Audited Financial Statements



December 31, 2015 and 2014

Quigley & Miron

Chrysalis Center Audited Financial Statements Table of Contents December 31, 2015 and 2014

	Page <u>Number</u>
Independent Auditor's Report	1
Audited Financial Statements	
Statements of Financial Position	3
Statements of Activities	4
Statements of Functional Expenses	6
Statements of Cash Flows	7
Notes to Financial Statements	8

Certified Public Accountants

Suite 1660 3550 Wilshire Boulevard Los Angeles, California 90010 Suite 700 1999 South Bascom Avenue Campbell, California 95008

Telephone:(213) 639-3550Facsimile:(213) 639-3555

Telephone: (408) 614-0100 Facsimile: (213) 639-3555

Independent Auditor's Report

Board of Directors **Chrysalis Center** Los Angeles, California

Report on the Financial Statements

We have audited the accompanying statements of financial position of Chrysalis Center (Organization), a nonprofit organization, as of December 31, 2015 and 2014, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America, including 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 financial statements based on our audits. 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 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.

Board of Directors **Chrysalis Center** Page 2

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Chrysalis Center as of December 31, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Los Angeles, California September 12, 2016

Quigley & miron

Chrysalis Center Statements of Financial Position December 31, 2015 and 2014

	2015	2014
Assets		
Current Assets Cash and cash equivalents Grants receivable Accounts receivable, net—Note 2 Prepaid expenses	\$ 1,356,552 285,194 1,547,557 133,181	\$ 1,527,136 241,720 1,155,970 105,687
Total Current Assets	3,322,484	3,030,513
Non-Current Assets Deposits Property and equipment, net—Note 3 Total Non-Current Assets	 53,012 4,247,098 4,300,110	 35,392 4,603,786 4,639,178
Total Assets	\$ 7,622,594	\$ 7,669,691
Liabilities and Net Assets		
Current Liabilities Accounts payable Accrued expenses Deferred revenue Total Liabilities	\$ 98,827 296,663 71,795 467,285	\$ 142,719 302,895 82,052 527,666
	407,205	527,000
Commitments—Note 5 Net Assets Unrestricted Undesignated	3,387,222	3,103,861
Board-designated Reserve and Capital Improvement Fund—Note 6	 1,203,043	 1,101,584
Total Unrestricted Net Assets	4,590,265	4,205,445
Temporarily restricted—Note 7	 2,565,044	 2,936,580
Total Net Assets	 7,155,309	 7,142,025
Total Liabilities and Net Assets	\$ 7,622,594	\$ 7,669,691

Chrysalis Center Statement of Activities Year Ended December 31, 2015

		Unrestricted			
	Undesignated	Board- Designated	Total	Temporarily Restricted	Total
Public Support Contributions Foundations and	\$ 2,059,269	\$	\$ 2,059,269	\$	\$ 2,059,269
corporations Governmental agencies Special events, net—Note 8	1,136,823 702,067 1,006,397		1,136,823 702,067 1,006,397	140,000 357,507	1,276,823 1,059,574 1,006,397
Total Public Support	4,904,556		4,904,556	497,507	5,402,063
Revenue					
Chrysalis Enterprises Interest and other income	6,970,160 17,064	459	6,970,160 17,523		6,970,160 17,523
Total Revenue	6,987,224	459	6,987,683		6,987,683
Reclassifications Net assets released from restrictions Transfers to board-designated net assets—Note 6	869,043 (101,000)	101,000	869,043	(869,043)	
Total Reclassifications	768,043	101,000	869,043	(869,043)	
Total Public Support, Revenue, and Net Assets After Reclassifications	12,659,823	101,459	12,761,282	(371,536)	12,389,746
Expenses					
Program services Employment Chrysalis Enterprises	3,570,950 7,499,198		3,570,950 7,499,198		3,570,950 7,499,198
Total Program Services	11,070,148		11,070,148		11,070,148
Supporting services Management and general Fundraising	410,281 896,033		410,281 896,033		410,281 896,033
Total Supporting Services	1,306,314		1,306,314		1,306,314
Total Expenses	12,376,462		12,376,462		12,376,462
Change in Net Assets	283,361	101,459	384,820	(371,536)	13,284
Net Assets at Beginning of Year	3,103,861	1,101,584	4,205,445	2,936,580	7,142,025
Net Assets at End of Year	\$ 3,387,222	<u>\$ 1,203,043</u>	<u>\$ 4,590,265</u>	<u>\$ 2,565,044</u>	<u>\$ 7,155,309</u>

Chrysalis Center Statement of Activities Year Ended December 31, 2014

		Unrestricted			
	Undesignated	Board- Designated	Total	Temporarily Restricted	Total
Public Support Contributions Foundations and	\$ 1,019,624	\$	\$ 1,019,624	\$	\$ 1,019,624
corporations Capital Campaign	1,190,759		1,190,759	199,719 506,500	1,390,478 506,500
Governmental agencies Special events, net—Note 8	729,967 1,203,933		729,967 1,203,933	340,116 3,000	1,070,083 1,206,933
Total Public Support	4,144,283		4,144,283	1,049,335	5,193,618
Revenue Chrysalis Enterprises Interest and other income	6,786,115 13,978	386	6,786,115 14,364	1,371	6,786,115 15,735
Total Revenue	6,800,093	386	6,800,479	1,371	6,801,850
Reclassifications Net assets released from restrictions Transfers to board-designated net assets—Note 6	761,291 (200,000)	200,000	761,291	(761,291)	
Total Reclassifications	561,291	200,000	761,291	(761,291)	
Total Public Support, Revenue, and Net Assets After Reclassifications	11,505,667	200,386	11,706,053	289,415	11,995,468
Expenses Program services Employment Chrysalis Enterprises	3,118,847 6,879,593		3,118,847 6,879,593		3,118,847 6,879,593
Total Program Services	9,998,440		9,998,440		9,998,440
Supporting services Management and general Fundraising	431,682 868,619		431,682 868,619		431,682 868,619
Total Supporting Services	1,300,301		1,300,301		1,300,301
Total Expenses	11,298,741		11,298,741		11,298,741
Change in Net Assets	206,926	200,386	407,312	289,415	696,727
Net Assets at Beginning of Year	2,896,935	901,198	3,798,133	2,647,165	6,445,298
Net Assets at End of Year	\$ 3,103,861	<u>\$ 1,101,584</u>	<u>\$ 4,205,445</u>	<u>\$ 2,936,580</u>	<u>\$ 7,142,025</u>

Chrysalis Center Statements of Functional Expenses Years Ended December 31, 2015 and 2014

			Prog	gram Service	es			S	upp	orting Servic	es		
				Chrysalis				anagement					
	Er	nployment	E	Enterprises		Total	an	nd General	F	undraising		Total	 Total
2015:													
Payroll and related	\$	1,994,105	\$	1,503,275	\$	3,497,380	\$	285,379	\$	694,663	\$	980,042	\$ 4,477,422
Chrysalis Enterprises labor and related				5,611,424		5,611,424							5,611,424
Facilities		348,709		75,751		424,460		22,881		27,594		50,475	474,935
Client services		420,599		25,920		446,519							446,519
Depreciation		272,906		54,152		327,058		10,459		22,637		33,096	360,154
Utilities and insurance		158,743		56,549		215,292		21,195		19,627		40,822	256,114
Professional fees		52,664		51,947		104,611		30,280		31,885		62,165	166,776
Publicity, travel, and entertainment		26,992		17,515		44,507		5,199		11,322		16,521	61,028
Postage and mailings		7,414		7,723		15,137		225		37,842		38,067	53,204
Other operating expenses		288,818		94,942		383,760		34,663		50,463	_	85,126	 468,886
T otal Expenses	\$	3,570,950	\$	7,499,198	\$	11,070,148	\$	410,281	\$	896,033	\$	1,306,314	\$ 12,376,462
Percentage of Total Expenses		<u>29%</u>		<u>61%</u>		<u>90%</u>		<u>3%</u>		<u>7%</u>		<u>10%</u>	<u>100%</u>
			Prog	gram Service	es			S	uppo	orting Servic	es		
				Chrysalis				anagement					
	<u>Er</u>	nployment	E	Enterprises		Total	an	nd General	F	undraising		Total	 Total
2014:													
Payroll and related	\$	1,760,874	\$	1,221,644	\$	2,982,518	\$	307,882	\$	684,070	\$	991,952	\$ 3,974,470
Chrysalis Enterprises labor and related				5,341,964		5,341,964							5,341,964
Facilities		277,263		58,499		335,762		19,006		29,651		48,657	384,419
Client services		375,613		3,935		379,548							379,548
Depreciation		202,765		53,974		256,739		12,745		23,044		35,789	292,528
Utilities and insurance		149,942		49,612		199,554		21,473		16,304		37,777	237,331
Professional fees		23 708		22 108		15 816		16 231		16 830		33 061	78 877

Professional fees 23,708 22,108 33,061 78,877 45,816 16,231 16,830 19,316 17,761 37,077 4,532 13,283 17,815 54,892 Publicity, travel, and entertainment 12,627 6,578 19,205 1,250 32,413 33,663 52,868 Postage and mailings Other operating expenses 296,739 103,518 400,257 48,563 53,024 101,587 501,844 Total Expenses § 3,118,847 6,879,593 9,998,440 868,619 1,300,301 \$ \$ \$ 431,682 \$ \$ \$ 11,298,741 Percentage of Total Expenses <u>28%</u> <u>88%</u> <u>4%</u> <u>12%</u> <u>60%</u> <u>8%</u> <u>100%</u>

Chrysalis Center Statements of Cash Flows Years Ended December 31, 2015 and 2014

		2015		2014
Cash Flows from Operating Activities				
Change in net assets	\$	13,284	\$	696,727
Adjustments to reconcile change in net assets to				
net cash provided by (used in) operating activities:		0 (0 1 = 1		000 500
Depreciation		360,154		292,528
Changes in operating assets and liabilities:		(101 000)		$\langle 2 \rangle \rangle \langle 2 \rangle \rangle$
Transfers to board-designated net assets		(101,000)		(200,000)
Grants receivable		(43,474)		(27,581)
Accounts receivable, net		(391,587)		(396,099)
Prepaid expenses		(27,494)		6,479
Deposits		(17,620)		500
Accounts payable		(43,892)		53,223 20,255
Accrued expenses Deferred revenue		(6,232)		39,255
		(10,257)		(10,256)
Net Cash Provided by (Used in)				
Operating Activities		(268,118)		454,776
Cash Flows from Investing Activities				
Purchases of property and equipment		(3,466)		(1,022,109)
Net Cash Used in				
Investing Activities		(3,466)		(1,022,109)
Cash Flows from Financing Activities				
Transfers to board-designated net assets		101,000		200,000
Net Cash Provided by				
Financing Activities		101,000		200,000
Decrease in				
Cash and Cash Equivalents		(170,584)		(367,333)
Cash and Cash Equivalents				
at Beginning of Year		1,527,136		1,894,469
Cash and Cash Equivalents				
at End of Year	\$	1,356,552	\$	1,527,136
Summary to my Disalogues				
Supplementary Disclosures Cash paid during the year for:				
Income taxes	¢		¢	
Income taxes Interest on line of credit	<u>ф</u>		<u>р</u> Ф	
	Φ		Φ	

Note 1—Nature of Activities and Significant Accounting Policies

<u>Nature of Activities</u>—The Chrysalis Center (Organization) is a California non-profit corporation, established in 1985, dedicated to creating a pathway to self-sufficiency for homeless and low income individuals by providing the resources and support needed to find and retain employment. The Organization operates centers in Downtown Los Angeles, Santa Monica, and the northeast San Fernando Valley. Program services offered by the Organization consist of the following:

<u>The Employment Program</u> offers a curriculum of job search classes, case management, resume and interview preparation, the use of phone and computer facilities, and clothing and transportation resources.

<u>Chrysalis Enterprises</u> is a division of the Organization that provides transitional employment programs through operating social enterprises. Chrysalis Works is a social enterprise that contracts with Business Improvement Districts for street maintenance. Chrysalis Staffing is a temporary staffing agency that provides experience and temp-to-perm opportunities for work-ready clients.

<u>Financial Statement Presentation</u>—The financial statements are prepared using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. The Organization recognizes public and private grants as revenue in the period awarded. Corporate contributions and donations from individuals are recognized when received. Chrysalis Enterprises' revenue is recognized when earned. Contributions and net assets are classified based on the existence or absence of donor-imposed restrictions. The net assets of the Organization and changes therein are classified and reported as follows:

<u>Unrestricted net assets</u>—Net assets that are not subject to donor-imposed stipulations and that may be expendable for any purpose, at any time, in performing the primary objectives of the Organization.

<u>Temporarily restricted net assets</u>—Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or passage of time. As the restrictions are satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying financial statements as net assets released from restrictions. Donor-restricted contributions received and expended in the same reporting period are recorded as unrestricted support. Temporarily restricted net assets at December 31, 2015 and 2014 consisted of amounts restricted to funding specific expenses in future periods.

<u>Permanently restricted net assets</u>—Net assets that are restricted by the donors for investment in perpetuity. The investment income generated from these funds is available for general support of the Organization's programs and operations. The Organization had no permanently restricted net assets at December 31, 2015 and 2014.

<u>Income Taxes</u>—Chrysalis Center is a nonprofit organization exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code (Code). Accordingly, no provision for income taxes is included in the financial statements. In addition, the Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Code.

Note 1-Nature of Activities and Significant Accounting Policies-Continued

Accounting standards require an organization to evaluate its tax positions and provide for a liability for any positions that would not be considered "*more likely than not*" to be upheld under a tax authority examination. Management has evaluated its tax positions and concluded that a provision for a tax liability was not necessary at December 31, 2015 and 2014. Generally, the Organization's information returns remain open for examination for a period of three (federal) or four (state of California) years from the date of filing.

<u>Government Grants and Contracts</u>—Revenues from government grants and contracts are reported as increases in unrestricted net assets as allowable expenditures under such agreements are incurred. The amounts expended in excess of reimbursements are reported as grants receivable. Amounts received in excess of amounts expended are recorded as deferred revenue.

<u>Cash and Cash Equivalents</u>—The Organization considers highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

<u>Grants Receivable</u>—Grants receivable that are expected to be collected within one year are recorded at net realizable value upon receipt of the award. Grants receivable that are expected to be collected in future years are recorded at fair value at the time of the award. The Organization measures fair value of grants receivable in more than one year as the present value of expected future cash flows. Amortization of the associated discount is included in grants revenue. Management provides for probable uncollectible amounts based on its assessment of recent collection history and current donor relationships. Conditional grants are not included as support until the conditions on which they depend are substantially met.

<u>Accounts Receivable</u>—Accounts receivable is stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to expense and a credit 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 credit to accounts receivable.

<u>Property and Equipment</u>—Property and equipment are stated at cost when purchased, or at estimated fair market value at the date of donation. Depreciation is provided using the straight-line method over the estimated useful lives of the related asset, as follows:

Furniture	5 years
Office equipment	7 years
Computer equipment	3 years
Vehicles	5 years
Leasehold improvements	5 years or term of lease (<i>whichever is longer</i>)
Buildings and improvements	40 years

It is the Organization's policy to expense items under \$5,000.

Note 1-Nature of Activities and Significant Accounting Policies-Continued

<u>Concentrations of Credit Risk</u>—The Organization maintains cash balances at a high quality financial institution, American Business Bank, where accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. In the normal course of business, such cash balances are in excess of the FDIC insurance limits, but management deems the risk of loss due to these concentrations to be minimal. Grants receivable are principally with local foundations and government agencies. Accounts receivable are principally with local corporations and business improvement districts. Collection losses related to receivables have historically been immaterial, but management has concluded that, based on its review of balances outstanding, a valuation allowance from selected receivable balances is appropriate.

<u>Functional Expenses</u>—The costs of providing the various program and supporting services have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated between the program services and supporting services benefitted. Functional expenses have been allocated between program services, management and general, and fundraising expenses, based on an analysis of personnel time utilized for the related activities.

<u>Donated Services</u>—Donated services are not reflected in the accompanying financial statements as they do not meet the criteria for recognition under generally accepted accounting principles. However, a substantial number of volunteers have donated a significant number of hours devoted to the Organization's program services, management and general, and fundraising activities.

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

<u>Reclassifications</u>—Certain 2014 amounts have been reclassified to conform with the 2015 financial statement presentation.

Note 2–Accounts Receivable, Net

Accounts receivable, net consists of the following at December 31, 2015 and 2014:

		2015			2014
Chrysalis Enterprises					
Chrysalis Staffing		\$	257,888	\$	220,722
Chrysalis Works			967,485		638,753
Non-Chrysalis Enterprises			332,184		306,495
Less allowance for uncollectible accounts			1,557,557 (10,000)		1,165,970 (10,000)
	Net	\$	1,547,557	\$	1,155,970

Note 3-Property and Equipment, Net

Net property and equipment consist of the following at December 31, 2015 and 2014:

		 2015	2014
Land		\$ 1,300,000	\$ 1,300,000
Building and improvements		653,705	652,879
Furniture and equipment		110,675	110,675
Leasehold improvements		3,277,410	3,274,770
Vehicles		30,283	30,283
Less accumulated depreciation		5,372,073 (1,124,975)	5,368,607 (764,821)
	Net	\$ 4,247,098	\$ 4,603,786

Note 4-Line of Credit

In November 2009, the Organization negotiated a bank line of credit at American Business Bank that provided a maximum of \$500,000 and was secured by the Organization's real and personal property. The borrowing bore interest at 3.75%, payable monthly, as of the date of negotiation and was indexed at the bank's reference rate plus 0.50%. In October 2013, the Organization renegotiated this bank line of credit, increasing the maximum borrowing amount to \$1,000,000. The new line of credit bears interest at 3.25% as of the date of negotiation and is indexed at the bank's reference rate. Interest is payable monthly and the loan matures on October 1, 2018. As of December 31, 2015, the Organization had not drawn any funds on the line since the loan's inception and paid no interest during the years ended December 31, 2015 and 2014.

Note 5-Commitments

The Organization rents office space in downtown Los Angeles and the San Fernando Valley under non-cancelable operating leases. Additionally, the Organization is a party to fifteen non-cancelable operating equipment lease agreements. Future minimum rental payments due on all operating leases with remaining terms of one year or more, by year, are as follows:

Year Ending December 31,		
2016		\$ 337,490
2017		355,518
2018		343,685
2019		295,904
2020		266,456
Thereafter		 773,480
	Total	\$ 2,372,533

Rental expense related to the above leases for the years ended December 31, 2015 and 2014 was approximately \$350,000 and \$325,000, respectively.

Note 6-Board-Designated Net Assets

Board-designated net assets are voluntary, board-approved segregations of unrestricted net assets for specific purposes, projects or investments.

The Reserve and Capital Improvement Fund is to be used for major capital investments or other extraordinary purposes, such as supporting programs that have been impacted by unanticipated funding reductions. It may also be tapped as a short-term line of credit to address temporary, unanticipated cash flow needs. The Board of Directors may decide, at its discretion, to designate additional funds to the Reserve and Capital Improvement Fund based on the Organization's surplus cash position and projected cash needs.

During the years ended December 31, 2015 and 2014, the Board of Directors approved designations to the Fund of an additional \$101,000 and \$200,000, respectively. No releases from the Fund were approved during 2015 or 2014. At December 31, 2015 and 2014, the total of the Fund, including earned interest, was \$1,203,043 and \$1,101,584, respectively.

Note 7—Temporarily Restricted Net Assets

For contributions that have been temporarily restricted by donors for major capital projects, the Organization's Board of Directors has adopted the policy of reclassifying these restricted contributions to unrestricted net assets over the depreciable life of the capital project.

During 2011 through 2013, the Organization raised \$1,869,231 for leasehold improvements to its Downtown Los Angeles facilities. Construction began in 2012, and was completed in 2013. In 2013, in accordance with its policy regarding contributions restricted to capital projects, the Organization began to release the related temporarily restricted contributions for this project to unrestricted net assets, over the 117 months of the remaining estimated life of the leasehold improvements. During the years ended December 31, 2015 and 2014, net assets released from temporary restrictions related to this capital project totaled \$207,692 each year, respectively.

During 2013 through 2014, the Organization raised \$956,500 for leasehold improvements to its San Fernando Valley facilities. Construction began in 2013 and was completed in 2014. In 2014, in accordance with its policy regarding contributions restricted to capital projects, the Organization began to release the related temporarily restricted contributions for this project to unrestricted net assets over the 117 months of the remaining estimated life of the leasehold improvements. During the years ended December 31, 2015 and 2014, net assets released from temporary restrictions related to this capital project totaled \$98,109 and \$32,703, respectively.

The reclassifications of restricted contributions to unrestricted net assets over the depreciable life of the Downtown Los Angeles and San Fernando Valley capital projects are reported on the statement of activities as net assets released from restrictions.

Note 7-Temporarily Restricted Net Assets-Continued

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

		 2015	 2014
Capital projects Program services support		\$ 2,279,535 285,509	\$ 2,585,336 351,244
	Totals	\$ 2,565,044	\$ 2,936,580

Note 8-Special Events, Net

Net special events income related to the annual Butterfly Ball for the years ended December 31, 2015 and 2014, consists of the following:

		 2015	 2014
Event income Less related expenses		\$ 1,369,644 (363,247)	\$ 1,493,820 (286,887)
	Net	\$ 1,006,397	\$ 1,206,933

Total fundraising expenses for the years ended December 31, 2015 and 2014 consist of the following:

		2015		2014	
Fundraising expenses per statement of functional expenses Special event expenses		\$	896,033 363,247	\$	868,619 286,887
	Totals	\$	1,259,280	\$	1,155,506

Expenses, including special events expenses, amounted to \$12,739,709 and \$11,585,628, for the years ended December 31, 2015 and 2014, respectively.

Note 9-Subsequent Events

Management evaluated all activities of Chrysalis Center through September 12, 2016, which is the date the financial statements were available to be issued, and concluded that no other material subsequent events have occurred that would require adjustment to the financial statements or disclosure in the notes to the financial statements.