ten years.

#### **Deferred Program Revenue**

All program fees received for classes scheduled to take place in the following year are recorded as deferred program revenue.

#### **Donated Services**

Various services have been donated to OASIS. Donated rent and supplies are recorded at fair value of similar facility space rented and supplies purchased at the date of donation. Donated services that meet the requirements under generally accepted accounting principles (GAAP) for recognition and therefore: (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by OASIS, are recorded at fair value at the date of donation as disclosed in Note 12. In addition, OASIS generated 342,156 and 323,237 volunteer hours in 2015 and 2014, respectively, which have not been recorded. These donated services have not been recognized as contributions in the financial statements since the aforementioned recognition criteria, as stated by generally accepted accounting principles, were not met.

Notes To Consolidated Financial Statements (Continued)

#### Restricted And Unrestricted Revenues And Public Support

OASIS reports gifts of cash and other assets as unrestricted, temporarily restricted or permanently restricted, depending on the existence and/or nature of any donor restrictions. Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction is met in the same reporting period as receipt of the contribution.

All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a donor or time restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions. OASIS has adopted the policy of reporting net assets released from restriction upon completion of the donor restrictions, regardless of whether the cash has been received.

#### **Description Of Program Services And Supporting Activities**

The Institute is a national educational organization designed to enhance the quality of life for mature adults, and supports a national network of OASIS programs in 50 cities. OASIS offers challenging programs in the arts, humanities, health, technology and volunteer service and creates opportunities for older adults to continue their personal growth and provide meaningful service to the community. The Institute was established in St. Louis in 1982.

These consolidated financial statements include the activities of the Institute and its Supporting Organizations. The Institute also implements its national programs and initiatives through strategic partnerships with other not-for-profit organizations across the country. The local financial activities generated by these OASIS centers and program sites are not included in these financial statements as those operational sites are part of the local partners and are not supporting organizations of the Institute. One example is Syracuse OASIS which operates as a program of The State University of New York Upstate Medical University.

The Institute receives funding that is allocated and distributed to the programs, including its Supporting Organizations, in support of their local efforts. The Institute also establishes operating and program standards, requires annual planning, budget preparation and program assessments, provides training and develops curriculum. In 2015, the Institute completed a five-year business plan designed to increase financial sustainability and growth throughout the OASIS network, which will be implemented in 2016 – 2020.

Notes To Consolidated Financial Statements (Continued)

Program services and supporting activities include:

#### **Education**

The Institute supports the network in developing programs such as technology and fraud and scam protection and works with the Supporting Organizations and other program locations throughout the country to implement them. The network designs and implements local educational programs in the areas of the arts, humanities and various other subjects. Topics range from creative writing and poetry to art history and international studies. In 2015 and 2014, enrollment in OASIS education classes across the country exceeded 131,000 and 127,000, respectively.

#### Health

The Institute's health education program provides behavior-change classes emphasizing increasing awareness, knowledge and skills for older adults to address their individual health needs. Both nationally and locally developed, programs are implemented by the Supporting Organizations as well as nonsupporting organization centers and program sites and consist of programs in the areas of nutrition, exercise, disease management, sensory changes, mental health, memory and general health promotion. The health education programs prioritize evidence-based health programs such as the Stanford University Chronic Disease Self-Management and Diabetes Self-Management Programs; A Matter of Balance: Managing Concerns about Falls, A Lay Leader Model adapted and disseminated by MaineHealth; and Active Start, the national award-winning program designed to increase physical activity among sedentary older adults developed by OASIS in partnership with the Los Angeles Department of Aging. The Institute collaborates with community partners, heath care providers and third-party payers to provide effective health behavior change programs in community locations to improve long-term health outcomes. OASIS' CATCH Healthy Habits is an evidence-based, intergenerational program that promotes increased physical activity and improved nutritional choices among older adult volunteer facilitators and children kindergarten through 5th grade in an afterschool setting. Based on this curriculum, OASIS also developed Healthy Habits for Adults workshops that offer a healthy snack, education lesson, food label reading and appropriate physical activity for older adults. CATCH Healthy Habits and Healthy Habits for Adults are currently offered in 12 cities, including four Supporting Organizations.

Notes To Consolidated Financial Statements (Continued)

#### **Technology**

The Institute has developed a broad curriculum titled *Connections* that teaches adults how to use technology in order to stay connected with friends and family to impact social isolation. Participants also gain or improve skills to engage in online activities such as managing benefits and healthcare/health monitoring. The curriculum is composed of more than 30 courses that are relevant to people in the OASIS demographic. These include *Facebook 1 & 2, Introduction to the Computer, Introduction to Email, Introduction to the Internet, iPad, iPhone, Microsoft Word, Microsoft Excel,* and *Mobile Accessibility*. Eleven courses are translated into Spanish and two are translated into Korean. The Supporting Organizations and other local program sites offer a wide range of technology courses to participants using the *Connections* curriculum. Enrollment in *Connections* classes has exceeded 100,000 since the program began in 2001.

#### **Volunteer Service**

OASIS cooperates with 75 school districts to offer the OASIS Intergenerational Tutoring Program. This research-based program matches trained volunteer tutors with primary grade children to build reading skills, confidence and positive attitudes toward learning. Including the Supporting Organizations, the program operates in 25 cities and involves more than 4.500 trained tutors. Tutor training is provided throughout the year to new school districts joining the program and for new tutors in existing programs. OASIS also offers a second intergenerational program, CATCH Healthy Habits, which engages teams of volunteers to work with children in grades K-5 in after school or summer settings to build healthy habits for life. OASIS also provides information and training for other volunteer opportunities on a regular basis and encourages all aspects of volunteerism especially those opportunities that can engage older adults in contributing their time, talent and experience to help others. During 2015 and 2014, 5,761 and 5,995 OASIS volunteers, respectively, provided significant service in their communities. Volunteers also serve as proofreaders, administrative support, instructors, class coordinators, computer instructors, health facilitators, peer counselors, speakers-bureau participants and storytellers.

#### **General And Administrative**

OASIS carries out functions necessary to provide coordination and articulation of the national and local program strategies and manage the national and local financial and budgetary responsibilities.

Notes To Consolidated Financial Statements (Continued)

#### **Fundraising**

The Institute oversees and guides fundraising strategy on a national basis in order to strengthen the financial sustainability of the entire OASIS network. Each year, direct mail campaigns and online donor forms provide OASIS participants and donors with the opportunity to make financial contributions to support the organization's mission. The Institute also prepares and submits corporate and private foundation funding requests to develop new model programs, and to maintain and expand existing programs delivered in St. Louis and throughout the OASIS network. OASIS Supporting Organizations also benefit from services provided by the Institute including research and qualification of donors/prospects, preparation of funding requests, coordination of gift accounting, acknowledgment and fulfillment and donor recognition.

#### **Expense Allocation**

Expenses which are directly identifiable as related to specific functions are charged to those specific functions. Expenses related to multiple functions are allocated to those multiple functions based on periodic time and expense studies. Institute program allocations are charged to programs on the basis of the anticipated use of the funds provided within the OASIS network. General and administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of OASIS.

#### **Tax Status**

The OASIS Institute is exempt as an organization described in Section 501(c)(3) of the Internal Revenue Code. Supporting Organizations are also exempt as organizations described in Section 501(c)(3) of the Internal Revenue Code under the group exemption granted to The OASIS Institute and its supporting organizations.

OASIS' federal tax returns for tax years 2012 and later remain subject to examination by taxing authorities.

#### **Subsequent Events**

Management has evaluated subsequent events through May 5, 2016, the date which the consolidated financial statements were available for issue

# 2. Operations And Relationship With Barnes-Jewish Hospital

In September 1998, The OASIS Institute incorporated as an independent Missouri nonprofit public benefit corporation after operating many years as part of Barnes-Jewish Hospital (BJH).

Notes To Consolidated Financial Statements (Continued)

The OASIS Institute and BJH have entered into an agreement that provides for OASIS staff in St. Louis, Missouri to be employed by BJH and utilized by OASIS. OASIS reimburses BJH for 100% of the associated employee salary and benefit costs. This arrangement is not applicable to the Supporting Organizations.

#### 3. Investments

Investments consist of:

	2015				 20	14	
				Fair			Fair
		$\mathbf{Cost}$		Value	$\mathbf{Cost}$		Value
Vanguard Intermediate-Term							
Bond Fund	\$	816,172	\$	844,306	\$ 783,566	\$	826,891
Vanguard 500 Index Fund		769,547		1,334,158	730,062		1,304,554
Certificates of deposit		_			1,017,791		1,017,791
Funds held at San Diego							
Foundation		372,517		356,711			
							_
	\$	1,958,236	\$	2,535,175	\$ 2,531,419	\$	3,149,236

Realized gains of \$2,858 and \$4,740 were recorded in 2015 and 2014, respectively. At December 31, 2015 and 2014, unrealized gains (losses) of (\$40,878) and \$145,583, respectively, were recorded to adjust the investments to fair value.

The OASIS Institute accounts for investments at fair value as required by generally accepted accounting principles. 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. The valuation techniques are required to maximize the use of observable inputs and minimize the use of unobservable inputs.

There are three general valuation techniques that may be used to measure fair value, as described below:

- Market approach Uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities.
- Cost approach Based on the amount that currently would be required to replace the service capacity of an asset.
- Income approach Uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts.

Notes To Consolidated Financial Statements (Continued)

Investments measured and reported at fair value are classified and disclosed in one of the following three categories:

- Level 1 Quoted prices that are readily available in active markets/exchanges for identical investments.
- Level 2 Pricing inputs other than quoted prices included within Level 1 that are observable for the investment, either directly or indirectly.
- Level 3 Significant pricing inputs that are unobservable for the investment and includes investments for which there is little, if any, market activity for the investment.

The following are the major categories of investments measured at fair value:

		201	5		
	Level 1	Level 2	Leve	el 3	Total
Vanguard Intermediate-Term					
Bond Fund	\$ 844,306	\$ 	\$	_ 8	844,306
Vanguard 500 Index Fund	1,334,158	_			1,334,158
Funds held at San Diego					
Foundation		356,711			356,711
	\$ 2,178,464	\$ 356,711	\$	_ {	\$ 2,535,175

All investments held at December 31, 2014 were categorized as Level 1 investments.

At December 31, 2015, observable inputs, such as quoted prices for similar assets or liabilities, interest rates, prepayment spreads and credit risk, were utilized to value the Level 2 assets.

Notes To Consolidated Financial Statements (Continued)

Discount to record promises to give at

present value

### 4. Promises To Give

As of December 31, 2015 and 2014, OASIS had the following unconditional promises to give:

to give:	 2015	2014
AARP Foundation	\$ 8,125	\$ 8,125
Administration for Community Living	$62,\!332$	, <u> </u>
Anthem Foundation	900,772	
AT&T Foundation		600,000
BJH Foundation	84,452	87,570
Blue Cross Blue Shield	50,000	
Emerson	100,000	200,000
Missouri Foundation for Health	$273,\!562$	
National Council on Aging - Bristol Myers		
Squibb Foundation	75,000	222,385
Wellpoint Foundation		604,791
Others	30,725	83,263
	1,584,968	1,806,134
Discount to record promises to give at		
present value	(4,844)	
	\$ 1,580,124	\$ 1,806,134
The promises are collectible as follows:	2015	2014
Promises due in less than one year Promises due in 1 - 5 years	\$ 1,454,930 130,038	\$ 1,806,134

In 2015, a discount rate of 3.50% was used to record the promises to give at present value of future cash flows.

1,584,968

\$ 1,580,124

(4,844)

1,806,134

\$ 1,806,134

Notes To Consolidated Financial Statements (Continued)

### 5. Transactions With OASIS Programs

The balance due from OASIS Programs relates to amounts owed to the Institute for expenses paid on the Programs' behalf.

The balance due to OASIS Programs relates to cash collected and accounts receivable to be collected by the Institute on the Programs' behalf at December 31, 2015 and 2014.

# 6. Due To Barnes-Jewish Hospital (BJH)

The balance due to BJH at December 31, 2015 and 2014 consists of amounts owed for payments made on the Institute's behalf for payroll, related payroll taxes and benefits.

#### 7. Retirement Plans

The Institute participates in a single-employer noncontributory defined benefit pension plan (the Plan) administered by BJH covering substantially all Institute employees. Benefits are determined based on years of service and salary history. BJH is required to fund the plan based on an annual actuarial valuation. The current funding is at the rate of approximately 9% of participants' compensation. The Institute's share of the pension expense for the years ended December 31, 2015 and 2014 was approximately \$129,000 and \$85,000, respectively.

Additionally, the Institute participates in a multi-employer 401(k) plan administered by BJH, whereby employees can contribute a percentage of their salaries subject to the prescribed limitation. Under the multi-employer plan, employee contributions can be matched as determined annually by BJH. During 2015 and 2014, matching amounts of approximately \$23,000 and \$20,500 were contributed, respectively.

Further, San Antonio OASIS and San Diego OASIS participate in separate 401(k) plans whereby employees can contribute a percentage of their salaries subject to the prescribed limitation. Under these plans, employee contributions can be matched as determined annually. During 2015 and 2014, matching amounts of approximately \$3,498 and \$5,911, respectively, were contributed.

Notes To Consolidated Financial Statements (Continued)

# 8. Capital Leases

OASIS has entered into a capital lease on one piece of office equipment. Future minimum payments, by year, and in the aggregate, under this noncancellable capital lease at December 31, 2015 are as follows:

Year	Amount	
2016	\$	5,924
2017		5,467
2018		5,467
Total minimum lease payments		16,858
Less: Current maturities		5,924
Capital lease obligations - long-term	\$	10,934

Equipment costing \$27,641 with accumulated depreciation of \$11,509 and \$5,981 at December 31, 2015 and 2014, respectively, has been capitalized under capital leases and is included in furniture, equipment and leasehold improvements. The related amortization expense is included with depreciation and amortization expense.

# 9. Charitable Gift Annuity

In 2014, Albuquerque OASIS received a charitable gift annuity in the amount of \$25,000. Under the agreement, Albuquerque OASIS pays the donor equal quarterly installments at an annual amount totaling \$1,325. The assets held for the annuity were in the custody of The OASIS Institute at December 31, 2015 and 2014 and were initially recorded at fair value. In calculating the present value of the payments to be made, a discount rate of 11.5% and life expectancies of 75 and 82 were assumed, resulting in an annuity payable of \$17,153 and \$15,194 as of December 31, 2015 and 2014, respectively. For the year ended December 31, 2014, revenue from the annuity gift was \$9,806, which was included in contributions and grants in the statement of activities (Note 11). Payments of \$1,371 were made to the annuitants in 2015. No payments were made to annuitants in 2014.

Notes To Consolidated Financial Statements (Continued)

# 10. Net Assets

Temporarily restricted net assets at December 31, 2015 and 2014 consist of:

	 2015	2014
Education	\$ 36,048	\$ 49,340
Health	1,249,299	738,618
Technology	331,006	638,908
Volunteer service	818,331	525,577
General	124,357	311,781
Other time restricted	50,000	
	\$ 2,609,041	\$ 2,264,224

Net assets were released from donor-imposed restrictions as follows:

		2015		2014
Education	\$	25,797	\$	15,952
Health	,	840,539	•	2,373,781
Technology		315,482		383,100
Volunteer service		360,349		372,732
General		68,341		218,334
	\$	1,610,508	\$	3,363,899

Notes To Consolidated Financial Statements (Continued)

# 11. Contributions And Grants

Contributions and grants consist of:

	 2015	2014
Foundations		
Anthem Foundation	\$ 1,749,090	\$ 
AstraZenca Foundation	_	223,501
AT&T Foundation	_	600,000
BJH Foundation	125,000	125,000
Blue Cross Blue Shield	50,000	
Doris Wolff Irrevocable Trust	_	500,000
May and Stanley Smith Charitable Trust	300,000	300,000
Missouri Foundation for Health	268,718	_
Monsanto	50,000	50,000
Nina Mason Pulliam Charitable Trust	75,000	75,000
National Council on Aging - Bristol Myers		
Squibb Foundation	104,140	132,888
United HealthCare Services	50,000	
Wells Fargo Advisors	25,000	50,000
Others	317,903	367,745
	3,114,851	2,424,134
Corporate		
BJC Healthcare	400,000	400,000
Emerson	100,000	200,000
Others	179,206	146,589
	679,206	746,589
Private		
Individuals	304,351	301,493
Charitable gift annuity (Note 9)		9,806
Charles of the annually (17000 0)	304,351	311,299
	331,331	311,230
	\$ 4,098,408	\$ 3,482,022

Notes To Consolidated Financial Statements (Continued)

#### 12. In-Kind Contributions

In-kind contributions consist of:

	201	5 2014
Facilities rent	\$ 1,213,75	
Instructors and consultants	135,03	9 117,353
iPads	_	- 147,900
Other	66,07	8 126,649
	\$ 1,414,87	1 \$ 1,560,567

#### 13. Commitments

OASIS leases office and facility space, as well as equipment, under various noncancellable leases expiring at various dates through 2019. Certain leases may be renewed for additional periods. Total lease expense was \$196,319 and \$176,246 in 2015 and 2014, respectively.

The future minimum rental commitments required under the leases at December 31, 2015 are as follows:

Year	Amount
2016	\$ 163,904
2017	125,629
2018	114,569
2019	48,461
	\$ 452,563

# 14. Contingencies

OASIS is subject to claims and lawsuits that arise primarily in the ordinary course of operations. It is the opinion of management that the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the financial position, results of operations and cash flows of OASIS.



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#### **Independent Auditors' Report On Supplementary Information**

Board of Directors The OASIS Institute St. Louis, Missouri

We have audited the consolidated financial statements of The OASIS Institute and Supporting Organizations as of and for the years ended December 31, 2015 and 2014, and our report thereon dated May 5, 2016 which expressed an unmodified opinion on those consolidated financial statements, appears on pages 1 and 2. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position and activities, which are the responsibility of management, are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

May 5, 2016

KulinBrown LLP



# CONSOLIDATING STATEMENT OF FINANCIAL POSITION December 31, 2015

Assets

	The				Pacific		San		San				
	Institute	Albuquerque	Indianapolis		Region		Antonio		Diego		Tucson	Eliminations	Total
Cash and cash equivalents	\$ 1,184,790	\$ 119,392	\$ 109,875	\$	33,040	\$	6,993	\$	259,708	\$	34,262	\$ - \$	1,748,060
Accounts receivable	23,077	·	·		´ —	·	36,868		14,230	·	_	(3,397)	70,778
Due from vendor	20,022	_	_		_		_		_		_	_	20,022
Grants receivable	40,587	_	_		42,118		_		38,109		_	(23,109)	97,705
Promises to give - short term	1,404,930	50,000	_		_		_		_		_	_	1,454,930
Due from OASIS/OASIS Programs	85,551	80,128	13,451		92,056		_		67,599		5,243	(330,013)	14,015
Prepaid expenses and other assets	16,140	8,866	13,703		9,387		2,125		7,079		_	_	57,300
Investments	2,178,464	_	_		_		_		356,711		_	_	2,535,175
Promises to give - long term	125,194	_	_		_		_		_		_	_	125,194
Furniture, equipment and leasehold improvements (net of													
accumulated depreciation and amortization of \$892,194)	94,195	65,979	4,801		16,497		31,086		32,839		_		245,397
Total Assets	\$ 5,172,950	\$ 324,365	\$ 141,830	\$	193,098	\$	77,072	\$	776,275	\$	39,505	\$ (356,519) \$	6,368,576
		Liak	oilities And Net A	ssets									
Liabilities													
Current maturities of capital lease	4		4	4	F 00.4	Φ		•		4			F 00.4
obligations	\$	\$ —	\$	\$	5,924	\$		\$		\$	_	\$ - \$	5,924
Accounts payable and accrued expenses	178,735	13,169	34,043		22,237		18,843		47,764		_	(10,290)	304,501
Deferred program revenue	220		2,184		11,759		_		_			(0.46.000)	14,163
Due to OASIS/OASIS Programs Due to BJH	376,047 339,030	270	11,395		9,696		_		_		39,505	(346,229)	90,684
Capital lease obligations - long term	339,030		_		10,934				_		_	_	339,030 10,934
Annuity payable	_	17,153	<del>-</del>		10,954		_		_		_	_ _	17,153
Total Liabilities	894,032	30,592	47,622		60,550		18,843		47,764		39,505	(356,519)	782,389
			,		,		20,020		-1,100			(000,020)	
Net Assets													
Unrestricted	2,050,861	178,595	30,419		417		27,319		689,535		_	_	2,977,146
Temporarily restricted	2,228,057	115,178	63,789		132,131		30,910		38,976			_	2,609,041
Total Net Assets	4,278,918	293,773	94,208		132,548		58,229		728,511				5,586,187
Total Liabilities And Net Assets	\$ 5,172,950	\$ 324,365	\$ 141,830	\$	193,098	\$	77,072	\$	776,275	\$	39,505	\$ (356,519) \$	6,368,576

# CONSOLIDATING STATEMENT OF FINANCIAL POSITION December 31, 2014

Assets

	The Institute	Albu	querque	Indi	anapolis	Pacific Region	San Antonio	San Diego		Eliminations	 Total
Cash and cash equivalents	\$ 1,007,867	\$	107,751	\$	54,312	3 40,314	\$ 4,941	\$ 140,932	\$ 40,620	\$ —	\$ 1,396,737
Accounts receivable	5,557		_		_	_	27,564	10,500	_	_	43,621
Grants receivable	22,431		_		_	53,117	_	_	_	_	75,548
Promises to give - short term	1,801,627		4,507		_	_	_	_	_	_	1,806,134
Due from OASIS/OASIS Programs	52,907		28,603		38,267	24,268	8,609	25,752	85	(173,890)	4,601
Prepaid expenses and other assets	21,486		6,862		13,111	8,088	3,175	20,207	1,462	_	74,391
Investments	2,680,445		_		_	_	_	468,791		_	3,149,236
Furniture, equipment and leasehold improvements (net of											
accumulated depreciation and amortization of \$821,481)	105,479		73,019		7,885	22,268	38,209	33,517	1,597		 281,974
Total Assets	\$ 5,697,799	\$	220,742	\$	113,575	148,055	\$ 82,498	\$ 699,699	\$ 43,764	\$ (173,890)	\$ 6,832,242
			Liabilit	ies And	l Net Assets	3					
Liabilities											
Current maturities of capital lease											
obligations	\$ —	\$	_	\$	_ 5	5,924	\$ —	\$ —	* * —	\$ —	\$ 5,924
Accounts payable and accrued expenses	124,180		11,339		27,670	20,500	28,574	33,209	_	(11,952)	233,520
Deferred program revenue	3,645		_		704	_	_	_	_	_	4,349
Due to OASIS/OASIS Programs	194,577		_		3,340	30,801	_	_	2,314	(161,938)	69,094
Due to BJH	341,109		_		_	_	_	_	_	_	341,109
Capital lease obligations - long term	_		_		_	16,401	_	_	_	_	16,401
Annuity payable			15,194		_			_			15,194
Total Liabilities	663,511		26,533		31,714	73,626	28,574	33,209	2,314	(173,890)	 685,591
Net Assets											
Unrestricted	3,022,430		180,143		3,939	(6,441)	23,924	657,849	583	_	3,882,427
Temporarily restricted	2,011,858		14,066		77,922	80,870	30,000	8,641	40,867		2,264,224
Total Net Assets	5,034,288		194,209		81,861	74,429	53,924	666,490	41,450		6,146,651
Total Liabilities And Net Assets	\$ 5,697,799	\$	220,742	\$	113,575	148,055	\$ 82,498	\$ 699,699	\$ 43,764	\$ (173,890)	\$ 6,832,242

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 1 Of 4

		The Institute		A	Albuquerque			Indianapolis	
		Temporarily			Temporarily		`	Temporarily	
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
Public Support									
Contributions and grants	\$ 2,081,445	\$ 1,474,334	\$ 3,555,779	\$ 80,399	\$ 115,178 \$	195,577	\$ 264,332	\$ 55,221	\$ 319,553
Government grants	296,017	_	296,017	_	_	_	_	_	_
In-kind contributions	310,888	_	310,888	13,127	_	13,127	262,878	_	262,878
Total Public Support	2,688,350	1,474,334	4,162,684	93,526	115,178	208,704	527,210	55,221	582,431
Revenues And Gains (Losses)									
Program revenue	262,694	_	262,694	283,031	_	283,031	211,352	_	211,352
Partner revenue	52,679	_	52,679	_	_	_	_	_	_
Fee revenue	106,867	_	106,867	_	_	_	_	_	_
Interest and dividends	53,146	_	53,146	_	_	_	_	_	_
Realized gains on investments	2,858	_	2,858	_	_	_	_	_	_
Unrealized losses on investments	(25,072)	_	(25,072)	_	_	_	_	_	_
Change in fair value of charitable gift annuity	_	_	_	(3,330)	_	(3,330)	_	_	_
Other	_	_	_	2,749	_	2,749	69	_	69
Total Revenues And Gains (Losses)	453,172	_	453,172	282,450	_	282,450	211,421	_	211,421
Total Public Support, Revenues And Gains (Losses)	3,141,522	1,474,334	4,615,856	375,976	115,178	491,154	738,631	55,221	793,852
Net Assets Released From Restrictions	1,258,135	(1,258,135)		14,066	(14,066)		69,354	(69,354)	
Total Support, Revenues And Gains (Losses)	4,399,657	216,199	4,615,856	390,042	101,112	491,154	807,985	(14,133)	793,852
Expenses									
Program services:									
Education	519,946	_	519,946	170,116	_	170,116	158,744	_	158,744
Health	2,385,600	_	2,385,600	11,439	_	11,439	327,768	_	327,768
Technology	547,385	_	547,385	_	_	_	13,420	_	13,420
Volunteer service	596,433	_	596,433	110,915	_	110,915	138,633	_	138,633
Total Program Services	4,049,364	_	4,049,364	292,470	_	292,470	638,565	_	638,565
Supporting activities:									
General and administrative	943,761	_	943,761	70,000	_	70,000	99,531	_	99,531
Fundraising	378,101	_	378,101	29,120	_	29,120	43,409	_	43,409
Total Expenses	5,371,226	_	5,371,226	391,590	_	391,590	781,505	_	781,505
Increase (Decrease) In Net Assets	(971,569)	216,199	(755,370)	(1,548)	101,112	99,564	26,480	(14,133)	12,347
Net Assets - Beginning Of Year	3,022,430	2,011,858	5,034,288	180,143	14,066	194,209	3,939	77,922	81,861
Net Assets - End Of Year	\$ 2,050,861	\$ 2,228,057	\$ 4,278,918	\$ 178,595	\$ 115,178 \$	293,773	\$ 30,419	\$ 63,789	\$ 94,208

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 2 Of 4

		Pacific Region			San Antonio			San Diego	
		Temporarily			Temporarily			Temporarily	
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
Public Support									
Contributions and grants	\$ 179,518	\$ 88,637	\$ 268,155	\$ 89,139	\$ 111,000	\$ 200,139	\$ 210,764	\$ 150,461	\$ 361,225
Government grants	88,868	_	88,868	116,499	_	116,499	47,000	_	47,000
In-kind contributions	374,886	_	374,886	180,266	_	180,266	272,826	_	272,826
Total Public Support	643,272	88,637	731,909	385,904	111,000	496,904	530,590	150,461	681,051
Revenues And Gains (Losses)									
Program revenue	163,021	_	163,021	103,299	_	103,299	542,313	_	542,313
Partner revenue	_	_	_	_	_	_	_	_	_
Fee revenue	_	_	_	_	_	_	_	_	_
Interest and dividends	_	_	_	9	_	9	18,864	_	18,864
Realized gains on investments	_	_	_	_	_	_	_	_	_
Unrealized losses on investments	_	_	_	_	_	_	(15,806)	_	(15,806)
Change in fair value of charitable gift annuity	_	_	_	_	_	_	_	_	_
Other	_	_	_	8,800	_	8,800	_	_	_
Total Revenues And Gains (Losses)	163,021	_	163,021	112,108	_	112,108	545,371	_	545,371
Total Public Support, Revenues And Gains (Losses)	806,293	88,637	894,930	498,012	111,000	609,012	1,075,961	150,461	1,226,422
Net Assets Released From Restrictions	37,376	(37,376)		110,090	(110,090)	_	120,126	(120,126)	
Total Support, Revenues And Gains (Losses)	843,669	51,261	894,930	608,102	910	609,012	1,196,087	30,335	1,226,422
Expenses									
Program services:									
Education	199,638	_	199,638	177,982	_	177,982	453,218	_	453,218
Health	414,414	_	414,414	187,083	_	187,083	270,991	_	270,991
Technology	22,250	_	22,250	151,641	_	151,641	70,388	_	70,388
Volunteer service	78,307	_	78,307	30,175	_	30,175	141,138	_	141,138
Total Program Services	714,609	_	714,609	546,881	_	546,881	935,735	_	935,735
Supporting activities:									
General and administrative	90,132	_	90,132	57,826	_	57,826	125,170	_	125,170
Fundraising	32,070	_	32,070	_	_	_	103,496	_	103,496
Total Expenses	836,811	_	836,811	604,707	_	604,707	1,164,401	_	1,164,401
Increase (Decrease) In Net Assets	6,858	51,261	58,119	3,395	910	4,305	31,686	30,335	62,021
Net Assets - Beginning Of Year	(6,441)	80,870	74,429	23,924	30,000	53,924	657,849	8,641	666,490
Net Assets - End Of Year	\$ 417	\$ 132,131	\$ 132,548	\$ 27,319	\$ 30,910	\$ 58,229	\$ 689,535	\$ 38,976	\$ 728,511

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 3 Of 4

		Tucson			Subtotal					
		Temporarily			Temporarily					
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total				
Public Support										
Contributions and grants	\$ 5,243	\$ (39,506)	\$ (34,263)	\$ 2,910,840	\$ 1,955,325	\$ 4,866,165				
Government grants	_	_	_	548,384	_	548,384				
In-kind contributions	_	_	_	1,414,871	_	1,414,871				
Total Public Support	5,243	(39,506)	(34,263)	4,874,095	1,955,325	6,829,420				
Revenues And Gains (Losses)										
Program revenue	_	_	_	1,565,710	_	1,565,710				
Partner revenue	_	_	_	52,679	_	52,679				
Fee revenue	_	_	_	106,867	_	106,867				
Interest and dividends	_	_	_	72,019	_	72,019				
Realized gains on investments	_	_	_	2,858	_	2,858				
Unrealized losses on investments	_	_	_	(40,878)	_	(40,878				
Change in fair value of charitable gift annuity	_	_	_	(3,330)	_	(3,330				
Other	(615)	_	(615)	11,003	_	11,003				
Total Revenues And Gains (Losses)	(615)	_	(615)	1,766,928	_	1,766,928				
Total Public Support, Revenues And Gains (Losses)	4,628	(39,506)	(34,878)	6,641,023	1,955,325	8,596,348				
Net Assets Released From Restrictions	1,361	(1,361	_	1,610,508	(1,610,508)	_				
Total Support, Revenues And Gains (Losses)	5,989	(40,867	(34,878)	8,251,531	344,817	8,596,348				
Expenses										
Program services:										
Education	_	_	_	1,679,644	_	1,679,644				
Health	_	_	_	3,597,295	_	3,597,295				
Technology	_	_	_	805,084	_	805,084				
Volunteer service	_	_	_	1,095,601	_	1,095,601				
Total Program Services	_	_	_	7,177,624	_	7,177,624				
Supporting activities:										
General and administrative	6,572	_	6,572	1,392,992	_	1,392,992				
Fundraising	_	_	_	586,196	_	586,196				
Total Expenses	6,572	_	6,572	9,156,812	_	9,156,812				
Increase (Decrease) In Net Assets	(583)	(40,867)	(41,450)	(905,281)	344,817	(560,464				
Net Assets - Beginning Of Year	583	40,867	41,450	3,882,427	2,264,224	6,146,651				
Net Assets - End Of Year	\$ —	\$ —	\$ —	\$ 2,977,146	\$ 2,609,041	\$ 5,586,187				

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 4 Of 4

		Eliminations		Total					
		Temporarily			Temporarily				
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total			
Public Support									
Contributions and grants	\$ (767,757)	\$ —	\$ (767,757)	\$ 2,143,083	\$ 1,955,325	\$ 4,098,408			
Government grants	_	_	_	548,384	_	548,384			
In-kind contributions	_	_	_	1,414,871	_	1,414,871			
Total Public Support	(767,757)		(767,757)	4,106,338	1,955,325	6,061,663			
Revenues And Gains (Losses)									
Program revenue	(1,540)	_	(1,540)	1,564,170	_	1,564,170			
Partner revenue	_	_	_	52,679	_	52,679			
Fee revenue	(62,275)	_	(62,275)	44,592	_	44,592			
Interest and dividends	_	_	_	72,019	_	72,019			
Realized gains on investments	_	_	_	2,858	_	2,858			
Unrealized losses on investments	<del>-</del>	_	_	(40,878)	_	(40,878)			
Change in fair value of charitable gift annuity	_	_	_	(3,330)	_	(3,330)			
Other	<u> </u>	_	_	11,003	_	11,003			
Total Revenues And Gains (Losses)	(63,815)		(63,815)	1,703,113		1,703,113			
Total Public Support, Revenues And Gains (Losses)	(831,572)	_	(831,572)	5,809,451	1,955,325	7,764,776			
Net Assets Released From Restrictions				1,610,508	(1,610,508)				
Total Support, Revenues And Gains (Losses)	(831,572)	_	(831,572)	7,419,959	344,817	7,764,776			
Expenses									
Program services:									
Education	(60,191)	_	(60,191)	1,619,453	_	1,619,453			
Health	(560,636)	_	(560,636)	3,036,659	_	3,036,659			
Technology	(76,784)	_	(76,784)	728,300	_	728,300			
Volunteer service	(73,561)	_	(73,561)	1,022,040	_	1,022,040			
Total Program Services	(771,172)	_	(771,172)	6,406,452	_	6,406,452			
Supporting activities:									
General and administrative	(60,400)	_	(60,400)	1,332,592	_	1,332,592			
Fundraising	_	_	_	586,196	_	586,196			
Total Expenses	(831,572)	_	(831,572)	8,325,240	_	8,325,240			
Increase (Decrease) In Net Assets	_	_	_	(905,281)	344,817	(560,464)			
Net Assets - Beginning Of Year		_	_	3,882,427	2,264,224	6,146,651			
Net Assets - End Of Year	\$ —	\$ —	\$ —	\$ 2,977,146	\$ 2,609,041	\$ 5,586,187			

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 1 Of 4 For The Year Ended December 31, 2014

	The Institute				Albuquerque		Indianapolis			
		Temporarily			Temporarily		,	<b>Femporarily</b>		
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	
Public Support										
Contributions and grants	\$ 1,481,636	\$ 1,431,962	\$ 2,913,598	\$ 108,553	\$ 12,570	\$ 121,123	\$ 318,123	\$ 70,122	\$ 388,245	
Government grants	120,717	_	120,717	_	_	_	_	_	_	
In-kind contributions	417,793	_	417,793	16,698	_	16,698	277,406	_	277,406	
Total Public Support	2,020,146	1,431,962	3,452,108	125,251	12,570	137,821	595,529	70,122	665,651	
Revenues And Gains										
Program revenue	251,504	_	251,504	247,265	_	247,265	237,577	_	237,577	
Fee revenue	92,293	_	92,293	_	_	_	_	_	_	
Interest and dividends	48,355	_	48,355	32	_	32	_	_	_	
Realized gains on investments	4,740	_	4,740	_	_	_	_	_	_	
Unrealized gains on investments	145,583	_	145,583	_	_	_	_	_	_	
Other	_	_		380	_	380	_	_		
Total Revenues And Gains	542,475		542,475	247,677		247,677	237,577		237,577	
Total Public Support, Revenues And Gains	2,562,621	1,431,962	3,994,583	372,928	12,570	385,498	833,106	70,122	903,228	
Net Assets Released From Restrictions	2,993,593	(2,993,593)	_	22,355	(22,355)		35,781	(35,781)		
Total Support, Revenues And Gains	5,556,214	(1,561,631)	3,994,583	395,283	(9,785)	385,498	868,887	34,341	903,228	
Expenses										
Program services:										
Education	465,716	_	465,716	169,710	_	169,710	230,853	_	230,853	
Health	2,183,518	_	2,183,518	12,052	_	12,052	359,767	_	359,767	
Technology	632,602	_	632,602	_	_	_	29,115	_	29,115	
Volunteer service	674,713	_	674,713	101,338	_	101,338	89,157	_	89,157	
Total Program Services	3,956,549	_	3,956,549	283,100	_	283,100	708,892	_	708,892	
Supporting activities:										
General and administrative	804,925	_	804,925	70,228	_	70,228	111,381	_	111,381	
Fundraising	389,966	_	389,966	27,177		27,177	43,738	_	43,738	
Total Expenses	5,151,440		5,151,440	380,505		380,505	864,011		864,011	
Increase (Decrease) In Net Assets	404,774	(1,561,631)	(1,156,857)	14,778	(9,785)	4,993	4,876	34,341	39,217	
Net Assets - Beginning Of Year	2,617,656	3,573,489	6,191,145	165,365	23,851	189,216	(937)	43,581	42,644	
Net Assets - End Of Year	\$ 3,022,430	\$ 2,011,858	\$ 5,034,288	\$ 180,143	\$ 14,066	\$ 194,209	\$ 3,939	\$ 77,922	\$ 81,861	

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 2 Of 4

		Pacific Region			Pittsburgh			San Antonio	
		Temporarily		,	Temporarily			Temporarily	
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total
Public Support									
Contributions and grants	\$ 231,513	\$ 79,936	\$ 311,449	\$ —	\$ —	\$ —	\$ 11,283	\$ 166,977	\$ 178,260
Government grants	99,910	_	99,910	_	_	_	91,799	_	91,799
In-kind contributions	434,639		434,639			_	160,365		160,365
Total Public Support	766,062	79,936	845,998				263,447	166,977	430,424
Revenues And Gains									
Program revenue	166,182	_	166,182	_	_	_	124,614	_	124,614
Fee revenue	_	_	_	_	_	_	_	_	_
Interest and dividends	_	_	_	_	_	_	10	_	10
Realized gains on investments	_	_	_	_	_	_	_	_	_
Unrealized gains on investments	_	_	_	_	_	_	_	_	_
Other	_			89	_	89	1,717		1,717
Total Revenues And Gains	166,182		166,182	89		89	126,341		126,341
Total Public Support, Revenues And Gains	932,244	79,936	1,012,180	89	_	89	389,788	166,977	556,765
Net Assets Released From Restrictions	59,068	(59,068)		1,332	(1,332)	_	143,977	(143,977)	
Total Support, Revenues And Gains	991,312	20,868	1,012,180	1,421	(1,332)	89	533,765	23,000	556,765
Expenses									
Program services:									
Education	252,018	_	252,018	_	_	_	136,461	_	136,461
Health	323,643	_	323,643	_	_	_	181,036	_	181,036
Technology	38,311	_	38,311	_	_	_	105,792	_	105,792
Volunteer service	156,756	_	156,756	1,864	_	1,864	51,717	_	51,717
Total Program Services	770,728	_	770,728	1,864	_	1,864	475,006	_	475,006
Supporting activities:									
General and administrative	159,414	_	159,414	1,122	_	1,122	100,057	_	100,057
Fundraising	72,681		72,681	_	_			_	_
Total Expenses	1,002,823		1,002,823	2,986	_	2,986	575,063	_	575,063
Increase (Decrease) In Net Assets	(11,511)	20,868	9,357	(1,565)	(1,332)	(2,897)	(41,298)	23,000	(18,298
Net Assets - Beginning Of Year	5,070	60,002	65,072	1,565	1,332	2,897	65,222	7,000	72,222
Net Assets - End Of Year	\$ (6,441)	\$ 80,870	\$ 74,429	\$ —	\$ —	s —	\$ 23,924	\$ 30,000	\$ 53,924

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 3 Of 4 For The Year Ended December 31, 2014

#### San Diego Subtotal Tucson Temporarily Temporarily Temporarily Unrestricted Restricted Total Unrestricted Restricted Total Unrestricted Restricted Total **Public Support** \$ 119,285 \$ 111,860 231,145 4,318 \$ 40,767 45,085 \$ 2,274,711 \$ 1,914,194 Contributions and grants \$ 4,188,905 Government grants 33,000 33,000 1,380 1,380 346,806 346,806 5,232 In-kind contributions 272,945 272,945 5,232 1,585,078 1,585,078 **Total Public Support** 6,120,789 425,230 111.860 537,090 10.930 40.767 51.697 4.206,595 1.914.194 **Revenues And Gains** Program revenue 536,844 536,844 1,563,986 1,563,986 Fee revenue 92,293 92.293 Interest and dividends 64,393 15,996 15,996 64,393 Realized gains on investments 4,740 4,740 Unrealized gains on investments 145,583 145,583 Other 55 55 2.241 2.241 **Total Revenues And Gains** 55 1,873,236 552,840 552,840 55 1,873,236 Total Public Support, Revenues And Gains 978,070 10,985 51,752 6,079,831 111,860 1.089,930 40,767 1,914,194 7,994,025 **Net Assets Released From Restrictions** 105,945 (105,945)1,848 (1.848)3,363,899 (3,363,899)Total Support, Revenues And Gains 1,084,015 5,915 1.089,930 12,833 38,919 51,752 9,443,730 (1,449,705)7,994,025 Expenses Program services: Education 299,294 299,294 1,554,052 1,554,052 Health 284,528 284,528 4,328 4,328 3,348,872 3,348,872 Technology 77,460 77,460 883,280 883,280 Volunteer service 207,990 207,990 8.971 8.971 1.292,506 1.292,506 Total Program Services 869,272 869,272 13,299 13,299 7,078,710 7,078,710 Supporting activities: General and administrative 161,028 161,028 3,931 3,931 1,412,086 1,412,086 Fundraising 121.513 121.513 655,075 655,075 **Total Expenses** 1.151.813 1.151.813 17.230 17.230 9.145.871 9.145.871 Increase (Decrease) In Net Assets (67,798)5,915 (61,883)(4,397)38,919 34,522 297,859 (1,449,705)(1,151,846)Net Assets - Beginning Of Year 725,647 2,726 728,373 4.980 1,948 6.928 3,584,568 3,713,929 7,298,497 Net Assets - End Of Year 2.264.224 657.849 666,490 \$ 40,867 41.450 \$ 3,882,427 \$ 6,146,651 8.641

# CONSOLIDATING STATEMENT OF ACTIVITIES Page 4 Of 4 For The Year Ended December 31, 2014

	E	liminations		Total				
		Temporarily	, .		Temporarily			
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total		
Public Support								
Contributions and grants	\$ (706,883)	\$ —	\$ (706,883)	\$ 1,567,828	\$ 1,914,194	\$ 3,482,022		
Government grants	_	_	_	346,806	_	346,806		
In-kind contributions	(24,511)	_	(24,511)	1,560,567	_	1,560,567		
Total Public Support	(731,394)		(731,394)	3,475,201	1,914,194	5,389,395		
Revenues And Gains								
Program revenue	(2,970)	_	(2,970)	1,561,016	_	1,561,016		
Fee revenue	(57,175)	_	(57,175)	35,118	_	35,118		
Interest and dividends	_	_	_	64,393	_	64,393		
Realized gains on investments	_	_	_	4,740	_	4,740		
Unrealized gains on investments	_	_	_	145,583	_	145,583		
Other	_	_	_	2,241	_	2,241		
Total Revenues And Gains	(60,145)		(60,145)	1,813,091		1,813,091		
Total Public Support, Revenues And Gains	(791,539)	_	(791,539)	5,288,292	1,914,194	7,202,486		
Net Assets Released From Restrictions				3,363,899	(3,363,899)			
Total Support, Revenues And Gains	(791,539)	_	(791,539)	8,652,191	(1,449,705)	7,202,486		
Expenses								
Program services:								
Education	(33,770)	_	(33,770)	1,520,282	_	1,520,282		
Health	(515,902)	_	(515,902)	2,832,970	_	2,832,970		
Technology	(69,508)	_	(69,508)	813,772	_	813,772		
Volunteer service	(58,459)	_	(58,459)	1,234,047	_	1,234,047		
Total Program Services	(677,639)	_	(677,639)	6,401,071	_	6,401,071		
Supporting activities:								
General and administrative	(113,900)	_	(113,900)	1,298,186	_	1,298,186		
Fundraising	<u> </u>		_	655,075		655,075		
Total Expenses	(791,539)		(791,539)	8,354,332		8,354,332		
Increase (Decrease) In Net Assets	_	_	_	297,859	(1,449,705)	(1,151,846)		
Net Assets - Beginning Of Year				3,584,568	3,713,929	7,298,497		
Net Assets - End Of Year	\$ —	\$ —	\$ —	\$ 3,882,427	\$ 2,264,224	\$ 6,146,651		