**Financial Statements** 

June 30, 2021



#### **Independent Auditors' Report**

# Board of Directors Service Program for Older People, Inc.

We have audited the accompanying financial statements of Service Program for Older People, Inc. ("SPOP") which comprise the statement of financial position as of June 30, 2021, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

# Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

**Board of Directors Service Program for Older People, Inc.** 

Page 2

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Service Program for Older People, Inc. as of June 30, 2021 the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

# Report on Summarized Comparative Information

PKF O'Connor Davies, LLP

We have previously audited Service Program for Older People, Inc.'s 2020 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 10, 2020. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2020 is consistent, in all material respects, with the audited financial statements from which it has been derived.

November 30, 2021

# Statement of Financial Position June 30, 2021 (with comparative amounts at June 30, 2020)

	2021	2020
ASSETS		
Cash and cash equivalents	\$ 2,742,153	\$ 1,980,571
Accounts receivable	463,992	582,537
Pledges receivable	14,000	-
Prepaid expenses	44,603	37,610
Prepaid rent	86,377	98,921
Investments (see note 5)	866,048	854,661
Security deposit	60,849	60,849
Property, plant and equipment, net	40,507	54,395
	\$ 4,318,529	\$ 3,669,544
LIABILITIES AND NET ASSETS Liabilities		
Accrued expenses	\$ 180,039	\$ 175,370
Paycheck Protection Program loan	· -	607,300
Deferred rent expense	128,688	117,039
Due to third party reimbursers	<u>-</u> _	113,530
Total Liabilities	308,727	1,013,239
Net Assets		
Without Donor Restriction		
Undesignated	2,851,248	1,269,137
Board designated	<u>858,554</u>	847,168
-	3,709,802	2,116,305
With donor restriction	300,000	540,000
Total Net Assets	4,009,802	2,656,305
	<u>\$ 4,318,529</u>	\$ 3,669,544

# Statement of Activities Year Ended June 30, 2021 (with summarized totals for the year ended June 30, 2020)

	Without Donor With Donor 2021 Restriction Restriction Total				2020 Total
REVENUE AND SUPPORT					
Program revenues	\$ 4,415,480	\$	-	\$ 4,415,480	\$ 4,130,521
Contributions	161,063		841,125	1,002,188	1,333,792
Interest income	11,386		-	11,386	26,507
Paycheck Protection Program loan					
forgiveness	607,300		-	607,300	-
Other income	213,975		-	213,975	225,735
Net assets released from restrictions	 1,081,125	(	1,081,12 <u>5</u> )		
Total Revenue and Support	 6,490,329		(240,000)	6,250,329	5,716,555
EXPENSES					
Program services	4,165,163		-	4,165,163	3,870,079
General and administrative	633,193		-	633,193	608,759
Fundraising	 98,476		<u> </u>	98,476	102,779
Total Expenses	 4,896,832		<u> </u>	4,896,832	4,581,617
Change in Net Assets	1,593,497		(240,000)	1,353,497	1,134,938
NET ASSETS			<b>5</b> 40.000	0.050.005	4 504 005
Beginning of year	 2,116,305		540,000	2,656,305	1,521,367
End of year	\$ 3,709,802	\$	300,000	\$ 4,009,802	\$ 2,656,305

# Statement of Functional Expenses Year Ended June 30, 2021 (with summarized totals for the year ended June 30, 2020)

		Program Services					Services		
	PROS	DFTA Thrive	Clinic	Geriatric Mental Health Initiative	Total Program Services	General and Administrative	Fundraising	2021 Total	2020 Total
Salaries	\$ 388,598	\$ 420,313	\$ 1,776,118	\$ 64,451	\$2,649,480	\$ 338,997	\$ 80,308	\$ 3,068,785	\$ 2,800,849
Payroll taxes and fringe benefits	93,334	125,272	435,487	16,757	670,850	66,161	15,673	752,684	668,044
Professional fees	-	-	-	-	-	23,800	-	23,800	35,750
Consultants	-	400	-	-	400	26,180	-	26,580	66,422
Food	8,731	-	-	-	8,731	222	-	8,953	29,034
Communications	16,045	9,921	32,708	-	58,674	27,473	-	86,147	64,660
Rent	151,198	8,888	213,056	-	373,142	73,397	-	446,539	459,697
Insurance	5,245	6,895	17,346	-	29,486	9,554	-	39,040	40,449
Utilities	24,753	2,200	1,555	-	28,508	4,892	-	33,400	38,397
Printing and postage	266	174	1,262	-	1,702	3,693	-	5,395	7,382
Program supplies	1,344	-	-	-	1,344	-	-	1,344	1,610
Office supplies	1,534	548	3,302	-	5,384	7,656	-	13,040	19,999
Travel	444	-	30	-	474	3,693	-	4,167	3,915
Repairs and maintenance	19,850	-	-	-	19,850	1,900	-	21,750	11,725
Service contracts	28,391	21,403	63,480	-	113,274	8,570	-	121,844	138,954
Dues and subscriptions	5,111	275	9,295	-	14,681	4,926	-	19,607	14,864
Advertising	409	548	6,314	-	7,271	5,220	-	12,491	6,008
Technology	10,493	11,701	47,413	-	69,607	8,390	-	77,997	89,078
Bad debt expense	2,554	-	91,270	-	93,824	-	-	93,824	50,385
Payroll	932	1,119	4,548	-	6,599	995	-	7,594	7,036
Other	1,120	-	3,359	-	4,479	10,989	2,495	17,963	26,202
Depreciation	<del>_</del>	<del>-</del>	7,403	<del>-</del>	7,403	6,485	<del>-</del>	13,888	1,157
Total Expenses	\$ 760,352	\$ 609,657	\$ 2,713,946	\$ 81,208	\$4,165,163	\$ 633,193	\$ 98,476	\$4,896,832	\$ 4,581,617

# Statement of Cash Flows Year Ended June 30, 2021 (with comparative amounts for the year ended June 30, 2020)

		2021		2020
CASH FLOWS FROM OPERATING ACTIVITIES		_		_
Change in net assets	\$	1,353,497	\$	1,134,938
Adjustments to reconcile change in net assets				
to net cash from operating activities Depreciation		13,888		1,157
Paycheck Protection Program loan forgiveness		(607,300)		1,137
Bad debt expense		93,824		50,385
Deferred rent		11,649		18,810
Changes in operating assets and liabilities		,		-,-
Accounts receivable		24,721		(134,775)
Pledges receivable		(14,000)		60,000
Prepaid expenses		(6,993)		25,604
Prepaid rent		12,544		12,203
Accrued expenses		4,669		5,749
Due to third party reimbursers	_	(113,530)		
Net Cash from Operating Activities	_	772,969		1,174,071
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of property, plant and equipment		_		(55,552)
Purchases of investments		(284,000)		(724,000)
Proceeds from sale of investments		662,000		645,000
Net change from money market activities		(389,387)		36,944
Net Cash from Investing Activities		(11,387)		(97,608)
-				
CASH FLOWS FROM FINANCING ACTIVITIES				
Paycheck Protection Program loan proceeds		_		607,300
Net Change in Cash and Cash Equivalents		761,582		1,683,763
CASH AND CASH EQUIVALENTS				
Beginning of year		1,980,571		296,808
beginning or year		1,900,571		290,000
End of year	\$	2,742,153	\$	1,980,571
-	<u></u>	<u> </u>		<u> </u>
NON-CASH FINANCING ACTIVITIES				
Forgiveness of Paycheck Protection Program Ioan	<u>\$</u>	607,300	\$	

Notes to Financial Statements June 30, 2021

#### 1. Organization and Tax Status

Service Program for Older People, Inc. (SPOP) is a community-based non-profit organization incorporated in 1979, dedicated to serving the needs of older adults in Manhattan. SPOP's mission is to enhance the quality of life for older adults and to foster their independent living through the delivery of comprehensive mental health and supportive services, advocacy and education.

SPOP is exempt from taxes under Section 501(c)(3) of the Internal Revenue Code and is a publicly supported organization as described in Section 509(a).

# 2. Summary of Significant Accounting Policies

#### Basis of Presentation and Use of Estimates

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (US GAAP), which 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 the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

#### Net Asset Presentation

The financial statements report amounts separately by class of net assets based on the presence or absence of donor-imposed restrictions. Amounts without donor restriction are those currently available at the discretion of SPOP for use in its programs and operations. Amounts with donor restriction that are temporary in nature are those which are subject to donor-imposed restrictions that will be met either by actions of SPOP or the passage of time. Amounts with donor restrictions that are permanently restricted in nature are those subject to donor-imposed restrictions that they be maintained permanently by SPOP. All contributions are considered without donor restriction unless specifically restricted by the donor or subject to other legal restrictions.

#### Cash and Cash Equivalents

For financial statement reporting purposes, cash equivalents include money market funds and other similar investments with a maturity of three months or less at the time of purchase unless held as part of the investing strategies of SPOP.

#### Pledges Receivable

Pledges receivable include unconditional promises to give. As of June 30, 2021, all pledges are due in one year and deemed collectible by management.

Notes to Financial Statements
June 30, 2021

#### 2. Summary of Significant Accounting Policies (continued)

#### Allowance for Uncollectible Accounts Receivable

An allowance for uncollectible receivable is estimated based on a combination of collection history, aging analysis and specific known troubled accounts. At June 30, 2021, SPOP believes all receivables are fully collectible.

#### Investment Valuations

Investments consist of certificates of deposits and money market funds which are stated at cost plus accrued interest, which approximates fair value.

#### Investment Income Recognition

Purchases and sales of securities are recorded on a trade-date basis. Interest income is recorded on the accrual basis.

#### Property, Plant and Equipment

Furniture and equipment with a cost of more than \$1,000 are stated at cost and depreciated using the straight-line method over their useful lives, estimated to be three to ten years. Leasehold improvements with a cost of more than \$2,500 are stated at cost and depreciated using the straight-line method over the term of the lease or the life of the asset, whichever is shorter. Property and equipment purchased through government contracts that remain the property of the funding source or where it is probable that the item will revert back to the grantor are expensed in the year of purchase.

#### Accounts Receivable, Revenue and Due to Third Party Reimbursers

SPOP's initial estimate of the transaction price for services provided to patients' subject to revenue recognition is determined by reducing the total standard charges related to patient services provided by various elements of variable consideration, including explicit price considerations such as contractual adjustments and implicit price concessions provided, primarily to uninsured patients, and other reductions to SPOP's standard charges. SPOP determines the transaction price associated with services provided to patients who have third-party payor coverage on the basis of contractual or formula-driven rates for the services rendered. The estimates for contractual allowances and discounts are based on contractual agreements and historical experience. For under-insured patients, SPOP determines the transaction price associated with services rendered on the basis of charges reduced by implicit price concessions. Implicit price concessions included in the estimation of the transaction price are based on SPOP's historical collection experience for applicable portfolios.

Notes to Financial Statements June 30, 2021

#### 2. Summary of Significant Accounting Policies (continued)

#### Accounts Receivable, Revenue and Due to Third Party Reimbursers (continued)

Subsequent changes to the estimate of the transaction price (determined on a portfolio basis when applicable) are generally recorded as adjustments to net patient services revenue in the period of change. For the year ended June 30, 2021, changes in the estimates of implicit price concessions, discounts, contractual adjustments and other reductions to expected payments for performance obligations satisfied in prior years were not significant. Portfolio collection estimates are updated based on collection trends. Subsequent changes that are determined to be the result of an adverse change in the patient's ability to pay (determined on a portfolio basis, when applicable) are recorded as bad debt expense.

After satisfaction of amounts due from insurance, SPOP follows established guidelines for placing certain patient balances with collection agencies, subject to certain restrictions on collection efforts as determined by SPOP's policy. Changes in the effectiveness of these collection efforts could impact the amounts expected to be collected and, therefore, could impact net patient service revenue in future periods.

Accounts receivable and net patient service revenue result from health care services provided by SPOP and are reported at the amount that reflects the consideration to which SPOP expects to be entitled in exchange for providing patient care. These amounts are due from patients, third-party payors (including health insurers and government programs), and others and includes variable consideration for retroactive revenue adjustments due to settlement of ongoing and future audits, reviews, and investigations.

SPOP uses a portfolio approach as a practical expedient to account for categories of patient contracts as collective groups, rather than recognizing revenue on an individual contract basis. The portfolio consists of major payor classes for the services provided. The financial statement effects of using this practical expedient are not materially different from an individual contract approach.

SPOP has elected the practical expedient and does not adjust the promised amount of consideration from patients and third-party payors for the effects of a significant financing component due to SPOP's expectation that the period between the time the service is provided to a patient and the time that the patient or a third-party payor pays for that service will be one year or less. However, SPOP may, in certain instances, enter into payment agreements with patients that allow payments in excess of one year. For those cases, the financing component is not deemed to be significant to the contract.

As substantially all of its performance obligations relate to contracts with a duration of less than one year, SPOP has elected to apply the optional exemption provided in ASU 2014-09 and, therefore, is not required to disclose the aggregate amount of the transaction price allocated to performance obligations that are unsatisfied or partially unsatisfied at the end of the reporting period.

Notes to Financial Statements
June 30, 2021

#### 2. Summary of Significant Accounting Policies (continued)

#### **Contributions**

Contributions are recorded as revenue when the promises become unconditional. Contributions are considered to be without donor restriction and available for general use, unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as support with donor restriction that increases this net asset class. Contributions of non-cash assets are recorded at their fair values at the time of receipt.

#### Gifts-in-Kind

Contributions of donated services that create or enhance non-financial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair value when received.

#### **Advertising Costs**

Advertising costs are expensed when incurred. Advertising costs amounted to \$12,491 for the year ended June 30, 2021.

#### Functional Expenses

SPOP allocates its expenses on a functional basis among its various programs and supporting services. Expenses that can be identified with a specific program or supporting service are charged directly according to their natural expenditure classification. Other expenses that are common to several functions are allocated based on management's estimates on a time and effort methodology.

#### Accounting for Uncertainty in Income Taxes

SPOP recognizes the effect of income tax positions only if those positions are more likely than not to be sustained. Management has determined that SPOP had no uncertain tax positions that would require financial statement recognition or disclosure. SPOP is no longer subject to examinations by the applicable taxing jurisdictions for tax years prior to fiscal 2017.

#### Summarized Comparative Information

The statements of activities and functional expenses include certain prior year summarized comparative information in total but not by net asset or functional class. Such information does not include sufficient detail to constitute a presentation in conformity with US GAAP. Accordingly, such information should be read in conjunction with SPOP's financial statements as of and for the year ended June 30, 2020 from which the summarized information was derived.

Notes to Financial Statements
June 30, 2021

#### 2. Summary of Significant Accounting Policies (continued)

#### Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is November 30, 2021.

#### 3. Liquidity

Financial assets available for general expenditure within one year of June 30, 2021 are as follows:

Total financial assets at year end	
Cash	\$ 2,742,153
Accounts receivable, net	463,992
Pledges receivable	14,000
Investments	866,048
Total Financial Assets	4,086,193
Less amounts not available to be used within one year:	
Net assets with donor restrictions	300,000
Net assets with board designated restriction	858,554
Less net assets with donor restrictions expected	
to be met in less than one year	(300,000)
	858,554
Financial Assets Available to Meet General Expenditures	
Over the Next Twelve Months	\$ 3,227,639

As part of its liquidity plan, SPOP's board of directors established the board designated endowment fund, which would be made available for operations if needed. SPOP relies on reimbursements from billing, government agencies and donor contributions. Additionally, SPOP maintains a \$200,000 line of credit.

#### 4. Concentration of Credit Risk

#### Credit Risk

Financial instruments which potentially subject SPOP to concentrations of credit risk include cash and cash equivalents, money market funds, certificates of deposit, and receivables. SPOP maintains its cash (including certificates of deposit and money market funds) in bank deposit accounts which, at times, may exceed federal insured limits. SPOP has not experienced any losses in such accounts. Concentrations of credit risk with respect to receivables are generally diversified due to separate billings for each client. SPOP performs ongoing collectability evaluations and writes off uncollectible amounts as they become known.

Notes to Financial Statements June 30, 2021

# 4. Concentration of Credit Risk (continued)

#### Operating Risk

The Coronavirus outbreak may have an adverse effect on the results of operations. Given the uncertainty around the extent and timing of the potential future spread or mitigation of the Coronavirus and around the imposition or relaxation of protective measures, management cannot reasonably estimate the impact to future results of operations, cash flows, or financial condition.

#### 5. Investments

It is the policy of SPOP that cash funds be invested for liquidity and safety of principal to meet known and unforeseen operational and capital needs. To maximize the portfolio's total rate of return while emphasizing safety of principal and adequate liquidity, the portfolio is of high quality with short-to-intermediate term duration/maturity.

The following are major categories of investments measured at cost plus accrued interest at June 30, 2021:

Description	 Total		
Certificates of deposit Money market funds	\$ 430,514 435,534		
·	\$ 866,048		

Interest income, including interest earned on cash and cash equivalents, as reported in the statement of activities for the year ended June 30, 2021 is \$11,386.

#### 6. Property, Plant and Equipment

Property, plant and equipment consist of the following at June 30, 2021:

Furniture and equipment	\$ 320,585
Leasehold improvements	 445,192
	765,777
Accumulated depreciation	 (725,270)
	\$ 40,507

Fully depreciated assets of \$710,225 were still in service as of June 30, 2021.

Notes to Financial Statements
June 30, 2021

# 7. Paycheck Protection Program Loan

On March 27, 2020, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act) was enacted to amongst other provisions, provide emergency assistance for individuals, families and business affected by the coronavirus pandemic. SPOP applied for and received a \$607,300 Paycheck Protection Program loan (the "PPP Loan") from the Small Business Administration. The PPP Loan was forgiven in full at June 30, 2021.

#### 8. Due to Third Party Reimbursers

The New York State Office of Mental Health (OMH) has undertaken a multi-year initiative to restructure the way the state delivers and reimburses Article 31 Clinic Services (Clinic Restructuring). As part of this initiative OMH has proposed restructuring Medicaid clinic reimbursements with a phase out of COPS payments. SPOP records a liability to New York State for the excess of COPS and CSP payments it receives over the Medicaid threshold. The remaining liability for the excess COPS and CSP payments for fiscal years 2010 through 2014 totaling \$113,530 was forgiven in full at June 30, 2021.

#### 9. Line of Credit

SPOP renews its \$200,000 bank credit facility annually. Interest is charged monthly at the bank's prime lending rate plus 2 percent as published in the Wall Street Journal. During the year ended June 30, 2021 there was no outstanding obligation under this agreement.

#### 10. Commitments and Contingencies

SPOP occupies office space under operating leases that expire at various times through April 30, 2028. Approximate future minimum lease commitments under these leases are as follows:

2022	\$ 277,778
2023	313,593
2024	323,553
2025	333,835
2026	344,456
Thereafter	 630,456
	\$ 2,223,671

During the year ended June 30, 2018, SPOP entered into an agreement to provide construction costs for an annex of \$125,000 at their 91st Street location in lieu of rent payments. The remaining amount is recorded as prepaid rent at June 30, 2021.

Notes to Financial Statements June 30, 2021

# 10. Commitments and Contingencies (continued)

On July 8, 2015, SPOP entered into an agreement with the Chief Executive Officer. The agreement provides for a contingent 12-month benefit payable in a lump sum, and an additional taxable cash payment for family medical coverage. The agreement expires on the earlier of the date of separation of service or July 7, 2020. On July 7, 2020, the agreement was renewed and shall continue to automatically renew for additional one-year periods until SPOP or the Chief Executive Officer provides written notice of nonrenewal.

As of and for the year ended June 30, 2021, no balances have been recognized or included in the accompanying financial statements.

#### 11. Net Assets with Donor Restrictions

Changes in net assets with donor restrictions for the year ended June 30, 2021 consist of the following:

						Releases		
	В	eginning				from		Ending
Restriction / Purpose		Balance	Α	dditions	F	Restriction		Balance
	φ	20.000	φ	25 200	Φ	(00,000)	φ	05.000
Isaac H. Tuttle Fund	\$	20,000	\$	25,000	\$	(20,000)	\$	25,000
Altman Foundation		75,000		75,000		(75,000)		75,000
Florence Burden		15,000		-		(15,000)		-
Robinhood Foundation		40,000		-		(40,000)		-
The NY Community Trust		75,000		-		(75,000)		-
Starvos S.Niarcos Foundation		300,000		200,000		(500,000)		-
Mary J Hutchins Foundation		15,000		-		(15,000)		-
Weinberg Foundation		-		100,000		-		100,000
Mother Cabrini Foundation		-		200,000		(100,000)		100,000
Columbia University		-		5,000		(5,000)		-
Van Ameringen		-		75,000		(75,000)		-
Edith M Schweckendieck Trust		-		21,125		(21,125)		-
Gottesman Fund		-		30,000		(30,000)		-
Jean & Louis Dreyfus Foundation		-		20,000		(20,000)		-
Metzger Price Fund		-		1,500		(1,500)		-
Rose M Badgeley Residuart Charitble Trust		-		30,000		(30,000)		-
SC Group - Silverman		-		50,000		(50,000)		-
The Charles & Lucille King Family Foundation		-		2,000		(2,000)		-
The Dammann Fund		-		5,000		(5,000)		-
Stonewall Community Grant				1,500		(1,500)		
	\$	540,000	\$	841,125	\$	(1,081,125)	\$	300,000

Notes to Financial Statements June 30, 2021

# 12. Board Designated Net Assets

SPOP maintains a Board designated endowment fund whose purpose is to provide long term support for future projects and operations. The following is a reconciliation of the Board designated endowment fund for the year ended June 30, 2021:

Balance, beginning of year	\$ 847,168
Investment income	 11,386
Balance, end of year	\$ 858,554

\* \* \* \* \*