

**NATIONAL EDUCATION FOR
ASSISTANCE DOG SERVICES, INC.**

FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2017

AND

INDEPENDENT AUDITOR'S REPORT

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

FINANCIAL STATEMENTS

YEAR ENDED AUGUST 31, 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
National Education for Assistance Dog Services, Inc.
West Boylston, Massachusetts

Report on the Financial Statements

We have audited the accompanying financial statements of National Education for Assistance Dog Services, Inc. which comprise the statement of financial position as of August 31, 2017, and the related statements of activities, functional expenses, and cash flows for the year then ended and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 National Education for Assistance Dog Services, Inc. as of August 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

INDEPENDENT AUDITOR'S REPORT

(Continued)

Report on Summarized Comparative Information

We have previously audited National Education for Assistance Dog Services, Inc.'s 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 21, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended August 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Ballus Lynch, LLP

Worcester, Massachusetts
November 27, 2017

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

STATEMENT OF FINANCIAL POSITION

AUGUST 31, 2017

(With Summarized Financial Information for 2016)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Totals	
				2017	2016
Assets					
Current assets					
Cash and cash equivalents	\$ 365,588	\$ 205,418	\$ -	\$ 571,006	\$ 251,575
Accounts receivable, net	-	-	-	-	-
Grants and other receivables	-	82,895	-	82,895	60,697
Pledges receivable, net	61,068	175,000	-	236,068	60,000
Prepaid expenses	32,991	-	-	32,991	11,006
Other current assets	2,983	-	-	2,983	4,013
Total current assets	462,630	463,313	-	925,943	387,291
Investments	950,423	1,978,644	392,906	3,321,973	3,072,690
Long-term pledges receivable	-	-	-	-	55,000
Property, plant, and equipment, net	3,607,405	-	-	3,607,405	3,598,335
Due (to) from other funds	(329,568)	329,568	-	-	-
Total assets	<u>\$ 4,690,890</u>	<u>\$ 2,771,525</u>	<u>\$ 392,906</u>	<u>\$ 7,855,321</u>	<u>\$ 7,113,316</u>
Liabilities and Net Assets					
Current Liabilities					
Line of credit	\$ 135,000	\$ -	\$ -	\$ 135,000	\$ 160,000
Current maturities of long-term debt	32,717	-	-	32,717	30,847
Current maturities of capital lease obligation	-	-	-	-	4,426
Accounts payable and accrued liabilities	183,069	-	-	183,069	155,568
Total current liabilities	350,786	-	-	350,786	350,841
Long-term liabilities					
Long-term debt, less current maturities	146,345	-	-	146,345	179,637
Total long-term liabilities	146,345	-	-	146,345	179,637
Net assets					
Unrestricted					
Undesignated	3,243,336	-	-	3,243,336	2,861,670
Board designated for investment	950,423	-	-	950,423	304,866
Total unrestricted	4,193,759	-	-	4,193,759	3,166,536
Temporarily restricted	-	2,771,525	-	2,771,525	1,840,761
Permanently restricted	-	-	392,906	392,906	1,575,541
Total net assets	4,193,759	2,771,525	392,906	7,358,190	6,582,838
Total liabilities and net assets	<u>\$ 4,690,890</u>	<u>\$ 2,771,525</u>	<u>\$ 392,906</u>	<u>\$ 7,855,321</u>	<u>\$ 7,113,316</u>

See accompanying independent auditor's report and notes to financial statements.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED AUGUST 31, 2017
(With Summarized Financial Information for 2016)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Totals	
				2017	2016
Support and revenue					
General fees and contributions	\$ 1,075,897	\$ 810,487	\$ -	\$ 1,886,384	\$ 1,808,989
Contributed goods and services	235,718	-	-	235,718	204,222
Grants and foundation gifts	196,131	908,312	-	1,104,443	442,116
Interest income	997	-	-	997	2,531
Investment return	111,591	116,714	-	228,305	135,592
Other income	698	-	-	698	-
Net assets released from restrictions	<u>2,087,384</u>	<u>(904,749)</u>	<u>(1,182,635)</u>	<u>-</u>	<u>-</u>
Total support and revenue	<u>3,708,416</u>	<u>930,764</u>	<u>(1,182,635)</u>	<u>3,456,545</u>	<u>2,593,450</u>
Expenses					
Program	2,259,429	-	-	2,259,429	2,116,832
Management and general	232,325	-	-	232,325	224,436
Fund raising	<u>189,439</u>	<u>-</u>	<u>-</u>	<u>189,439</u>	<u>199,462</u>
Total expenses	<u>2,681,193</u>	<u>-</u>	<u>-</u>	<u>2,681,193</u>	<u>2,540,730</u>
Change in net assets	1,027,223	930,764	(1,182,635)	775,352	52,720
Net assets, beginning of year	<u>3,166,536</u>	<u>1,840,761</u>	<u>1,575,541</u>	<u>6,582,838</u>	<u>6,530,118</u>
Net assets, end of year	<u>\$ 4,193,759</u>	<u>\$ 2,771,525</u>	<u>\$ 392,906</u>	<u>\$ 7,358,190</u>	<u>\$ 6,582,838</u>

See accompanying independent auditor's report and notes to financial statements.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED AUGUST 31, 2017
 (With Summarized Financial Information for 2016)

	Program	Management and General	Fund Raising	Totals	
				2017	2016
Salaries and benefits	\$ 1,285,593	\$ 174,044	\$ 125,712	\$ 1,585,349	\$ 1,441,298
Kennel supplies and dog care	141,187	-	-	141,187	102,987
Veterinary fees	171,900	-	-	171,900	169,839
Purchase of dogs	108,905	-	-	108,905	124,162
Education	4,502	-	-	4,502	5,139
Repairs and maintenance	26,831	292	2,041	29,164	31,720
Motor vehicles	21,867	-	-	21,867	27,116
Rent expense	2,179	-	-	2,179	2,097
Utilities	33,035	359	2,514	35,908	47,234
Telephone	12,084	728	1,747	14,559	15,125
Insurance	41,619	3,673	1,836	47,128	42,714
Fund raising expense	-	-	5,383	5,383	18,879
Advertising and printing	46,077	2,569	23,617	72,263	85,007
Office supplies	52,841	1,324	956	55,121	56,662
Postage	12,593	286	2,544	15,423	17,462
Professional services	108,081	43,449	8,130	159,660	134,009
Travel and entertainment	13,342	814	7,579	21,735	20,034
Bank fees	21	465	3,779	4,265	3,703
Interest expense	18,549	-	-	18,549	19,674
Depreciation	158,223	359	2,514	161,096	167,652
Bad debt expense	-	-	-	-	3,000
Miscellaneous	-	3,963	1,087	5,050	5,217
Total Expenses	<u>\$ 2,259,429</u>	<u>\$ 232,325</u>	<u>\$ 189,439</u>	<u>\$ 2,681,193</u>	<u>\$ 2,540,730</u>

See accompanying independent auditor's report and notes to financial statements.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

STATEMENT OF CASH FLOWS

YEAR ENDED AUGUST 31, 2017
(With Summarized Financial Information for 2016)

	<u>2017</u>	<u>2016</u>
Cash flows from operating activities:		
Change in net assets	\$ 775,352	\$ 52,720
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	161,096	167,652
Non-cash contributions of property, plant and equipment	(2,394)	-
Bad debt expense	-	3,000
Investment gains	(225,923)	(135,592)
Contributions restricted for capital improvement	(184,857)	(60,459)
Changes in operating assets and liabilities:		
Accounts, grants, pledges, and other receivables	(123,266)	29,292
Prepaid expenses and other assets	(20,955)	4,168
Accounts payable and accrued liabilities	27,501	30,569
Net cash provided by operating activities	<u>406,554</u>	<u>91,350</u>
Cash flows from investing activities:		
Purchases of investments	(145,705)	(760,767)
Proceeds from sales and maturities of investments	122,345	756,636
Purchases of property, plant, and equipment	<u>(167,772)</u>	<u>(315,281)</u>
Net cash used in investing activities	<u>(191,132)</u>	<u>(319,412)</u>
Cash flows from financing activities:		
Proceeds from contributions restricted for:		
Acquisition of property, plant and equipment	164,857	110,459
Payments on line of credit	(25,000)	(15,000)
Principal payments of long-term debt	(31,422)	(29,058)
Principal payments of capital lease obligation	<u>(4,426)</u>	<u>(5,118)</u>
Net cash provided by financing activities	<u>104,009</u>	<u>61,283</u>
Net change in cash and cash equivalents	319,431	(166,779)
Cash and cash equivalents, beginning of year	<u>251,575</u>	<u>418,354</u>
Cash and cash equivalents, end of year	<u>\$ 571,006</u>	<u>\$ 251,575</u>

See accompanying independent auditor's report and notes to financial statements.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS

1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of business

National Education for Assistance Dog Services, Inc. (NEADS) is a non-profit organization that was established in 1976 to provide canine assistance for people who are deaf or have a disability. These assistance dogs become an extension of their handlers and bring freedom, physical autonomy, and relief from social isolation to their human partners.

Accounting estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses. Actual results could differ from those estimates.

Subsequent events

NEADS has evaluated the financial statement impact of subsequent events occurring through November 27, 2017, the date that the financial statements were available to be issued.

Method of accounting

The financial statements of NEADS have been prepared on the accrual basis. Accordingly, assets are recorded when the organization obtains the rights to ownership or is entitled to claims for receipt and liabilities are recorded when the obligations are incurred.

Financial statement presentation

NEADS presents information regarding its financial position and activities according to three classifications of net assets described as follows:

Unrestricted - All resources over which the governing board has discretionary control. The governing board may elect to designate such resources for specific purposes. This designation may be removed at the board's discretion.

Temporarily Restricted - Resources accumulated through donations or grants for specific operating or capital purposes. Such resources will become unrestricted when the requirements of the donor or grantee have been satisfied through expenditure for the specified purpose or program or through the passage of time.

Permanently Restricted - Endowment resources accumulated through donations or grants that are subject to the restriction in perpetuity that the principal be invested. Investment income may be either an unrestricted or temporarily restricted resource when earned, determined according to the gift instruments.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with NEADS financial statements for the year ended August 31, 2016, from which the summarized information was derived.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS

(Continued)

1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Concentration of credit risk

NEADS maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. NEADS 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.

Accounts receivable

Receivables are reflected on the statement of financial position net of allowances for doubtful accounts. The allowance for doubtful accounts is determined based upon an annual review of account balances, including the age of the balance and the historical experience with the clients.

Pledges receivable

Pledges receivable are unconditional promises to give, that are recognized as contributions when the promise is received. Pledges receivable that are expected to be collected in less than one year are reported at net realizable value. Pledges receivable that are expected to be collected in more than one year are recorded at fair value at the date of promise. That fair value is computed using a present value technique applied to anticipated cash flows. Amortization of the resulting discount is recognized as additional contribution revenue. The allowance for uncollectable pledges receivable is determined based on management's evaluation of the collectability of individual promises. Promises that remain uncollected more than one year after their due dates are written off unless the donors indicate that payment is merely postponed

Investments

Investments in equity securities with readily determinable fair values and all debt securities are presented at fair value. Alternative investments are generally comprised of debt securities that are traded on a private over-the-counter market for institutional investors. These alternative investments are carried at estimated fair values as provided by the investment manager. NEADS reviews and evaluates the values reported on statements and audits provided by the investment manager and agrees with the valuation methods and assumptions used in determining the fair value of the alternative investments. Those estimated fair values may differ significantly from the values that would have been used had a ready market for these securities existed. Gains or losses on investments are reported in the statement of activities as increases or decreases in unrestricted net assets unless their use is temporarily or permanently restricted by explicit donor stipulations or by law.

Investment income is recorded in unrestricted assets unless its use is temporarily or permanently restricted by explicit donor stipulations.

Endowment funds

NEADS's endowment consists of donor restricted funds established for a variety of purposes. It's endowment includes both donor restricted endowment funds and funds designated by the Board to function as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed or legal restrictions.

The Board of Directors has interpreted state law as allowing the utilization of appreciation on permanently restricted assets unless explicit donor stipulations specify how net appreciation must be used. As a result of this interpretation, NEADS 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.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS

(Continued)

1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Endowment funds (continued)

The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by NEADS in a manner consistent with the standard of prudence prescribed by state law.

In accordance with the Uniform Prudent Management of Institutional Funds Act, NEADS may consider the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds: the duration and preservation of the fund; the purposes of the organization and the donor-restricted endowment fund; general economic conditions; the possible effect of inflation and deflation; the expected total return from income and the appreciation of investments; other resources of the organization; and the investment policies of the organization.

NEADS has adopted investment and spending policies for its endowment assets that attempt to provide a predictable stream of funding for its programs while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Board, NEADS's Investment Committee shall seek to invest the endowment funds in such a manner that the investments will provide a spendable return consistent with a long-term goal of preserving the funds in real terms. Actual returns in any given year may vary from this policy.

To satisfy its long-term rate-of-return objectives, NEADS relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). NEADS has invested in mutual funds that target a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

NEADS has a policy of appropriating for distribution each quarter actual income plus realized and unrealized gains. In establishing this policy, NEADS considered the long-term expected return on its endowment. This is consistent with NEADS' objective to maintain the purchasing power of its endowment.

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor imposed restrictions require NEADS to retain as a fund of perpetual duration. In accordance with generally accepted accounting principles, deficiencies of this nature are reported in unrestricted net assets. There were no such deficiencies as of August 31, 2017.

Property, plant, and equipment

Property, plant, and equipment is recorded at cost. Donated assets are recorded at fair value as of the date of the gift. Depreciation is computed using the straight line method. The cost of maintenance and repairs is charged to income as incurred.

Dog training fees

NEADS receives fees and contributions from its clients for training assistance dogs. These funds are recognized as revenue upon completion of the training program. Funds received in advance for a dog that has not completed training are included in temporarily restricted general fees and contributions.

Contributions, gifts, and grants

Contributions, gifts, and grants received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and nature of any donor restrictions. Contributions may include actual gifts or promises to give. Such contributions are considered to be available for unrestricted use unless specifically restricted by the donor or grantor. Contributions of assets other than cash are recorded at their estimated fair value on the date of the gift.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Contributions, gifts, and grants (continued)

Contributions that the donor requires to be used to acquire long-lived assets (for example, land, buildings, furniture, fixtures, and equipment) are reported as temporarily restricted until the long-lived assets have been acquired, at which time the entity reflects the expiration of the donor-imposed restriction as a reclassification included in net assets released from restrictions. Restricted gifts or promises to give are required to be reported as restricted support in the period received and are then reclassified to unrestricted net assets upon satisfaction of the donor restriction. Conditional promises to give, which depend on the occurrence of a specified future and uncertain event to bind the promisor, are recognized when the conditions on which they depend are substantially met.

Functional expenses

Expenses are charged to each program based upon direct expenditures incurred. Expenditures not directly chargeable are allocated to each function.

Advertising and promotion

All costs associated with advertising and promoting NEADS are expensed in the year incurred.

Donated goods and services

Donated goods and services with a clearly measurable monetary value, which the organization would have been required to purchase, are recorded as unrestricted support and expense in the period received. Other services and those which are not clearly measurable are not recorded in the financial statements.

2 - PLEDGES RECEIVABLE

Payments of pledges as of August 31, 2017 are expected to be received as follows:

2018	\$ 239,068
Less: Reserve for uncollectible pledges	<u>3,000</u>
	<u>\$ 236,068</u>

3 - INVESTMENTS

Investments are included in the following classes of net assets:

	<u>2017</u>	<u>2016</u>
Donor restricted endowments		
Unrestricted	\$ -	\$ (533,075)
Permanently restricted	392,906	1,575,541
Board designated endowment	950,423	837,941
Temporarily restricted	1,978,644	921,258
Unrestricted	<u>-</u>	<u>271,025</u>
	<u>\$ 3,321,973</u>	<u>\$ 3,072,690</u>

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

3 - INVESTMENTS (Continued)

Investments are comprised of the following:

	<u>2017</u>	<u>2016</u>
Money market funds	\$ 504,929	\$ 447,455
Certificates of deposit	52,017	-
Taxable bonds	1,011,253	993,161
Equity based mutual funds	1,642,977	1,529,498
Alternative investments	110,797	102,576,
	<u>\$ 3,321,973</u>	<u>\$ 3,072,690</u>

Investment return is reflected in the financial statements for 2017 and 2016 as follows:

	<u>2017</u>	<u>2016</u>
Interest and dividend income	\$ 63,757	\$ 61,119
Net realized and unrealized gains (losses)	184,951	93,913
Investment management fees	(20,403)	(19,440)
Total return on investments	<u>\$ 228,305</u>	<u>\$ 135,592</u>

As discussed in Note 1, NEADS's investments are reported at fair value. The investment markets have been volatile since August 31, 2017. As a result, the fair value of the NEADS's investment portfolio as of the date of the independent auditor's report may be different than amounts reported at August 31, 2017.

4 - ENDOWMENT ASSETS

Endowment assets include board designated and donor restricted funds. Changes in endowment assets for the year ended August 31, 2017 are as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment assets, beginning of year	\$ 304,866	\$ -	\$ 1,575,541	\$ 1,880,407
Investment return				
Interest and dividend income	11,905	5,582	-	17,487
Net investment gains	50,355	23,611	-	73,966
Total investment return	62,260	29,193	-	91,453
Additions	91,029	-	-	91,029
Appropriation for expenditure	(40,807)	(29,193)	-	(70,000)
Release of donor restriction	533,075	-	(1,182,635)	(649,560)
Endowment assets, end of year	<u>\$ 950,423</u>	<u>\$ -</u>	<u>\$ 392,906</u>	<u>\$ 1,343,329</u>

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

5 - PROPERTY, PLANT, AND EQUIPMENT

Property, plant, and equipment, together with estimated useful lives, consist of the following:

	<u>Estimated Useful Lives</u>	<u>2017</u>	<u>2016</u>
Land	-	\$ 172,890	\$ 172,890
Buildings and improvements	15 - 39 years	4,501,032	4,381,849
Furniture and equipment	3 - 7 years	590,340	554,305
Motor vehicles	5 years	145,282	142,888
Construction in process	-	<u>105,923</u>	<u>93,369</u>
		5,515,467	5,345,301
Less: Accumulated depreciation and amortization		<u>1,908,062</u>	<u>1,746,966</u>
		<u>\$ 3,607,405</u>	<u>\$ 3,598,335</u>

Depreciation expense for property, plant, and equipment was \$161,096 and \$167,652 in 2017 and 2016, respectively.

6 - LONG-TERM DEBT

Long-term debt consists of the following:

	<u>2017</u>	<u>2016</u>
Note payable, secured by property, due in monthly principal installments of \$1,840, including interest at 6%, through August 2021.	\$ 80,604	\$ 97,442
Note payable, secured by property, due in monthly installments of \$716, including interest at 6%, through August 2022.	35,328	42,018
Note payable, secured by property, due in monthly installments of \$716, including interest at 6%, through August 2025.	54,384	59,604
Note payable, secured by property, due in monthly installments of \$256, including interest at 3.49%, through August 2020.	<u>8,746</u>	<u>11,420</u>
	179,062	210,484
Less: Current maturities of long-term debt	<u>32,717</u>	<u>30,847</u>
	<u>\$ 146,345</u>	<u>\$ 179,637</u>

Maturities of long-term debt in subsequent years are as follows:

2018	\$ 32,717
2019	34,661
2020	36,727
2021	37,989
2022	13,551
Thereafter	<u>23,417</u>
	<u>\$ 179,062</u>

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

6 - LONG-TERM DEBT (Continued)

NEADS has a revolving line of credit agreement with its bank to meet the needs of construction currently in progress. This line of credit is available through March 2019. The agreement has a borrowing limit of \$175,000, secured by certain assets of NEADS. The interest rate to be charged on the principal balance is a variable rate which is 0.25% over the Commerce Bank & Trust Company Base Rate which is currently at 4.50%. Outstanding advances on this line of credit were \$135,000 and \$160,000 at August 31, 2017 and 2016, respectively.

7 - NET ASSETS

Temporarily restricted net assets as of August 31, 2017 and 2016 are available for the following purposes:

	<u>2017</u>	<u>2016</u>
Expansion project	\$ 57,878	\$ -
Capital acquisition	526,315	556,286
Dog training programs	<u>2,187,332</u>	<u>1,284,475</u>
	<u>\$ 2,771,525</u>	<u>\$ 1,840,761</u>

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by the occurrence of other events specified by the donors as follows:

	<u>2017</u>	<u>2016</u>
Expansion project	\$ 128,230	\$ 60,459
Capital acquisition	-	73,340
Completion of dog training programs	<u>1,959,154</u>	<u>896,173</u>
	<u>\$ 2,087,384</u>	<u>\$ 1,029,972</u>

Permanently restricted net assets are restricted to:

	<u>2017</u>	<u>2016</u>
Investment in perpetuity, the income and appreciation from which is expendable for general operating needs	\$ 392,906	\$ 392,906
Investment in perpetuity, the income and appreciation from which is temporarily restricted to the Service Dogs for Veterans program	<u>-</u>	<u>1,182,635</u>
	<u>\$ 392,906</u>	<u>\$ 1,575,541</u>

Permanently restricted net assets of \$1,182,635 were released in 2017 by the passage of time set by the donor. The funds were originally given to be placed in the permanent endowment for a period of ten years at which time the funds would become temporarily restricted to the Service Dogs for Veterans program. Such funds are included in temporarily restricted net assets and are reflected in the statement of activities as a reduction in net assets released from temporary restrictions.

The Board of Directors has designated \$950,423 and \$304,866 of unrestricted net assets for long-term investment as of August 31, 2017 and 2016, respectively.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS

(Continued)

8 - ENDOWMENT

During 1992, a donation of \$50,000 was made to the Greater Worcester Community Foundation to benefit NEADS. This donation is managed by the Community Foundation Distribution Committee. NEADS will be entitled to the net income and as much of the principal as the Distribution Committee deems necessary to support the operational and/or needs of NEADS. NEADS will recognize this support when it is received. No support has been recognized in these financial statements.

9 - FAIR VALUE MEASUREMENTS

NEADS follows the provisions of Financial Accounting Standards Board Accounting Standards Codification Topic 820, "Fair Value Measurements" (ASC Topic 820). This standard defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting principles, and expands disclosures about fair value measurements.

Determination of Fair Value

NEADS uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. In accordance with ASC Topic 820, the fair value of a financial instrument is 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. Fair value is best determined based on quoted market prices. In cases where quoted market prices are not available, fair values are based on estimates using present value or other valuation techniques. Those techniques are significantly affected by the assumptions used, including the discount rate and estimates of future cash flows. Accordingly, the fair value estimates may not be realized in an immediate settlement of the instrument.

Fair Value Hierarchy

In accordance with ASC Topic 820, NEADS groups its financial assets and financial liabilities generally measured at fair value in three levels, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value.

Level 1: Valuation is based on quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2: Valuation is based on observable inputs other than Level 1 prices, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3: Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

9 - FAIR VALUE MEASUREMENTS (Continued)

Fair Value Hierarchy (continued)

The assets or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at August 31, 2017 and 2016.

Money market, mutual funds, bonds, and equities: Valued at the closing price reported on the active market on which the individual securities are traded.

Alternative investments: NEADS, as a practical expedient, estimates the fair value of its alternative investments based on the net asset value (or its equivalent) as reported by the fund manager. NEADS has evaluated the audited financial statements of its holdings as of the balance sheet date and believes that reported net asset value (or its equivalent) is calculated consistent with the guidance of ASC 820-10-35-59.

Certificates of deposit: Valued based on pricing models that consider standard input factors such as observable market data, benchmark yields, interest rate volatilities, broker/dealer quotes, credit spreads, and new issue data. Fair value measurements are obtained by management from a third-party pricing service and are not adjusted by management.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although NEADS believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

NEADS's financial assets that are measured at fair value on a recurring basis were recorded using the fair value hierarchy at August 31, 2017 as follows:

	August 31, 2017			
	Level 1	Level 2	Level 3	Total
Investments				
Money market funds	\$ 504,929	\$ -	\$ -	\$ 504,929
Certificates of deposit	-	52,017	-	52,017
Taxable bonds	1,011,253	-	-	1,011,253
Equity based mutual funds	1,642,977	-	-	1,642,977
Total assets in the fair value hierarchy	<u>\$ 3,159,159</u>	<u>\$ 52,017</u>	<u>\$ -</u>	3,211,176
Investments measured at net asset value				<u>110,797</u>
Total investments at fair value				<u>\$ 3,321,973</u>

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

9 - FAIR VALUE MEASUREMENTS (Continued)

Fair Value Hierarchy (continued)

NEADS's financial assets that are measured at fair value on a recurring basis were recorded using the fair value hierarchy at August 31, 2016 as follows:

	August 31, 2016			Total
	Level 1	Level 2	Level 3	
Investments				
Money market funds	\$ 447,455	\$ -	\$ -	\$ 447,455
Taxable bonds	993,161	-	-	993,161
Equity based mutual funds	<u>1,529,498</u>	<u>-</u>	<u>-</u>	<u>1,529,498</u>
Total assets in the fair value hierarchy	<u>\$ 2,970,114</u>	<u>\$ -</u>	<u>\$ -</u>	2,970,114
Investments measured at net asset value				<u>102,576</u>
Total investments at fair value				<u>\$ 3,072,690</u>

NEADS does not measure any liabilities at fair value on a recurring or non-recurring basis on the statement of financial position.

As discussed above in the financial statements, NEADS estimates the fair value of its investments in certain entities using the net asset value per share of the investment. Further information about these investments is presented below:

	<u>Fair Value</u>	<u>Unfunded Commitments</u>	<u>Redemption Frequency (If Currently Eligible)</u>	<u>Redemption Notice Period</u>
Private equity funds	<u>\$ 110,797</u>	<u>\$ -</u>	Quarterly	None

The private equity funds are closed end funds with an indeterminate liquidation period. Prior to liquidation, NEADS is eligible to have their investments purchased back through a limited repurchase program at a price that may reflect a discount from the purchase price paid for the shares being repurchased. NEADS intends to hold these investments until liquidation by the fund and does not intend to take part in the repurchase program.

10 - RETIREMENT PLAN

NEADS has a 403(b) retirement plan covering substantially all employees. NEADS made matching contributions to the plan in the amount of \$4,191 and \$4,330 in 2017 and 2016, respectively.

NATIONAL EDUCATION FOR ASSISTANCE DOG SERVICES, INC.

NOTES TO FINANCIAL STATEMENTS
(Continued)

11 - LEASES

NEADS leases equipment under a long-term lease agreement classified as an operating lease for financial statement purposes.

Future minimum lease payments as of August 31, 2017 are as follows:

Year Ending	
2018	\$ 9,498
2019	9,498
2020	8,948
2021	8,766
2022	8,766
	<u>\$ 45,476</u>

12 - DONATED GOODS AND SERVICES

Donated goods and services were comprised of the following:

	<u>2017</u>	<u>2016</u>
Goods		
Kennel supplies and dog care	\$ 120,191	\$ 83,527
Vehicles	2,394	-
Services		
Veterinary fees	<u>113,133</u>	<u>120,694</u>
	<u>\$ 235,718</u>	<u>\$ 204,221</u>

13 - TAX-EXEMPT STATUS

NEADS qualifies as a tax-exempt, nonprofit organization under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for federal income tax is required. Management annually reviews for uncertain tax positions along with any related interest and penalties and believes that NEADS has no uncertain tax positions that would have a material adverse effect, individually or in the aggregate upon NEADS's statements of financial position, or the related statements of activities, or cash flows. NEADS's files income tax returns in the U.S. federal jurisdiction. NEADS is no longer subject to U.S. federal income tax examinations by tax authorities for years before 2014.

14 - COMMITMENTS AND CONTINGENCIES

The Organization is subject to certain legal matters, including litigation and claims, which arise in the normal course of business. Management believes that the effects, if any, relative to these matters will not have a material effect on the Organization's financial statements.

15 - RECLASSIFICATION

Certain amounts in the 2016 financial statements have been reclassified to conform with the 2017 presentation. Such reclassifications had no effect on change in net assets as previously reported.