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August 19, 2020

Board of Directors  
The Hendricks County Child Advocacy Center, Inc.  
d/b/a Susie's Place  
7519 Beechwood Center Rd, Suite 500  
Avon, IN 46123

We have reviewed the audit report of The Hendricks County Child Advocacy Center, Inc. d/b/a Susie's Place which was opined upon by Alerding CPA Group, Independent Public Accountants, for the period January 1, 2018 to December 31, 2018. Per the *Independent Auditor's Report* the financial statements included in the report present fairly the financial condition of The Hendricks County Child Advocacy Center, Inc. d/b/a Susie's Place as of December 31, 2018 and the results of its operations for the period then ended, on the basis of accounting described in the report.

In our opinion, Alerding CPA Group prepared the audit report in accordance with guidelines established by the State Board of Accounts.

The audit report is filed with this letter in our office as a matter of public record.

*Paul D. Joyce*  
Paul D. Joyce, CPA  
State Examiner

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.  
D/B/A**



**FINANCIAL STATEMENTS**

**DECEMBER 31, 2018 AND 2017**



**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

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DECEMBER 31, 2018 AND 2017

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## INDEPENDENT AUDITOR'S REPORT

Board of Directors  
The Hendricks County Child Advocacy Center, Inc.  
d/b/a Susie's Place  
Avon, Indiana

### **Report on the Financial Statements**

We have audited the accompanying financial statements of The Hendricks County Advocacy Center, Inc. d/b/a Susie's Place, which comprise the statements of financial position as of December 31, 2018 and 2017, and the related statements of activities and changes in net assets, 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; 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 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.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Hendricks County Advocacy Center, Inc. d/b/a Susie's Place as of December 31, 2018 and 2017, and its changes in net assets, functional expenses, and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

A handwritten signature in cursive script that reads "A. Stutz CPA Greg".

July 11, 2019

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2018 AND 2017

**ASSETS**

	<u>2018</u>	<u>2017</u>
<b>Current Assets:</b>		
Cash and cash equivalents	\$ 150,307	\$ 107,545
Investments	2,662	-0-
Grants receivable	129,765	109,980
Deferred rent	36,000	36,000
Total current assets	<u>318,734</u>	<u>253,525</u>
 <b>Property and Equipment:</b>		
Furniture and equipment	214,718	199,200
Leasehold improvements	29,982	29,982
	<u>244,700</u>	<u>229,182</u>
Accumulated depreciation	(134,968)	(99,680)
Property and equipment, net	<u>109,732</u>	<u>129,502</u>
 <b>Lease Deposit</b>	2,500	2,500
<b>Deferred Rent</b>	<u>72,000</u>	<u>108,000</u>
 Total assets	<u>\$ 502,966</u>	<u>\$ 493,527</u>

**LIABILITIES AND NET ASSETS**

<b>Current Liabilities - Accrued Expenses</b>	<u>\$ 2,316</u>	<u>\$ -0-</u>
 <b>Net Assets:</b>		
Without donor restrictions	379,150	325,087
With donor restrictions	121,500	168,440
Total net assets	<u>500,650</u>	<u>\$ 493,527</u>
 Total liabilities and net assets	<u>\$ 502,966</u>	<u>\$ 493,527</u>

See accompanying Notes to Financial Statements.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS  
YEAR ENDED DECEMBER 31, 2018  
(WITH COMPARATIVE TOTALS FOR 2017)

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2018 Total</u>	<u>2017 Total</u>
<b>Revenue and Support:</b>				
Corporate and government contributions and grants	\$ 722,931	\$ 13,500	\$ 736,431	\$ 743,208
Special events	153,140	-0-	153,140	122,649
Individual contributions	38,981	-0-	38,981	49,080
Training fees	29,302	-0-	29,302	6,503
In-kind contributions	38,995	-0-	38,995	11,124
Investment income	152	-0-	152	-0-
Other income	756	-0-	756	2
Total revenue and support	<u>984,257</u>	<u>13,500</u>	<u>997,757</u>	<u>932,566</u>
<b>Net Assets Released From Donor Restrictions</b>	<u>60,440</u>	<u>(60,440)</u>	<u>-0-</u>	<u>-0-</u>
	<u>1,044,697</u>	<u>(46,940)</u>	<u>997,757</u>	<u>932,566</u>
<b>Expenses:</b>				
Program services	880,570	-0-	880,570	805,256
Fundraising	71,544	-0-	71,544	23,270
Management and general	38,520	-0-	38,520	36,373
Total expenses	<u>990,634</u>	<u>-0-</u>	<u>990,634</u>	<u>864,899</u>
Change in net assets	54,063	(46,940)	7,123	67,667
<b>Net Assets, Beginning of Year</b>	<u>325,087</u>	<u>168,440</u>	<u>493,527</u>	<u>425,860</u>
<b>Net Assets, End of Year</b>	<u>\$ 379,150</u>	<u>\$ 121,500</u>	<u>\$ 500,650</u>	<u>\$ 493,527</u>

See accompanying Notes to Financial Statements.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS  
YEAR ENDED DECEMBER 31, 2017

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b>Revenue and Support:</b>			
Corporate and government contributions and grants	\$ 705,708	\$ 37,500	\$ 743,208
Special events	122,649	-0-	122,649
Individual contributions	44,080	5,000	49,080
Training fees	6,503	-0-	6,503
In-kind contributions	11,124	-0-	11,124
Other income	<u>2</u>	<u>-0-</u>	<u>2</u>
Total revenue and support	890,066	42,500	932,566
<b>Net Assets Released From Donor Restrictions</b>	<u>90,060</u>	<u>(90,060)</u>	<u>-0-</u>
	<u>980,126</u>	<u>(47,560)</u>	<u>932,566</u>
<b>Expenses:</b>			
Program services	805,256	-0-	805,256
Fundraising	23,270	-0-	23,270
Management and general	<u>36,373</u>	<u>-0-</u>	<u>36,373</u>
Total expenses	<u>864,899</u>	<u>-0-</u>	<u>864,899</u>
Change in net assets	115,227	(47,560)	67,667
<b>Net Assets, Beginning of Year</b>	<u>209,860</u>	<u>216,000</u>	<u>425,860</u>
<b>Net Assets, End of Year</b>	<u>\$ 325,087</u>	<u>\$ 168,440</u>	<u>\$ 493,527</u>

See accompanying Notes to Financial Statements.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.  
D/B/A  
SUSIE'S PLACE**

**STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED DECEMBER 31, 2018  
(WITH COMPARATIVE TOTALS FOR 2017)**

	<u>Program Services</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>2018 Total</u>	<u>2017 Total</u>
<b>Wages and Benefits:</b>					
Salaries	\$ 502,130	\$ 3,138	\$ 17,784	\$ 523,052	\$ 459,508
Payroll taxes and benefits	<u>50,996</u>	<u>319</u>	<u>1,806</u>	<u>53,121</u>	<u>43,742</u>
Total wages and benefits	553,126	3,457	19,590	576,173	503,250
<b>Other Expenses:</b>					
Insurance	12,153	76	430	12,659	11,444
Special events	-0-	65,626	-0-	65,626	17,917
Professional fees	2,917	63	7,439	10,419	11,158
Rent	146,797	917	5,200	152,914	148,467
Postage and printing	4,049	26	143	4,218	6,426
Technology	5,964	37	211	6,212	18,363
Advertising and promotion	3,390	389	118	3,897	2,867
Travel and meals	21,936	137	777	22,850	22,257
Office supplies	26,236	164	929	27,329	18,050
Dues and subscriptions	4,528	29	160	4,717	2,500
Training and related travel	22,365	140	792	23,297	37,698
Telephone and utilities	27,492	172	974	28,638	21,595
Repair and maintenance	7,769	49	275	8,093	7,854
Depreciation	33,876	212	1,200	35,288	15,718
Miscellaneous	<u>7,972</u>	<u>50</u>	<u>282</u>	<u>8,304</u>	<u>19,335</u>
Total expenses	<u>\$ 880,570</u>	<u>\$ 71,544</u>	<u>\$ 38,520</u>	<u>\$ 990,634</u>	<u>\$ 864,899</u>

See accompanying Notes to Financial Statements.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED DECEMBER 31, 2017

	<u>Program Services</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>Total</u>
<b>Wages and Benefits:</b>				
Salaries	\$ 441,128	\$ 2,757	\$ 15,623	\$ 459,508
Payroll taxes and benefits	41,992	262	1,488	43,742
Total wages and benefits	<u>483,120</u>	<u>3,019</u>	<u>17,111</u>	<u>503,250</u>
<b>Other Expenses:</b>				
Insurance	10,986	70	388	11,444
Special events	-0-	17,917	-0-	17,917
Professional fees	3,124	67	7,967	11,158
Rent	142,528	891	5,048	148,467
Postage and printing	6,169	40	217	6,426
Technology	17,628	110	625	18,363
Advertising and promotion	2,494	286	87	2,867
Travel and meals	21,367	134	756	22,257
Office supplies	17,328	108	614	18,050
Dues and subscriptions	2,400	15	85	2,500
Training and related travel	36,190	226	1,282	37,698
Telephone and utilities	20,731	130	734	21,595
Repair and maintenance	7,540	47	267	7,854
Depreciation	15,089	94	535	15,718
Miscellaneous	18,562	116	657	19,335
Total expenses	<u>\$ 805,256</u>	<u>\$ 23,270</u>	<u>\$ 36,373</u>	<u>\$ 864,899</u>

See accompanying Notes to Financial Statements.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.  
D/B/A  
SUSIE'S PLACE**

STATEMENTS OF CASH FLOWS  
YEARS ENDED DECEMBER 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
<b>Cash Flows From Operating Activities:</b>		
Change in net assets	\$ 7,123	\$ 67,667
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	35,288	15,718
Donated equipment	-0-	(8,939)
Donated investments	(2,510)	-0-
Net unrealized gains on invesments	(152)	-0-
Expense of in-kind deferred rent	36,000	72,000
Changes in operating assets and liabilities:		
Grants receivable	(19,785)	(10,251)
Accrued expenses	<u>2,316</u>	<u>-0-</u>
Net cash provided by operating activities	58,280	136,195
<b>Cash Flows From Investing Activities:</b>		
Purchase of property and equipment	<u>(15,518)</u>	<u>(88,026)</u>
Net increase	42,762	48,169
<b>Cash and Cash Equivalents, Beginning of Year</b>	<u>107,545</u>	<u>59,376</u>
<b>Cash and Cash Equivalents, End of Year</b>	<u>\$ 150,307</u>	<u>\$ 107,545</u>
<b>Supplemental Disclosure of Cash Flow Information:</b>		
Cash payments for interest	<u>\$ -0-</u>	<u>\$ 1,959</u>

See accompanying Notes to Financial Statements.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.  
D/B/A  
SUSIE'S PLACE**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018 AND 2017

**1. SIGNIFICANT ACCOUNTING POLICIES**

The Hendricks County Advocacy Center, Inc. d/b/a Susie's Place (the "Organization") is a not-for-profit organization that provides neutral, child-friendly centers to investigate alleged child abuse and neglect in Indiana, while keeping the comfort and safety of the child the first priority.

The significant accounting policies followed by the Organization in the preparation of its financial statements are summarized below:

Change in Accounting Principle

During 2016, the Financial Accounting Standards Board issued Accounting Standards Update 2016-14, *Not-For-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-For-Profit Entities*. The update addresses the financial reporting complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment returns for not-for-profit organizations. As required by the update, the Organization retrospectively adopted the standard during 2018 and has conformed to the new presentation in the financial statements for all periods presented herein.

Basis of Presentation

Net assets, revenue, support, and expenses are classified based on the existence or absence of donor-imposed restrictions. Net assets without donor restrictions are available to support the general operations of the Organization. Net assets with donor restrictions are net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor.

Revenue and Support Recognition

The Organization records contributions and grants as revenue and support at the time an unconditional promise to give or payment is received from the donor or expenses are incurred for grants under a cost reimbursement basis. Training fees are recognized as revenue during the reporting period training services are performed.

Revenues and support are reported as increases in net assets with or without donor restrictions based upon whether the donor has imposed any restrictions. The Organization reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions are met in the same reporting period in which the revenue and support is recognized. Contributions are recognized when the donor makes an unconditional promise to give to the Organization either in writing or verbally or payment is received or expenses are incurred for grants under a cost reimbursement basis.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018 AND 2017

Estimates

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") requires Management to make estimates and assumptions that affect the reported amounts in the financial statements and notes to the financial statements. Actual results could differ from those estimates. Primary estimates made in the preparation of the Organization's financial statements include collectability of grants receivable, useful lives of property and equipment, the value of in-kind deferred rent, and the allocation of functional expenses.

Cash and Cash Equivalents

Cash and cash equivalents represent cash held in checking and money market accounts. All liquid investments with original maturity dates of three months or less are classified as cash equivalents.

Property and Equipment

Purchased property and equipment are recorded at cost. Items donated are recorded at fair market value as of the date of donation. Costs of improvements are capitalized and costs of repairs and maintenance are expensed as incurred. Depreciation is recorded over the estimated useful lives of the assets ranging from four to seven years utilizing the straight-line method.

In-Kind Contributions

The Organization recognizes in-kind donations as support, including rent for two of their facilities (Note 7) and other services provided free of charge or at significant discounts.

Functional Expenses

Expenses are functionally classified as Program Services, Fundraising, and Management and General. Classifications are based on actual direct expenditures and cost allocations determined by estimates of time spent by Organization personnel or other rational means.

Income Taxes

The Organization is exempt from Federal and state income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code and corresponding state law. Accordingly, no provision has been made for Federal or state income taxes.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.  
D/B/A  
SUSIE'S PLACE**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018 AND 2017

Management of the Organization evaluates all significant tax positions to ensure compliance with exempt purpose of the Organization as required by U.S. GAAP, including consideration of any unrelated business income tax. As of December 31, 2018, Management does not believe the Organization has taken any tax positions that are not in compliance with the exempt purpose of the Organization. The Organization's Federal and state tax returns remain open and subject to examination beginning with the calendar tax year ended December 31, 2015.

Subsequent Events

Subsequent events have been evaluated through July 11, 2019, which is the date the financial statements were available for issuance.

**2. LIQUIDITY AND AVAILABILITY**

At December 31, 2018 and 2017, financial assets available for future general expenditures within one year from the Statements of Financial Position comprise the following:

	<u>2018</u>	<u>2017</u>
Financial assets:		
Cash and cash equivalents	\$ 150,307	\$ 107,545
Investments	2,662	-0-
Grants receivable	<u>129,765</u>	<u>109,980</u>
	<u>282,734</u>	<u>217,525</u>
Less amounts not available to be used for general expenditures within one year:		
Donor restricted funds	<u>(13,500)</u>	<u>(24,400)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 269,234</u>	<u>\$ 193,125</u>

The Organization is primarily supported by restricted contributions. Donor restrictions require resources to be used in a particular manner or in a future period, the Organization must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of the Organization's liquidity management, its practice is to structure its financial assets to be available for its general expenditures, liabilities, and other obligations as they come due. In addition, the Organization has a policy to maintain cash reserves at an amount not less than three month moving average of monthly operating expenses.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018 AND 2017

The Organization maintains adequate liquid assets to fund near-term operating needs and maintains sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. In the event of an unanticipated liquidity need, the Organization has available borrowings of \$100,000 on the line of credit (Note 5).

**3. INVESTMENTS AND INVESTMENT RETURN**

U.S. GAAP defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. U.S. GAAP also establishes a fair value hierarchy, which requires the Organization to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

Investments are reported at fair value and include equity securities of \$2,662 at December 31, 2018 measured by Level 1 inputs, defined as quoted prices in active markets for identical assets or liabilities that can be accessed as of the measurement date. Investment income for the year ended December 31, 2018 includes unrealized gains of \$152. The Organization held no investments as of and for the year ended December 31, 2017.

**4. GRANTS RECEIVABLE**

The Organization recognizes all material unconditional promises to give as grant revenue. Promises to give that are expected to be collected in future years are recorded at their net present value.

Grants receivable of \$129,765 and \$109,980 at December 31, 2018 and 2017, respectively, represent receivables from cost reimbursement grants and are due from the grantors within one year.

**5. LINE OF CREDIT**

The Organization has \$100,000 of available borrowings under a line credit agreement with a bank, which is due on demand and, accordingly, the line of credit has no maturity date. Borrowings under this facility bear interest at the bank's prime lending rate plus 1.0% (6.50% at December 31, 2018), but not less than 5%. The line of credit is unsecured. There were no outstanding borrowings on the line of credit as of December 31, 2018 and 2017.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.**  
**D/B/A**  
**SUSIE'S PLACE**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018 AND 2017

6. RETIREMENT PLAN

In November 2017, the Organization adopted a SIMPLE IRA plan which covers all eligible employees who meet the eligibility requirements. The amount of contributions by the Organization to the plan is determined by the Board of Directors and may vary from 0% to 3% of eligible compensation. The Organization contributed \$7,447 and \$0- for the years ended December 31, 2018 and 2017, respectively.

7. OPERATING LEASES

The Organization leases office space under the terms of operating leases requiring monthly payments aggregating \$8,897, which expire at various dates through December 2021.

During 2016, the Organization executed a long-term operating lease for office space from an unrelated third party, which includes donated rent over the term of the lease. The approximate estimated fair value of the donated rent portion of the lease ranges from \$24,000 to \$72,000 per year. Accordingly, during 2016, \$240,000 of revenue and support was recorded for in-kind rent. The amount charged to rent expense was \$72,000 for each year ended December 31, 2018 and 2017 and the deferred rent contributions representing future expenses is reported as assets and donor restricted net assets on the Statement of Financial Position at an estimated fair value of \$108,000 and \$144,000 at December 31, 2018 and 2017, respectively.

Future minimum lease payments due under the terms of the leases are as follows:

Year Ending <u>December 31,</u>		
2019	\$	106,758
2020		91,758
2021		<u>40,345</u>
	\$	<u>238,861</u>

Total lease expense was \$152,914 and \$148,467 for the years ended December 31, 2018 and 2017, respectively.

**THE HENDRICKS COUNTY CHILD ADVOCACY CENTER, INC.  
D/B/A  
SUSIE'S PLACE**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2018 AND 2017

**8. NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions are restricted for the following purposes at December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Subject to expenditure for specified purpose:		
Development officer	\$ 10,000	\$ -0-
Technology, supplies, and transportation assistance	3,500	-0-
K-12 abuse prevention	<u>-0-</u>	<u>24,400</u>
	13,500	24,400
Subject to passage of time:		
In-kind deferred rent	<u>108,000</u>	<u>144,000</u>
Total net assets with donor restrictions	<u>\$ 121,500</u>	<u>\$ 168,400</u>

Net assets released from donor restrictions due to the satisfaction of donor-imposed restrictions totaled \$60,440 and \$90,060 for the years ended December 31, 2018 and 2017, respectively. The assets were used for program expenses and operations as stipulated by the donors.

**9. CONCENTRATION OF CREDIT RISK**

Cash and Cash Equivalents

The Organization maintains its cash and cash equivalents in bank deposit accounts which, at times, may exceed Federally insured limits. The Organization has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risk on cash and cash equivalents.

Grants Receivable and Revenue and Support

At December 31, 2018 and for the year then ended, 100% of grants receivable and 65% of the Organization's revenue and support excluding investment income were from two (2) grantors.

At December 31, 2017 and for the year then ended, 100% of grants receivable and 70% of the Organization's revenue and support were from two (2) grantors.