



**ANIMAL WELFARE SOCIETY, INC.
AND AFFILIATE**

**AUDIT OF FINANCIAL STATEMENTS
AND
ADDITIONAL INFORMATION**

YEAR ENDED MARCH 31, 2016

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

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	<u>PAGE</u>
 <u>FINANCIAL STATEMENTS</u>	
Independent Auditors' Report	1
Combined Statement of Financial Position	2
Combined Statement of Activities	3
Combined Statement of Cash Flows	4 - 5
Notes to Financial Statements	6 - 15
 <u>ADDITIONAL INFORMATION</u>	
Independent Auditors' Report on Additional Information	16
Combining Statement of Financial Position	17
Combining Statement of Activities	18
Combined Schedule of Functional Expenses	19

INDEPENDENT AUDITORS' REPORT

**CUMMINGS
LAMONT
& McNAMEE, P.A.**

December 2, 2016

*"Trusted Advisors for
over 50 years!"*

Boards of Directors
Animal Welfare Society, Inc. and Affiliate
Kennebunk, Maine

CERTIFIED PUBLIC ACCOUNTANTS

305 Lafayette Center
P.O. Box 328
Kennebunk, Maine 04043-0328
TEL 207 985-3339
FAX 207 985-1339

One New Hampshire Avenue
Suite 230
Portsmouth, NH 03801
TEL 603 430-6200
FAX 603 430-6209

1 Hampton Road
Suite 306
Exeter, NH 03833
TEL 603 772-3460
FAX 603 772-7097

http://www.clmcpa.com
e-mail: clm@clmcpa.com

Raymond L. Bald, CPA, CFE
Cindy K. Edwards, MBA
Wanda J. Ring, CPA
Melanie Bunker, CPA
Michelle A. Goldsmith, CPA

Member:
American Institute of CPAs

Licensed in Maine, New Hampshire
and Massachusetts

We have audited the accompanying combined financial statements of Animal Welfare Society, Inc. (a nonprofit organization) and Affiliate, which comprise the combined statement of financial position as of March 31, 2016, and the related combined statements of activities and cash flows for the year then ended, and the related notes to the combined financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these combined 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.

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Animal Welfare Society, Inc. and Affiliate as of March 31, 2016, and the changes in their net assets and their 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

We have previously audited Animal Welfare Society, Inc. and Affiliate's March 31, 2015 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated September 15, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended March 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Cummings, Lamont & McNamee, P.A.
Certified Public Accountants
Kennebunk, Maine

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE
COMBINED STATEMENT OF FINANCIAL POSITION
MARCH 31, 2016
WITH COMPARATIVE TOTALS FOR MARCH 31, 2015

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	March 31, 2015 Total (Memorandum Only)
ASSETS					
Cash	\$ 139,451	\$ 186,387	\$ -	\$ 325,838	\$ 243,943
Accounts receivable	16,271	-	-	16,271	1,321
Investments	3,392,143	-	1,174,989	4,567,132	4,282,342
Inventory	30,887	-	-	30,887	34,764
Prepaid expenses	15,070	-	-	15,070	12,815
Beneficial interest in charitable trusts	-	39,881	172,483	212,364	230,912
Property and equipment, net	1,615,374	-	-	1,615,374	1,089,323
Intangible assets, net	38,047	-	-	38,047	51,849
Other assets	1,950	-	-	1,950	-
Total Assets	\$5,249,193	\$ 226,268	\$1,347,472	\$6,822,933	\$ 5,947,269
LIABILITIES					
Accounts payable and accrued expenses	\$ 73,124	\$ -	\$ -	\$ 73,124	\$ 53,438
Accrued salaries	75,485	-	-	75,485	51,997
Deferred revenue	22,736	-	-	22,736	-
Capital lease obligation	13,244	-	-	13,244	-
Line of credit	-	-	-	-	40,256
Total Liabilities	184,589	-	-	184,589	145,691
NET ASSETS					
Unrestricted:					
Designated as funds functioning as endowment	2,526,547	-	-	2,526,547	2,685,000
Undesignated	2,538,057	-	-	2,538,057	2,511,232
Temporarily restricted	-	226,268	-	226,268	191,459
Permanently restricted	-	-	1,347,472	1,347,472	413,887
Total Net Assets	5,064,604	226,268	1,347,472	6,638,344	5,801,578
Total Liabilities and Net Assets	\$5,249,193	\$ 226,268	\$1,347,472	\$6,822,933	\$ 5,947,269

See Notes to Financial Statements

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

COMBINED STATEMENT OF ACTIVITIES

**YEAR ENDED MARCH 31, 2016
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2015**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>	<u>March 31, 2015 Total (Memorandum Only)</u>
OPERATING SUPPORT AND REVENUE					
Donations and bequests	\$ 1,693,733	\$ 179,689	\$ 950,000	\$ 2,823,422	\$ 1,171,543
Municipal fees	194,867	-	-	194,867	192,300
Adoption fees	440,572	-	-	440,572	395,612
Miscellaneous fees and income	145,466	-	-	145,466	96,003
Fundraising and special events	76,258	38,631	-	114,889	141,451
Net assets released from restrictions	<u>181,379</u>	<u>(181,379)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total Operating Support and Revenue	<u>2,732,275</u>	<u>36,941</u>	<u>950,000</u>	<u>3,719,216</u>	<u>1,996,909</u>
NON-OPERATING SUPPORT AND REVENUE					
Interest and dividends	110,089	-	-	110,089	100,739
Gains (losses) on investments	(173,704)	-	-	(173,704)	184,750
Gains (losses) on charitable trusts	-	(2,132)	(16,415)	(18,547)	833
Gains (losses) on disposal of asset	<u>(6,764)</u>	<u>-</u>	<u>-</u>	<u>(6,764)</u>	<u>(13,679)</u>
Total Non-Operating Support and Revenue	<u>(70,379)</u>	<u>(2,132)</u>	<u>(16,415)</u>	<u>(88,926)</u>	<u>272,643</u>
EXPENSES					
Program service	2,242,341	-	-	2,242,341	1,664,146
Management and general	301,509	-	-	301,509	243,957
Fundraising and special events	<u>249,674</u>	<u>-</u>	<u>-</u>	<u>249,674</u>	<u>178,233</u>
Total Expenses	<u>2,793,524</u>	<u>-</u>	<u>-</u>	<u>2,793,524</u>	<u>2,086,336</u>
CHANGE IN NET ASSETS	(131,628)	34,809	933,585	836,766	183,216
NET ASSETS, BEGINNING OF YEAR	<u>5,196,232</u>	<u>191,459</u>	<u>413,887</u>	<u>5,801,578</u>	<u>5,618,362</u>
NET ASSETS, END OF YEAR	<u><u>\$ 5,064,604</u></u>	<u><u>\$ 226,268</u></u>	<u><u>\$1,347,472</u></u>	<u><u>\$ 6,638,344</u></u>	<u><u>\$ 5,801,578</u></u>

See Notes to Financial Statements

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

COMBINED STATEMENT OF CASH FLOWS

YEAR ENDED MARCH 31, 2016

WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2015

		March 31, 2015 (Memorandum Only)
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 836,766	\$ 183,216
Adjustments to reconcile change in net assets to net cash provided by (used in) in operating activities:		
Depreciation and amortization	101,786	78,348
(Gains) losses on investments	173,704	(184,750)
Donated investments	(69,925)	-
(Gains) losses on charitable trusts	18,547	(833)
(Gains) losses on disposal of fixed asset	6,764	13,679
Changes in operating assets and liabilities:		
Accounts receivable	(14,950)	4,589
Bequests receivable	-	365,493
Inventory	3,877	3,309
Prepaid expenses	(2,255)	10,241
Other assets	(1,950)	-
Accounts payable and accrued expenses	19,686	(29,894)
Accrued salaries	23,488	21,766
Deferred revenue	22,736	(42,943)
Net cash provided by (used in) operating activities	<u>1,118,273</u>	<u>422,221</u>
CASH FLOWS FROM INVESTING ACTIVITIES:		
Proceeds from sales of investments	1,270,701	1,087,900
Purchases of investments	(1,659,269)	(1,435,986)
Cash paid for purchase of intangible assets	-	(1,350)
Cash paid for purchase of property and equipment	<u>(604,755)</u>	<u>(87,312)</u>
Net cash provided by (used in) investing activities	<u>(993,323)</u>	<u>(436,748)</u>
CASH FLOWS FROM FINANCING ACTIVITIES:		
Principal payments on capital lease obligation	(2,799)	-
Net proceeds (repayments) on line of credit	<u>(40,256)</u>	<u>40,256</u>
Net cash provided by (used in) financing activities	<u>(43,055)</u>	<u>40,256</u>
NET INCREASE (DECREASE) IN CASH	81,895	25,729
CASH, BEGINNING OF YEAR	<u>243,943</u>	<u>218,214</u>
CASH, END OF YEAR	<u>\$ 325,838</u>	<u>\$ 243,943</u>

See Notes to Financial Statements

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE
COMBINED STATEMENT OF CASH FLOWS
YEAR ENDED MARCH 31, 2016
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2015

SUPPLEMENTAL CASH FLOW DISCLOSURES:

During the year ended March, 31, 2016 the Society paid \$647 in interest. There were no cash payments for income taxes for the year ended March, 31, 2016.

SCHEDULE OF NONCASH INVESTING AND FINANCING ACTIVITIES:

During the year ended March 31, 2016 the Society entered into a capital lease for the purchase of equipment with a present value of minimum lease payments of \$16,043.

See Notes to Financial Statements

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 1 – Summary of Significant Accounting Policies

Nature of Activities - Animal Welfare Society, Inc. ("Society") is a not-for-profit Maine corporation organized May 31, 1967. The Society exists to provide humane shelter and care to animals temporarily in need of housing, and to further the cause of responsible animal adoption and ownership through education and public awareness. The Society actively promotes kindness, the elimination of cruelty and neglect to all animals, and the lifelong commitment of people to their pets. The Society's principal sources of revenue are donations, fees, investment income and fundraising activities.

The Cleo Fund (the "Affiliate") is a not-for-profit Maine corporation existing to provide subsidies to low-income individuals to cover the cost of animal spay and neuter surgeries. The Affiliate's principal source of revenue is donations. Effective January 1, 2013, operation and control of The Cleo Fund was assumed by the Animal Welfare Society, Inc. through the appointment of three members of the Board of Directors of the Animal Welfare Society to the three member Board of Directors of The Cleo Fund. Management of the Society believes the combined financial statements provide a more complete presentation of the financial position and results of operations of the Society.

Basis of Accounting - The combined financial statements include the accounts of Animal Welfare Society, Inc. and The Cleo Fund which are affiliated through common control. Significant intercompany transactions and balances have been eliminated in the combination. The combined financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other accruals, if applicable.

Basis of Presentation - Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its Statement of Financial Accounting Standards, *Financial Statements of Not-for-Profit Organizations*. Under this standard, the Society is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Measure of Operations - In its statement of activities, the Society includes in its definition of operations all revenues and expenses that are an integral part of its programs and supporting activities. Investment income, including net realized and unrealized gains and losses, contributions of intangible assets, and contributions of permanently restricted net assets are recognized as non-operating support and revenue.

Unrestricted net assets - Net assets not subject to donor-imposed stipulations.

Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met, either by activities of the Society and/or the passage of time.

Permanently restricted net assets - Net assets subject to donor-imposed stipulations that they be maintained permanently by the Society. Generally, the donors of the assets permit the Society to use all or part of the income earned on related investments for general or specific purposes.

Cash - For purposes of the Statement of Cash Flows, the Society and Affiliate consider all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Donated Assets - Donated marketable securities and other noncash donations are recorded as contributions at their estimated fair values at the date of donation.

Donated Services - Donated services are reflected in the financial statements at the fair value of the services received only if the services (a) create or enhance nonfinancial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. Additionally, any contributed services received from personnel of an affiliate are reflected in the financial statements.

Accounting 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 support revenues and expenses. Actual results could differ from those estimates.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 1 – Summary of Significant Accounting Policies (continued)

Expense Allocation - The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Income Tax Status - Both the Society and the Affiliate are exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. In addition, both entities qualify for the charitable contribution deduction under Section 170(b)(1)(A) and have been classified as organizations that are not private foundations under Section 509(a)(2).

The federal returns of organizations exempt from income tax of the Society and Affiliate are subject to examination generally for three years after they are filed.

Inventory - Inventory is valued at the lower of cost (first-in, first-out) or market and consists of veterinary supplies, apparel and other items held for sale.

Investments - The Society and Affiliate carry investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities.

Promises to Give - Unconditional promises to give are recorded as received. Unconditional promises to give due in subsequent years are recorded at their present value, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Bequests Receivable - The Society and Affiliate are beneficiaries under various wills and trust agreements, some of which the total realizable amount is not presently determinable. Such amounts are recorded when a will or trust is declared valid by a probate court and the proceeds are measurable. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a reduction in bequests receivable. There is no allowance for uncollectible accounts at March 31, 2016.

Property and Equipment - Purchased land, buildings, furnishings and equipment are carried at cost. Contributed assets are carried at their fair market value at the time of the gift. Major additions with a per unit cost greater than \$1,000 are included in the property accounts while maintenance and repairs which do not improve or extend the life of the assets are expensed currently. Depreciation expense was \$87,893 for the year ended March 31, 2016. Depreciation is computed using the straight-line and declining balance methods of depreciation over the assets' estimated lives as follows:

<u>Assets</u>	<u>Life in Years</u>
Buildings	15-30
Land improvements	10
Equipment	5-10

Recognition of Donor-Restricted Contributions - Support that is restricted by the donor is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 1 – Summary of Significant Accounting Policies (continued)

Concentration of Credit Risk for Cash Held in Banks and Brokerage Accounts - The Society and Affiliate places its demand deposits with several banks and brokerage accounts and does not limit the daily cash balances to the federally insured limits. From time to time during the year ended March 31, 2016 the Company's bank and brokerage account balances may have exceeded the federally insured limits. Management has evaluated this risk and considers it to be a normal business risk.

Reclassifications - Certain reclassifications have been made to the March 31, 2015 financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

Note 2 – Change in Accounting Principle

During the year ended March 31, 2016, as a result of a change in the accounting standards for not-for-profit entities, the Society began recognizing revenue and related expenses for contributed services received from personnel of its affiliate. This change is preferable in that it improves transparency about the extent of program services and enhances comparability of financial information among not-for-profit entities.

The change in accounting principle was adopted prospectively during the year ended March 31, 2016. As a result, there was no cumulative effect of the change on the change in net assets, unrestricted net assets, or total assets as of April 1, 2015.

Note 3 – Cash

Temporarily restricted cash is available for the following purposes as of March 31, 2016:

	<u>Temporarily Restricted</u>
Restricted to Stay at Home program	\$ 7,540
Restricted to courtyard project	9,570
Restricted to Animal Resource Center	10,000
Restricted to other uses	62,305
Restricted to spay/neuter programs	<u>96,972</u>
Total	\$ <u>186,387</u>

Note 4 – Bequests Receivable

The Society and Affiliate are beneficiaries under various wills and trust agreements, some of which the total realizable amount is not presently determinable. Such amounts are recorded when a will or trust is declared valid by a probate court and the proceeds are measurable. At March 31, 2016 no bequests met this criteria for recognition as bequests receivable in the combined statement of financial position.

Note 5 – Investments

The Society and Affiliate have elected to report their investments at fair value. The Statement of Financial Accounting Standards, *Accounting for Certain Investments Held by Not-for-Profit Organizations*, specifies that investments in equity securities with readily determinable fair values should be reported at their fair value.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 5 – Investments (continued)

Investments as of March 31, 2016, are summarized as follows:

	<u>Cost</u>	<u>Fair Value</u>
Corporate stocks and bonds	\$ 2,656,161	\$ 3,134,881
Mutual funds	1,086,872	1,156,933
US Government obligations	<u>272,072</u>	<u>275,318</u>
Total	\$ <u>4,015,105</u>	\$ <u>4,567,132</u>

The following schedule summarizes the investment return and its classification in the statement of activities for the year ended March 31, 2016:

	<u>Unrestricted</u>
Interest and dividends	\$ 110,004
Gains (losses) on investments	<u>(173,704)</u>
Total investment return	\$ <u>(63,700)</u>

Note 6 – Fair Values of Assets

Effective April 1, 2008, the Society and Affiliate adopted Statement of Financial Accounting Standards, *Fair Value Measurements*, which provides a framework for measuring fair value under GAAP. This standard defines fair value 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 standard requires that valuation techniques maximize the use of observable inputs and minimize the use of unobservable inputs. The standard also established a fair value hierarchy, which prioritizes the valuation inputs into three broad levels.

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

- A) Market approach – Uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities. Prices may be indicated by pricing guides, sale transactions, market trades, or other resources;
- B) Cost approach – Based on the amount that currently would be required to replace the service capacity of an asset (replacement cost); and
- C) Income approach – Uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts (includes present value techniques, and option-pricing models). Net present value is an income approach where a stream of expected cash flows is discounted at an appropriate market interest rate.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 6 – Fair Values of Assets (continued)

Assets itemized below were measured at fair value during the year ended using the market approach for Level 1 measurements and income approach for Level 2 measurements.

	<u>Fair Value</u>	<u>Fair Value Measurements Using</u>		
		<u>Quoted Prices In Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
<u>March 31, 2016</u>				
Investment in equities	\$ 2,697,199	\$ 2,697,199	\$ -	\$ -
Investment in mutual funds	1,156,933	1,156,933	-	-
Investment in corporate bonds	437,682	437,682	-	-
Investment in government bonds	275,318	275,318	-	-
Beneficial interest in charitable trusts	<u>212,364</u>	<u>172,483</u>	<u>39,881</u>	<u>-</u>
Total Assets	\$ <u>4,779,496</u>	\$ <u>4,739,615</u>	\$ <u>39,881</u>	\$ <u>-</u>

The fair value of a split interest agreement, classified as beneficial interest in charitable trusts within the combined statement of financial position, has been measured using an income approach that utilizes present value techniques using level 2 inputs for interest rates, yield curves, and life expectancy tables, as described in Note 15.

Note 7 – Property and Equipment

Property and equipment consists of the following at March 31, 2016:

Buildings	\$ 1,626,132
Land	627,394
Land improvements	303,304
Equipment	275,092
Automobile	<u>39,846</u>
Less accumulated depreciation	<u>1,256,394</u>
Total property and equipment	\$ <u>1,615,374</u>

Note 8 – Intangible Assets

Intangible assets consist of the following at March 31, 2016:

Website	69,013
Less accumulated amortization	<u>30,966</u>
Total intangible assets	\$ <u>38,047</u>

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 9 – Leases

The Society is the lessee of phone equipment under a capital lease expiring in 2021. The asset and liability under capital leases is recorded at the present value of the minimum lease payments. The asset is amortized over the estimated productive lives. Amortization of assets under capital leases is included in depreciation expense for the year ended March 31, 2016

Following is a summary of property held under capital leases:

Phone equipment	\$	16,043
Accumulated amortization		<u>(3,209)</u>
	\$	<u>12,834</u>

Minimum future lease payments under capital leases as of March 31, 2016, were as follows:

<u>Year Ending March 31,</u>	<u>Amount</u>
2017	\$ 3,411
2018	3,411
2019	3,411
2019	3,411
2021	<u>284</u>
Net minimum lease payments	13,928
Amount representing interest	<u>(684)</u>
Present value of net minimum lease payments	\$ <u>13,244</u>

The Society leases an office copier under a five-year operating lease expiring in in 2020. Future minimum rental payments due under the lease are as follows:

<u>Year Ending March 31,</u>	<u>Amount</u>
2017	\$ 2,928
2018	2,928
2019	2,928
2020	<u>2,928</u>
	\$ <u>11,712</u>

Lease payments made during the year ended March 31, 2016 were \$2,928.

Note 10 – Line of Credit

In December 2010, the Society obtained a \$200,000 revolving line of credit from Kennebunk Savings Bank to help finance its short-term cash flow needs. This line is collateralized by the Society's real property located in York County and any rents on the property. Interest is payable monthly on outstanding balances at an interest rate equal to the annual U.S. Prime Rate as published in the "Wall Street Journal." At March 31, 2016, the line's effective rate of interest was 3.50%. As of March 31, 2016 no balance was outstanding under the line of credit. The line of credit matures on May 15, 2019. Interest expense for the year ended March 31, 2016 was \$319.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 11 – Board-Designated Net Assets

As discussed in Note 14, as of March 31, 2016, the Board of Directors of the Society had designated \$2,526,547 of unrestricted net assets as a general endowment fund to support the mission of the Society. Since this amount resulted from an internal designation and is not donor-restricted, the designation is classified and reported as unrestricted net assets.

Note 12 – Temporarily Restricted Net Assets

Temporarily restricted net assets are available for the following purposes:

Restricted to Stay at Home program	\$	7,540
Restricted to courtyard project		9,570
Restricted to Animal Resource Center		10,000
Restricted to other uses		62,305
Time restriction - beneficial interest in charitable trust		39,881
Restricted to spay/neuter programs		<u>96,972</u>
Total	\$	<u>226,268</u>

Net assets were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified by donors as follows:

Purpose restrictions accomplished:

Restricted for office renovation	\$	25,000
Restricted to Animal Medical Care		38,631
Restricted to spay/neuter programs		42,374
Other restricted amounts		<u>75,374</u>
Total restrictions released	\$	<u>181,379</u>

Note 13 – Permanently Restricted Net Assets

Permanently restricted net assets consist of the following:

Donor-designated endowment funds, Note 14	\$	1,174,989
Beneficial interest in a charitable foundation, Note 15		<u>172,483</u>
Total	\$	<u>1,347,472</u>

Note 14 – Endowment Funds

In January 2009, the Financial Accounting Standards Board (FASB) issued FASB Staff Position, *Endowments of Not-for-Profit Organizations: Net Asset Classification of Funds Subject to an Enacted Version of the Uniform Prudent Management of Institutional Funds Act, and Enhanced Disclosures for All Endowment Funds* (“the Staff Position”). The Staff Position provides guidance on the net asset classification of donor-restricted endowment funds for a nonprofit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA). The Staff Position also requires additional disclosures about an organization’s endowment fund (both donor restricted endowment funds and board-designated endowment funds) whether or not the organization is subject to UPMIFA.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 14 – Endowment Funds (continued)

The State of Maine enacted UPMIFA in 2009, the provisions of which apply to endowment funds existing on or established after that date. The Society has adopted the Staff Position for the year ended March 31, 2010. The Society's endowment investing policy's objective is to grow the fund over time to support the purposes as defined above. The fund will meet this objective by investing endowment funds in fixed income and equity investments. The Society spends the earnings of the above funds for purposes as deemed necessary by the Society.

As of March 31, 2016, the Society had endowment funds totaling \$3,701,536 consisting of both donor-restricted funds and funds designated by the Board of Directors to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Society has interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Society classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

As of March 31, 2016, the Board of Directors of the Society had designated \$2,526,547 of unrestricted net assets as a general endowment fund to support the mission of the Society. Since that amount resulted from an internal designation and is not donor-restricted, it is classified and reported as unrestricted net assets.

The Society's investment spending policy consists of distributing monthly, the previous month's net investment income including interest, dividends and capital gain distributions from investments. The distributions do not account for any change in the fair value of the endowment fund. Accordingly, over the long-term, the Society expects the current policy to allow its endowment funds to grow at an average of 3-4% annually. This is consistent with the Society's objective to attempt to provide a predictable stream of funding from its endowment funds while also maintaining the purchasing power of the endowment assets as well as to provide additional real growth through investment return.

Endowment Net Asset Composition by fund as of March 31, 2016 is as follows:

	Unrestricted	Permanently Restricted	Total
Donor-designated endowment funds	\$ -	\$ 1,174,989	\$ 1,174,989
Board-designated endowment funds	<u>2,526,547</u>	<u>-</u>	<u>2,526,547</u>
Total	\$ <u>2,526,547</u>	\$ <u>1,174,989</u>	\$ <u>3,701,536</u>

Changes in endowment net assets as of March 31, 2016 are as follows:

	Unrestricted	Permanently Restricted	Total Net Endowment Assets
Endowment net assets, beginning of year	\$ 2,685,000	\$ 224,989	\$ 2,909,989
Donor contribution	-	950,000	950,000
Investment income net of fees	34,381	-	34,381
Distributions	(75,881)	-	(75,881)
Unrealized gains on endowment	<u>(116,953)</u>	<u>-</u>	<u>(116,953)</u>
Total	\$ <u>2,526,547</u>	\$ <u>1,174,989</u>	\$ <u>3,701,536</u>

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 15 – Charitable Trusts

The Society is a beneficiary of the following charitable trusts at March 31, 2016:

Temporarily restricted:

The Society is a remainder beneficiary of the Conderman charitable remainder trust held and administered by outside trustees. Under the terms of the trust one income beneficiary currently receives, first from income and, to the extent that income is insufficient, from principal, a total annuity each year equal to 6% of the net fair market value of the trust assets as of the first day of the trust year. Upon the death of the beneficiary, 17% percent of the remaining principal is to be distributed to the Society. The expected future cash flow of \$39,881 represents the Society's share of the fair market value of the trust principal at March 31, 2016. Changes in the value of the trust have been reported in the statement of activities as increases in temporarily restricted net assets.

The Society's interest in the Conderman charitable remainder trust has been recognized at the present value of the expected future cash flow payments discounted at a rate of 2.6% and an 8.3 year remaining life expectancy of the income beneficiary. The actual rate of return and life of the income beneficiary could differ from these amounts.

Permanently restricted:

The Society is a beneficiary of 8.33% of The Clark Foundation charitable trust held and administered by outside trustees. The Society will receive annual distributions based upon the income of the trust in perpetuity. The trust owned assets for the benefit of the Society with a market value of \$172,483 as of March 31, 2016. Distributions from the trust totaled \$6,456 during fiscal year 2016.

Note 16 – Donated Assets and Services

Donated services included in the financial statements consist of accounting services with a value of \$12,599, legal services with a value of \$2,169 and services from personnel of an affiliate with a value of \$45,526 for the year ended March 31, 2016. In addition, a substantial number of volunteers have donated significant amounts of their time in the Society's and Affiliate's operations, program services and fundraising activities which is not recognized in the financial statements because it does not meet the criteria described in Note 1. The Society received in-kind donations of supplies valued at \$19,655 for the year ended March 31, 2016 which are included in donations and bequests in the Statement of Activities.

Note 17 – Contributed Services Received from Personnel of an Affiliate

Animal Welfare Society, Inc., provided administrative services to The Cleo Fund without charge during the year ended March 31, 2016. The Cleo Fund recognized revenue and related expense of \$45,526 for contributed services received from Animal Welfare Society, Inc. at the cost recognized by Animal Welfare Society, Inc. for the personnel providing those services.

Prior to fiscal year 2016, The Cleo Fund did not recognize the value of services provided by personnel of its affiliate, Animal Welfare Society, Inc. As a result of a change in the accounting standards for not-for-profit entities, the The Cleo Fund began recognizing revenue and related expense for contributed services received from personnel of its affiliate during the year ended March 31, 2016. This change is preferable in that it improves transparency about the extent of program services and enhances comparability of financial information among not-for-profit entities.

The change in accounting principle was adopted prospectively for the year ended March 31, 2016. As a result, there was no effect on the change in net assets, unrestricted net assets, or total assets as of March 31, 2015.

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

NOTES TO FINANCIAL STATEMENTS

YEAR ENDED MARCH 31, 2016

Note 18 – Retirement Plan

The Society has established a defined contribution plan covering all employees with at least \$5,000 in annual compensation who agree to make contributions to the plan. The Society matches participants' contributions to the plan up to 3% of the individual participant's compensation. Total expense for the year ended March 31, 2016, was \$26,280.

Note 19 – Related Party Transactions

As described in Note 17, during the year ended March 31, 2016 The Cleo Fund recognized revenue and related expense of \$45,526 for contributed services received from personnel of its affiliate, Animal Welfare Society, Inc.

During the year March 31, 2016 Animal Welfare Society, Inc. paid a variety of expenses on behalf The Cleo Fund, which were subsequently reimbursed. At March 31, 2016 \$9,779 was payable by The Cleo Fund to Animal Welfare Society, Inc. for unreimbursed expenses.

Note 20 – Net Assets Restatement

Beginning of the year net assets have been restated to correct the carrying value of accrued salaries as of March 31, 2015, by increasing accrued salaries by \$9,660 and decreasing net assets by \$9,660 at March 31, 2015. In addition beginning of the year balances were restated to properly account for an investment by increasing cash by \$4,522, increasing investments by \$186,073 and reducing beneficial interest in charitable trusts by \$190,595 at March 31, 2015. The effect of these changes was to decrease unrestricted net assets by \$9,660 at March 31, 2015.

Note 21 – Subsequent Events

The Society entered into various agreements to purchase construction and architectural services related to the renovation and expansion of the Society's facilities and to construct a road and parking lot to accommodate the expansion. As of December 2, 2016, \$219,412 has been paid under these agreements. The cost of the construction is anticipated to total approximately \$2,300,000 with an anticipated completion date of June 1, 2017.

Effective July 1, 2016, Animal Welfare Society, Inc. acquired control of The Cleo Fund. The Board of Directors of Animal Welfare Society, Inc. immediately prior to the effective date became the Board of Directors of the combined agency as of July 1, 2016. The merger is intended to allow for both agencies to increase the number and variety of services offered, while working to reduce costs based on the combined efficiencies of such a merger.

In November 2016 the Society sold a parcel of land for \$100,000.

Subsequent events have been evaluated through December 2, 2016, which is the date the financial statements were available to be issued. There were no other material events at December 2, 2016 that would require disclosure in the financial statements.

INDEPENDENT AUDITORS' REPORT
ON ADDITIONAL INFORMATION

December 2, 2016

Boards of Directors
Animal Welfare Society, Inc. and Affiliate
Kennebunk, Maine

We have audited the combined financial statements of Animal Welfare Society, Inc. and Affiliate as of and for the year ended March 31, 2016, and have issued our report thereon dated December 2, 2016, which contained an unmodified opinion on those financial statements. Our audit was conducted for the purpose of forming an opinion on the combined financial statements as a whole. The combining statements of financial position and activities as well as the combined schedule of functional expenses on pages 17 through 19 are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Cummings Lamont & McNamee, P.A.

Certified Public Accountants
Kennebunk, Maine

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE
COMBINING STATEMENT OF FINANCIAL POSITION
MARCH 31, 2016
WITH COMPARATIVE TOTALS FOR MARCH 31, 2015

	Animal Welfare Society, Inc.	The Cleo Fund	Combining/ Eliminating Entries	Combined	March 31, 2015 Total (Memorandum Only)
ASSETS					
Cash	\$ 142,616	\$ 183,222	\$ -	\$ 325,838	\$ 243,943
Accounts receivable	16,271	-	-	16,271	1,321
Investments	3,163,913	1,403,219	-	4,567,132	4,282,342
Inventory	30,887	-	-	30,887	34,764
Prepaid expenses	15,070	-	-	15,070	12,815
Beneficial interest in charitable trusts	212,364	-	-	212,364	230,912
Property and equipment, net	1,596,298	19,076	-	1,615,374	1,089,323
Intangible assets, net	38,047	-	-	38,047	51,849
Other assets	11,729	-	(9,779)	1,950	-
Total Assets	\$5,227,195	\$1,605,517	\$ (9,779)	\$6,822,933	\$ 5,947,269
LIABILITIES					
Accounts payable and accrued expenses	\$ 73,124	\$ -	\$ -	\$ 73,124	\$ 53,438
Accrued salaries	68,294	7,191	-	75,485	51,997
Deferred revenue	22,736	-	-	22,736	-
Capital lease obligation	13,244	-	-	13,244	-
Line of credit	-	-	-	-	40,256
Other liabilities	-	9,779	(9,779)	-	-
Total Liabilities	177,398	16,970	(9,779)	184,589	145,691
NET ASSETS					
Unrestricted:					
Designated as funds					
functioning as endowment	2,526,547	-	-	2,526,547	2,685,000
Undesignated	1,999,459	538,598	-	2,538,057	2,511,232
Temporarily restricted	126,319	99,949	-	226,268	191,459
Permanently restricted	397,472	950,000	-	1,347,472	413,887
Total Net Assets	5,049,797	1,588,547	-	6,638,344	5,801,578
Total Liabilities and Net Assets	\$5,227,195	\$1,605,517	\$ (9,779)	\$6,822,933	\$ 5,947,269

See Independent Auditors' Report on Additional Information on Page 16

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

COMBINING STATEMENT OF ACTIVITIES

**YEAR ENDED MARCH 31, 2016
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2015**

	Animal Welfare Society, Inc.	The Cleo Fund	Combining/ Eliminating Entries	Combined	March 31, 2015 Total (Memorandum Only)
OPERATING SUPPORT AND REVENUE					
Donations and bequests	\$1,497,279	\$1,326,143	\$ -	\$ 2,823,422	\$ 1,171,543
Municipal fees	194,867	-	-	194,867	192,300
Adoption fees	440,572	-	-	440,572	395,612
Miscellaneous fees and income	139,491	5,975	-	145,466	96,003
Fundraising and special events	113,681	1,208	-	114,889	141,451
Total Operating Support and Revenue	<u>2,385,890</u>	<u>1,333,326</u>	<u>-</u>	<u>3,719,216</u>	<u>1,996,909</u>
NON-OPERATING SUPPORT AND REVENUE					
Interest and dividends	87,576	22,513	-	110,089	100,739
Gains (losses) on investments	(165,768)	(7,936)	-	(173,704)	184,750
Gains (losses) on charitable trusts	(18,547)	-	-	(18,547)	833
Gains (losses) on disposal of asset	(6,764)	-	-	(6,764)	(13,679)
Total Non-Operating Support and Revenue	<u>(103,503)</u>	<u>14,577</u>	<u>-</u>	<u>(88,926)</u>	<u>272,643</u>
EXPENSES					
Program service	1,921,467	320,874	-	2,242,341	1,664,146
Management and general	271,483	30,026	-	301,509	243,957
Fundraising and special events	245,326	4,348	-	249,674	178,233
Total Expenses	<u>2,438,276</u>	<u>355,248</u>	<u>-</u>	<u>2,793,524</u>	<u>2,086,336</u>
CHANGE IN NET ASSETS	<u>(155,889)</u>	<u>992,655</u>	<u>-</u>	<u>836,766</u>	<u>183,216</u>
NET ASSETS, BEGINNING OF YEAR	<u>5,205,686</u>	<u>595,892</u>	<u>-</u>	<u>5,801,578</u>	<u>5,618,362</u>
NET ASSETS, END OF YEAR	<u><u>\$5,049,797</u></u>	<u><u>\$1,588,547</u></u>	<u><u>\$ -</u></u>	<u><u>\$ 6,638,344</u></u>	<u><u>\$ 5,801,578</u></u>

See Independent Auditors' Report on Additional Information on Page 16

ANIMAL WELFARE SOCIETY, INC. AND AFFILIATE

COMBINED SCHEDULE OF FUNCTIONAL EXPENSES

**YEAR ENDED MARCH 31, 2016
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED MARCH 31, 2015**

	<u>Program Service</u>	<u>Management and General</u>	<u>Fundraising and Special Events</u>	<u>Total</u>	<u>March 31, 2015 Total (Memorandum Only)</u>
Payroll and benefits	\$ 1,264,631	\$ 194,595	\$ 166,946	\$ 1,626,172	\$ 1,151,172
Shelter operations	393,508	304	15,768	409,580	190,544
Veterinary fees	157,819	-	-	157,819	171,463
Depreciation and amortization	91,691	6,057	4,038	101,786	78,348
Veterinary supplies	69,295	-	-	69,295	43,260
Animal transport	58,415	-	-	58,415	50,011
Repairs and maintenance	50,484	1,865	-	52,349	39,167
Occupancy and telephone	46,703	2,960	1,540	51,203	55,848
Bank and investment fees	11,956	31,313	1,861	45,130	39,370
Printing and publications	1,752	357	37,227	39,336	25,729
Professional fees	5,951	27,431	1,996	35,378	66,020
Miscellaneous	10,979	17,970	1,931	30,880	26,568
Office supplies and postage	13,162	2,560	13,576	29,298	47,737
Insurance	22,611	3,945	488	27,044	20,253
Merchandise for resale	24,998	-	-	24,998	31,010
Staff development	6,705	6,462	82	13,249	13,716
Computer and internet	3,563	3,563	3,563	10,689	13,769
Automobile	7,404	1,480	-	8,884	9,175
Fundraising and special events	714	-	658	1,372	13,176
Interest	-	647	-	647	-
Total Expenses	<u><u>\$ 2,242,341</u></u>	<u><u>\$ 301,509</u></u>	<u><u>\$ 249,674</u></u>	<u><u>\$ 2,793,524</u></u>	<u><u>\$ 2,086,336</u></u>

See Independent Auditors' Report on Additional Information on Page 16