

# Jewish Federation of Greater Toledo

Years Ended  
June 30,  
2017 and 2016

Consolidated  
Financial  
Statements  
and  
Supplementary  
Information

# JEWISH FEDERATION OF GREATER TOLEDO

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**INDEPENDENT AUDITORS' REPORT**

December 7, 2017

Board of Directors  
Jewish Federation of Greater Toledo  
Sylvania, Ohio

We have audited the accompanying consolidated financial statements of **Jewish Federation of Greater Toledo** ("the Organization") (a nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2017 and 2016, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

***Management's Responsibility for the Consolidated Financial Statements***

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements that are free from material misstatement, whether due to fraud or error.

***Independent Auditors' Responsibility***

Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on auditor judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of **Jewish Federation of Greater Toledo** as of June 30, 2017 and 2016, and the consolidated changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.



# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

| ASSETS   | June 30              |                      |
|--|----------------------|----------------------|
|  | 2017                 | 2016                 |
| <b>Current assets</b>                                    |                      |                      |
| Cash and cash equivalents                                | \$ 757,972           | \$ 1,101,117         |
| Accounts receivable                                      | 183,061              | 104,791              |
| Grants and pledges receivable                            | 102,707              | 120,572              |
| Prepaid expenses and other assets                        | 37,108               | 50,459               |
| <b>Total current assets</b>                              | <b>1,080,848</b>     | <b>1,376,939</b>     |
| Net property and equipment                               | 1,786,583            | 1,827,738            |
| Investments  | 38,826,395           | 34,734,383           |
| Restricted investments                                   | 1,396,274            | 1,340,421            |
| Beneficial interest in perpetual trusts                  | 2,872,966            | 2,687,274            |
| Cash surrender value of life insurance                   | 1,172,512            | 1,337,116            |
| <b>Total assets</b>                                      | <b>\$ 47,135,578</b> | <b>\$ 43,303,871</b> |
| <b>LIABILITIES AND NET ASSETS</b>                        |                      |                      |
| <b>Current liabilities</b>                               |                      |                      |
| Accounts payable and accrued liabilities                 | \$ 126,161           | \$ 149,831           |
| Deferred revenue   | 62,178               | 74,238               |
| <b>Total current liabilities</b>                         | <b>188,339</b>       | <b>224,069</b>       |
| Trusts payable to others                                 | 560,219              | 568,476              |
| Investment held for associate and affiliate organization | 12,154,583           | 11,364,008           |
| <b>Total liabilities</b>                                 | <b>12,903,141</b>    | <b>12,156,553</b>    |
| <b>Net assets</b>  |                      |                      |
| Unrestricted   |                      |                      |
| Board-designated endowment                               | 2,472,502            | 2,426,967            |
| Philanthropic funds                                      | 6,345,821            | 5,623,201            |
| Undesignated   | 12,460,501           | 11,898,542           |
| <b>Total unrestricted</b>                                | <b>21,278,824</b>    | <b>19,948,710</b>    |
| Temporarily restricted                                   | 10,080,647           | 8,511,334            |
| Permanently restricted                                   | 2,872,966            | 2,687,274            |
| <b>Total net assets</b>                                  | <b>34,232,437</b>    | <b>31,147,318</b>    |
| <b>Total liabilities and net assets</b>                  | <b>\$ 47,135,578</b> | <b>\$ 43,303,871</b> |

The accompanying notes are an integral part of these consolidated financial statements.

JEWISH FEDERATION OF GREATER TOLEDO

CONSOLIDATED STATEMENTS OF ACTIVITIES

|  | Year Ended June 30, 2017 |                        |                        |                      | Year Ended June 30, 2016 |                        |                        |                      |
|--|--------------------------|------------------------|------------------------|----------------------|--------------------------|------------------------|------------------------|----------------------|
|  | Unrestricted             | Temporarily Restricted | Permanently Restricted | Total                | Unrestricted             | Temporarily Restricted | Permanently Restricted | Total                |
| <b>Support, revenue, and gains</b>                         |                          |                        |                        |                      |                          |                        |                        |                      |
| Support  |                          |                        |                        |                      |                          |                        |                        |                      |
| Annual campaign pledges                                    | \$ 607,742               | \$ -                   | \$ -                   | \$ 607,742           | \$ 720,915               | \$ -                   | \$ -                   | \$ 720,915           |
| Contributions  | 966,370                  | 1,385,572              | -                      | 2,351,942            | 1,185,469                | 826,832                | -                      | 2,012,301            |
| Grants   | 4,500                    | -                      | -                      | 4,500                | 11,674                   | -                      | -                      | 11,674               |
| United Way, donor-directed contributions                   | 5,363                    | -                      | -                      | 5,363                | 4,304                    | -                      | -                      | 4,304                |
| Jewish Senior Services Supporting Organization             | 614,694                  | -                      | -                      | 614,694              | 442,276                  | -                      | -                      | 442,276              |
| Revenue and gains  |                          |                        |                        |                      |                          |                        |                        |                      |
| Program service fees                                       | 77,152                   | -                      | -                      | 77,152               | 78,623                   | -                      | -                      | 78,623               |
| Tuition and books, net                                     | 94,830                   | -                      | -                      | 94,830               | 77,673                   | -                      | -                      | 77,673               |
| Investment income  | 613,570                  | 282,916                | -                      | 896,486              | 634,661                  | 333,031                | -                      | 967,692              |
| Net realized and unrealized gains (losses) on investments  | 1,482,268                | 712,796                | -                      | 2,195,064            | (409,377)                | (125,114)              | -                      | (534,491)            |
| Rental revenue   | 68,272                   | -                      | -                      | 68,272               | 68,272                   | -                      | -                      | 68,272               |
| Other  | 125,780                  | -                      | -                      | 125,780              | 117,941                  | -                      | -                      | 117,941              |
| Net assets released from restrictions                      | 811,971                  | (811,971)              | -                      | -                    | 481,114                  | (481,114)              | -                      | -                    |
| <b>Total support, revenue, and gains</b>                   | <b>5,472,512</b>         | <b>1,569,313</b>       | <b>-</b>               | <b>7,041,825</b>     | <b>3,413,545</b>         | <b>553,635</b>         | <b>-</b>               | <b>3,967,180</b>     |
| <b>Expenses</b>  |                          |                        |                        |                      |                          |                        |                        |                      |
| Program  |                          |                        |                        |                      |                          |                        |                        |                      |
| Federation   | 953,945                  | -                      | -                      | 953,945              | 775,120                  | -                      | -                      | 775,120              |
| Grants (Note 6)  | 994,383                  | -                      | -                      | 994,383              | 912,390                  | -                      | -                      | 912,390              |
| Education  | 300,515                  | -                      | -                      | 300,515              | 245,905                  | -                      | -                      | 245,905              |
| Family services  | 892,929                  | -                      | -                      | 892,929              | 813,159                  | -                      | -                      | 813,159              |
| Total program  | 3,141,772                | -                      | -                      | 3,141,772            | 2,746,574                | -                      | -                      | 2,746,574            |
| Administrative   | 441,209                  | -                      | -                      | 441,209              | 462,770                  | -                      | -                      | 462,770              |
| Campaign and other financial resource development          | 570,290                  | -                      | -                      | 570,290              | 506,781                  | -                      | -                      | 506,781              |
| <b>Total expenses</b>                                      | <b>4,153,271</b>         | <b>-</b>               | <b>-</b>               | <b>4,153,271</b>     | <b>3,716,125</b>         | <b>-</b>               | <b>-</b>               | <b>3,716,125</b>     |
| <b>Support, revenue, and (under) gains over expenses</b>   | <b>1,319,241</b>         | <b>1,569,313</b>       | <b>-</b>               | <b>2,888,554</b>     | <b>(302,580)</b>         | <b>553,635</b>         | <b>-</b>               | <b>251,055</b>       |
| <b>Nonoperating gains (losses)</b>                         |                          |                        |                        |                      |                          |                        |                        |                      |
| Change in cash surrender value of life insurance           | 10,873                   | -                      | -                      | 10,873               | 84,440                   | -                      | -                      | 84,440               |
| Change in value of split-interest agreements               | -                        | -                      | -                      | -                    | 57                       | -                      | -                      | 57                   |
| Change in value of beneficial interest in perpetual trusts | -                        | -                      | 185,692                | 185,692              | -                        | -                      | (292,274)              | (292,274)            |
| <b>Total nonoperating gains (losses)</b>                   | <b>10,873</b>            | <b>-</b>               | <b>185,692</b>         | <b>196,565</b>       | <b>84,497</b>            | <b>-</b>               | <b>(292,274)</b>       | <b>(207,777)</b>     |
| <b>Changes in net assets</b>                               | <b>1,330,114</b>         | <b>1,569,313</b>       | <b>185,692</b>         | <b>3,085,119</b>     | <b>(218,083)</b>         | <b>553,635</b>         | <b>(292,274)</b>       | <b>43,278</b>        |
| Net assets at beginning of year                            | 19,948,710               | 8,511,334              | 2,687,274              | 31,147,318           | 20,166,793               | 7,957,699              | 2,979,548              | 31,104,040           |
| <b>Net assets at end of year</b>                           | <b>\$ 21,278,824</b>     | <b>\$ 10,080,647</b>   | <b>\$ 2,872,966</b>    | <b>\$ 34,232,437</b> | <b>\$ 19,948,710</b>     | <b>\$ 8,511,334</b>    | <b>\$ 2,687,274</b>    | <b>\$ 31,147,318</b> |

The accompanying notes are an integral part of these consolidated financial statements.

# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES

|  | Year Ended June 30, 2017 |                   |   |                     | Year Ended June 30, 2016 |                   |   |                     |
|--|--------------------------|-------------------|---|---------------------|--------------------------|-------------------|---|---------------------|
|  | Program                  | Administrative    | Campaign and Other Financial Resource Development | Total               | Program                  | Administrative    | Campaign and Other Financial Resource Development | Total               |
| Salaries and wages                         | \$ 1,008,500             | \$ 125,517        | \$ 257,198  | \$ 1,391,215        | \$ 902,264               | \$ 120,179        | \$ 248,371  | \$ 1,270,814        |
| Employee benefits                          | 169,737                  | 17,684            | 43,307  | 230,728             | 150,636                  | 17,834            | 34,022  | 202,492             |
| Payroll taxes                              | 83,031                   | 8,983             | 19,132  | 111,146             | 68,843                   | 8,910             | 18,949  | 96,702              |
| <b>Total salaries and related expenses</b> | <b>1,261,268</b>         | <b>152,184</b>    | <b>319,637</b>                                    | <b>1,733,089</b>    | <b>1,121,743</b>         | <b>146,923</b>    | <b>301,342</b>                                    | <b>1,570,008</b>    |
| Supplies                                   | 157,042                  | 13,580            | 1,395   | 172,017             | 26,050                   | 10,997            | 1,628   | 38,675              |
| Care of building and grounds               | 143,048                  | 17,216            | -   | 160,264             | 106,870                  | 21,359            | -   | 128,229             |
| Printing and publicity                     | 25,000                   | 3,021             | 5,514   | 33,535              | 26,968                   | 4,526             | 3,521   | 35,015              |
| Rent and maintenance of equipment          | 53,179                   | 41,297            | 19,471  | 113,947             | 37,503                   | 26,625            | 15,162  | 79,290              |
| Postage                                    | 11,334                   | 2,448             | 6,110   | 19,892              | 9,861                    | 573               | 685   | 11,119              |
| Telephone                                  | 5,756                    | 3,985             | 2,529   | 12,270              | 5,542                    | 11,314            | 2,403   | 19,259              |
| Travel                                     | 9,605                    | 7,843             | 4,129   | 21,577              | 9,731                    | 4,655             | 3,207   | 17,593              |
| Staff development                          | 43,901                   | 16,897            | 3,135   | 63,933              | 34,556                   | 19,082            | 3,751   | 57,389              |
| Professional fees                          | 188,893                  | 45,966            | 61,126  | 295,985             | 166,549                  | 50,266            | 32,441  | 249,256             |
| Investment advisory fees                   | -                        | 1,336             | 46,774  | 48,110              | -                        | 2,297             | 49,346  | 51,643              |
| Organization dues and accreditation        | 18,824                   | 2,872             | 852   | 22,548              | 21,339                   | 1,047             | 1,381   | 23,767              |
| Bad debts                                  | -                        | -                 | 3,653   | 3,653               | -                        | -                 | 5,363   | 5,363               |
| Insurance                                  | 10,231                   | 16,270            | 34,480  | 60,981              | 6,767                    | 14,128            | 36,578  | 57,473              |
| Events                                     | 194,925                  | -                 | 47,254  | 242,179             | 242,185                  | 10,164            | 32,258  | 284,607             |
| Interest                                   | -                        | 1,261             | -   | 1,261               | -                        | 2,261             | -   | 2,261               |
| Miscellaneous                              | 1,278                    | 2,780             | -   | 4,058               | 554                      | -                 | -   | 554                 |
| Service charges                            | 1,214                    | -                 | 11,683  | 12,897              | 1,537                    | -                 | 15,149  | 16,686              |
| Depreciation                               | 21,891                   | 112,253           | 2,548   | 136,692             | 16,429                   | 136,553           | 2,566   | 155,548             |
| <b>Subtotal</b>                            | <b>2,147,389</b>         | <b>441,209</b>    | <b>570,290</b>                                    | <b>3,158,888</b>    | <b>1,834,184</b>         | <b>462,770</b>    | <b>506,781</b>                                    | <b>2,803,735</b>    |
| Grants                                     | 994,383                  | -                 | -   | 994,383             | 912,390                  | -                 | -   | 912,390             |
| <b>Total functional expenses</b>           | <b>\$ 3,141,772</b>      | <b>\$ 441,209</b> | <b>\$ 570,290</b>                                 | <b>\$ 4,153,271</b> | <b>\$ 2,746,574</b>      | <b>\$ 462,770</b> | <b>\$ 506,781</b>                                 | <b>\$ 3,716,125</b> |

The accompanying notes are an integral part of these consolidated financial statements.

# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATED STATEMENTS OF CASH FLOWS

|   | Year Ended June 30 |                     |
|---|--------------------|---------------------|
|   | 2017               | 2016                |
| <b>Cash flows from operating activities</b>   |                    |                     |
| Changes in net assets   | \$ 3,085,119       | \$ 43,278           |
| Adjustments to reconcile changes in net assets to net cash provided by operating activities |                    |                     |
| Net realized and unrealized (gains) losses on investments                                   | (2,195,064)        | 534,491             |
| Change in value of beneficial interest in perpetual trusts                                  | (185,692)          | 292,274             |
| Depreciation  | 136,692            | 155,548             |
| Bad debts   | 3,653              | 5,363               |
| Changes in operating assets and liabilities that (used) provided cash                       |                    |                     |
| Accounts, grants, and pledges receivable  | (14,203)           | 63,023              |
| Prepaid expenses and other assets   | 13,351             | (13,760)            |
| Accounts payable and accrued liabilities  | (23,670)           | 34,860              |
| Deferred revenue  | (12,060)           | 16,061              |
| <b>Net cash provided by operating activities</b>  | <b>808,126</b>     | <b>1,131,138</b>    |
| <b>Cash flows from investing activities</b>   |                    |                     |
| Proceeds from sale of investments   | 1,591,799          | 2,846,126           |
| Purchase of investments   | (2,754,025)        | (3,067,964)         |
| Purchase of property and equipment  | (95,537)           | (44,602)            |
| Cash surrender value of life insurance  | 164,604            | (84,438)            |
| <b>Net cash used in investing activities</b>  | <b>(1,093,159)</b> | <b>(350,878)</b>    |
| <b>Cash used in financing activities</b>  |                    |                     |
| Payments to annuitants  | (58,112)           | (60,052)            |
| <b>Change in cash and cash equivalents</b>  | <b>(343,145)</b>   | <b>720,208</b>      |
| Cash and cash equivalents at beginning of year  | 1,101,117          | 380,909             |
| <b>Cash and cash equivalents at end of year</b>   | <b>\$ 757,972</b>  | <b>\$ 1,101,117</b> |
| <b>Supplemental disclosures of agency activities</b>  |                    |                     |
| Performed on behalf of associate organization   |                    |                     |
| Net realized and unrealized gains (losses) on investments held for associate organization   | \$ 1,004,029       | \$ (275,593)        |
| Proceeds from sale of investments   | \$ 1,187,153       | \$ 570,840          |
| Purchase of investments   | \$ (973,699)       | \$ (436,491)        |

The accompanying notes are an integral part of these consolidated financial statements.

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 1. NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Nature of Organization

The Jewish Federation of Greater Toledo is a nonprofit organization formed to support and enhance the health, welfare, education, spiritual life, unity, and continuity of the Toledo Jewish community, the surrounding areas and Klal Yisrael - the world community of Israel, with services and programming consistent with its individual and collective values. The community conducts an annual fundraising campaign along with long-term resource development through its Foundation (Toledo Jewish Community Foundation) in order to carry out these needs.

#### Basis of Presentation

The Jewish Federation of Greater Toledo's financial statements include the assets of the Foundation and three supporting organizations (collectively, the "Federation"). The supporting organizations are governed by individual boards of directors. However, the supporting organizations are included in the Federation's financial statements given their shared purpose with the Federation, and the Federation's control of the supporting organizations' through the boards of directors.

In February 2017, the Federation assumed operations of the Toledo Jewish Community Cemetery Association (the "Cemetery"). The net assets of the Cemetery of \$125,275 were recognized as contribution revenue on the Federation's Statement of Activities.

Jewish Federation of Greater Toledo has entered into an affiliation agreement with the Toledo Board of Jewish Education; Jewish Family Service of Toledo, Ohio, Inc.; and UJC Holdings, Inc. (collectively, the "Organization") to further their mutual interests. The governing organization is the Federation which is the sole voting member for each of the agencies. In situations where there is common control of nonprofit entities, accounting principles generally accepted in the United States of America ("GAAP") require that consolidated financial statements be presented. Therefore, each of these agencies is included in these consolidated financial statements. All material interagency transactions have been eliminated.

The following is a brief description of each consolidated operating agency:

The Toledo Board of Jewish Education (the "Board") is a nonprofit organization formed to operate a school and other programs for the purpose of providing Jewish education for members of the Toledo area Jewish community. The Board is also responsible for promoting teacher training and continuing education at various levels.

Jewish Family Service of Toledo, Ohio, Inc. (the "Service") is a nonprofit organization formed to aid families in financial crisis and to provide family life education.

UJC Holdings, Inc. (the "Holdings") is a nonprofit organization organized exclusively for charitable, religious, educational, and scientific purposes, including for such purposes, the making of distributions to organizations that qualify as nonprofit exempt organizations.



# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### Net Assets Classifications

In accordance with GAAP, the Organization reports information regarding its financial position and activities according to three classes of net assets:

**Unrestricted:** Unrestricted net assets are not restricted by funding source or donor, or the funding source requirements or donor-imposed restrictions have expired. Unrestricted net assets include philanthropic funds which are irrevocable gifts of money or property that are utilized by the Federation to provide support to charitable organizations and for purposes that are within the framework of the Organization's objectives. The donor may make advisory recommendations for the distribution of the income or principal, including contributions to the annual fundraising campaign. Unrestricted net assets include board-designated endowment funds.

**Temporarily Restricted:** Temporarily restricted net assets contain funding source or donor-imposed restrictions that permit spending as specified. The restrictions are satisfied either by the passage of time, actions of the Organization, or both.

**Permanently Restricted:** Permanently restricted net assets contain funding source or donor-imposed restrictions that stipulate that resources be maintained permanently, but permit the Organization to use or expend part or all of the income derived from the donated assets for either specified or unspecified purposes.

### Use of Estimates

The preparation of the consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the year. Actual results could differ from those estimates.

### Cash and Cash Equivalents

The Federation considers all highly liquid short-term investments with a maturity of three months or less when purchased to be cash equivalents. The Board, Service, and Holdings consider only deposits in financial institutions as cash.

The Organization maintains its checking and savings accounts at commercial banks. Balances on deposits are insured by the Federal Deposit Insurance Corporation ("FDIC") up to specific limits; however, balances in excess of FDIC limits are uninsured. Management does not believe the Organization is exposed to any significant interest rate or other financial risk as a result of these deposits.

### Fair Value Measurements

Fair value refers to the price that would be received to sell an asset or paid to transfer a liability (an exit price) in an orderly transaction between market participants in the market in which the reporting entity transacts such sales or transfers based on the assumptions market participants would use when pricing an asset or liability. Assumptions are developed based on prioritizing information within a fair value hierarchy that gives the highest priority to quoted prices in active markets (Level 1) and the lowest priority to unobservable data (Level 3).

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

A description of each category in the fair value hierarchy is as follows:

Level 1: Valuation is based upon quoted prices for identical instruments traded in active markets.

Level 2: Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all-significant assumptions are observable in the market.

Level 3: Valuation is generated from model-based techniques that use at least one significant assumption not observable in the market. These unobservable assumptions reflect the estimates of assumptions that market participants would use in the pricing the asset or liability.

For further discussion of Fair Value Measurements, refer to Note 2 to the consolidated financial statements.

### Accounts, Grants, and Pledges Receivable

Program service fees are based on the ability of the client to pay and are recorded when services are performed. Grants and pledges are recognized when the donor makes a promise to give that is, in substance, unconditional. Receivables are stated at the amount expected to be collected from balances outstanding at year-end. The Organization has concluded that an allowance for doubtful accounts related to balances outstanding at year-end is not necessary. Uncollectible amounts that are still outstanding after management has used reasonable collection efforts are written-off through a charge to bad debts and a credit to accounts, grants and pledges receivable.

### Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the consolidated statements of financial position. Donated investments are recorded at fair value at the date of donation. Net realized and unrealized gains or losses are included in the consolidated statements of activities. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

The Organization invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and those changes could materially affect the amounts reported in the accompanying consolidated financial statements.

### Property and Equipment and Depreciation

Land, buildings and equipment, including significant improvements thereto, are recorded at cost or, if donated, at estimated fair value at the date of donation. Management evaluates these assets for impairment. Depreciation is computed using the straight-line method over the estimated useful lives of the related assets which range from 5 to 30 years. The Organization's capitalization policy requires individual assets to be capitalized if the original cost or estimated fair value, at the date of donation, equals or exceeds \$1,000. Assets

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

acquired at a cost under this amount are capitalized at the discretion of management. Maintenance, repairs, and minor improvements are charged against operations as incurred.

### Printing and Publicity

The Organization advertises through newspapers, brochures, and direct mailings. Such costs are expensed as incurred since amounts do not apply to periods in excess of one year. Printing and publicity costs amounted to \$33,535 in 2017 and \$35,015 in 2016.

### Donated Services

A number of unpaid volunteers have made contributions of their time in program services. The value of such donated services has not been reflected in these consolidated financial statements since it is not susceptible to objective measurement or valuation as required under GAAP.

### Functional Allocation of Expenses

Expenses incurred are allocated to functional classifications by the Organization's management. Expenses directly related to each function are charged to the appropriate functional classification. Indirect expenses are allocated by the Organization's management to the functional classification based upon the nature of the expense.

### Income Taxes

The Federation and its consolidated agencies are recognized as nonprofit organizations that are exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code ("IRC"). The Federation and its consolidated agencies are organized under the laws of the State of Ohio as nonprofit organizations and are exempt from state and local income taxes. Accordingly, no provision for federal, state, and local income taxes has been recorded in these consolidated financial statements.

The federal tax returns of the Organization for years 2014 through 2017 are subject to examination by the Internal Revenue Service, which is generally for three years after they were filed. The Federation determined that it was not required to record a liability related to uncertain tax positions.

### Reclassification

Certain amounts as reported in the 2016 consolidated financial statements have been reclassified to conform with the 2017 presentation.

### Subsequent Events

In preparing these consolidated financial statements, the Organization has evaluated, for potential recognition or disclosure, significant events or transactions that occurred during the period subsequent to June 30, 2017, the most recent consolidated statement of financial position presented herein, through December 7, 2017, the date these consolidated financial statements were available to be issued. No significant such events or transactions were identified.

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 2. INVESTMENTS AND FAIR VALUE MEASUREMENTS

The Organization uses fair value measurements to record fair value adjustments to certain assets and to determine fair value disclosures.

Following is a description of the valuation methodologies and key inputs used to measure financial assets recorded at fair value. For financial assets recorded at fair value, the description includes an indication of the level of the fair value hierarchy in which the assets are classified.

The Organization classifies its common stock, preferred stock and mutual funds as Level 1 in the fair value hierarchy since the values are based on their quoted prices in active markets. The fair value of cash and money markets are based on cost which approximates fair value.

The Organization classifies its corporate bonds, variable annuity trusts, and government of Israel bonds and notes as Level 2 in the fair value hierarchy since these investments are valued using recently executed transactions, market price quotations (where observable), bond spreads, or credit default swap spreads. The spread data used is for the same maturity as the bond. If the spread data does not reference the issuer, then data that references a comparable issuer is used. When observable price quotations are not available, fair value is determined based on cash flow models with yield curves, bond, or single-named credit default swap spreads and recovery rates based on collateral values as key inputs.

The Organization classifies the beneficial interest in perpetual trusts as Level 3 in the fair value hierarchy. The underlying trust assets cannot be liquidated or redeemed by the Organization. As such, no quoted prices or active market are available for this asset. As a practical expedient, the carrying value of this asset is deemed equal to the Organization's proportionate share of the fair value of the total investments held in the trust.

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 the Organization 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.

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### Assets Recorded at Fair Value on a Recurring Basis

The following tables set forth by level, within the fair value hierarchy, the recorded amount of assets measured at fair value on a recurring basis as of June 30:

| 2017                                    | Assets at Fair Value        |                          |                            |                             |
|---|-----------------------------|--------------------------|----------------------------|-----------------------------|
|   | Level 1                     | Level 2                  | Level 3                    | Total                       |
| Cash and money markets                  | \$ 150,211                  | \$ -                     | \$ -                       | \$ 150,211                  |
| Corporate common stocks                 | 1,044,985                   | -                        | -                          | 1,044,985                   |
| Corporate preferred stocks              | 1,352,832                   | -                        | -                          | 1,352,832                   |
| Government of Israel bonds and notes    | -                           | 576,413                  | -                          | 576,413                     |
| Mutual funds                            |                             |                          |                            |                             |
| Fixed income bond fund                  | 8,498,658                   | -                        | -                          | 8,498,658                   |
| International                           | 7,177,928                   | -                        | -                          | 7,177,928                   |
| Large cap                               | 14,678,791                  | -                        | -                          | 14,678,791                  |
| Small/Mid cap                           | 2,998,356                   | -                        | -                          | 2,998,356                   |
| Real estate                             | 3,318,665                   | -                        | -                          | 3,318,665                   |
| Emerging markets equity                 | 313,978                     | -                        | -                          | 313,978                     |
| Commodities                             | 111,852                     | -                        | -                          | 111,852                     |
| Beneficial interest in perpetual trusts | -                           | -                        | 2,872,966                  | 2,872,966                   |
| <b>Total assets at fair value</b>       | <b><u>\$ 39,646,256</u></b> | <b><u>\$ 576,413</u></b> | <b><u>\$ 2,872,966</u></b> | <b><u>\$ 43,095,635</u></b> |

| 2016                                    | Assets at Fair Value        |                          |                            |                             |
|---|-----------------------------|--------------------------|----------------------------|-----------------------------|
|   | Level 1                     | Level 2                  | Level 3                    | Total                       |
| Cash and money markets                  | \$ 100,011                  | \$ -                     | \$ -                       | \$ 100,011                  |
| Corporate common stocks                 | 940,365                     | -                        | -                          | 940,365                     |
| Corporate preferred stocks              | 1,333,820                   | -                        | -                          | 1,333,820                   |
| Variable annuity trusts                 | -                           | 243,993                  | -                          | 243,993                     |
| Government of Israel bonds and notes    | -                           | 552,500                  | -                          | 552,500                     |
| Mutual funds                            |                             |                          |                            |                             |
| Fixed income bond fund                  | 7,886,506                   | -                        | -                          | 7,886,506                   |
| International                           | 5,923,743                   | -                        | -                          | 5,923,743                   |
| Large cap                               | 12,717,425                  | -                        | -                          | 12,717,425                  |
| Small/Mid cap                           | 2,603,499                   | -                        | -                          | 2,603,499                   |
| Real estate                             | 3,388,002                   | -                        | -                          | 3,388,002                   |
| Emerging markets equity                 | 268,403                     | -                        | -                          | 268,403                     |
| Commodities                             | 116,537                     | -                        | -                          | 116,537                     |
| Beneficial interest in perpetual trusts | -                           | -                        | 2,687,274                  | 2,687,274                   |
| <b>Total assets at fair value</b>       | <b><u>\$ 35,278,311</u></b> | <b><u>\$ 796,493</u></b> | <b><u>\$ 2,687,274</u></b> | <b><u>\$ 38,762,078</u></b> |

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

The tables below provide a summary of changes in the Organization's Level 3 assets for the years ended June 30, 2017 and 2016.

|                      | 2017                | 2016                |
|----------------------|---------------------|---------------------|
| Balance at July 1    | \$ 2,687,274        | \$ 2,979,548        |
| Change in fair value | <u>185,692</u>      | <u>(292,274)</u>    |
| Balance at June 30   | <u>\$ 2,872,966</u> | <u>\$ 2,687,274</u> |

The Federation is an intermediary for the Jewish Senior Services Supporting Organization (JSS) and has recorded an asset and liability in the consolidated statements of financial position for the investments held for that organization which amount to \$12,154,583 at June 30, 2017 and \$11,364,008 at June 30, 2016.

### 3. PROPERTY AND EQUIPMENT

Net property and equipment consists of the following assets at June 30:

|                                     | 2017                | 2016                |
|-------------------------------------|---------------------|---------------------|
| <b>Property and equipment</b>       |                     |                     |
| Land and land improvements          | \$ 233,786          | \$ 213,786          |
| Holocaust Memorial Park             | 36,846              | 36,846              |
| Buildings and building improvements | 6,718,152           | 6,563,052           |
| Furniture and equipment             | <u>691,171</u>      | <u>608,701</u>      |
| Total property and equipment        | 7,679,955           | 7,422,385           |
| Less allowance for depreciation     | <u>5,893,372</u>    | <u>5,594,647</u>    |
| Net property and equipment          | <u>\$ 1,786,583</u> | <u>\$ 1,827,738</u> |

### 4. RETIREMENT PLANS

The Federation sponsors a qualified retirement plan under Section 401(k) of the IRC for all of the individual agencies. This plan allows for employee salary deferrals, employee rollover contributions, employer safe harbor contribution of 3% of eligible employee compensation, plus additional contributions that may be made at the employer's discretion. This plan covers substantially all employees of the Federation, following one year of service and attainment of age 21. All contributions are fully vested upon placement in the 401(k) plan.

Contribution expense related to the plans amounted to \$106,208 in 2017 and \$97,172 in 2016, and is reported as part of employee benefits in the consolidated statements of functional expenses.

Certain Service employees and former employees of Holdings are participants in the frozen Employee Benefits Plan of the United Way of Greater Toledo and Affiliated Agencies (the "Plan") (EIN: 34-4427947, No.: 333). Under the Plan, benefit accrual service ceased to accrue for all participants as of December 31, 2003, and final average earnings used to

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

calculate benefits ceased to accrue as of that date. The Plan will remain in existence as long as necessary to pay benefits accumulated prior to December 31, 2003.

As of December 31, 2016, 54 of the approximately 1,400 total participants are from Service and Holdings. Since the Plan is an Eligible Charity Plan ("ECP"), the Plan is not subject to the minimum funding standards contained in the Pension Protection Act of 2006 ("PPA") until the first plan year for which the Plan ceases to be an ECP. The United Way of Greater Toledo's ("United Way") Board of Trustees has established a Funding Policy which requires contributions to meet or exceed the minimum funding requirement. Contributions were required to be made to the Plan for 2017 and 2016 in amounts determined by the United Way of Greater Toledo's ("United Way") Board of Trustees. The contributions are allocated among the United Way and the participating agencies based on calculations performed by the Plan's actuary. The Service and Holdings' share of the required contributions was approximately \$34,000 in 2017 and \$36,000 in 2016, and these amounts are less than 5% of the total Plan contributions for each of those years.

At January 1, 2017, the value of the Plan's assets exceeds the current liability of \$38,996,458. The current liability represents the present value of accumulated plan benefits computed using certain interest rate assumptions that are prescribed by Pension Protection Act ("PPA"). The funding is determined by the actuary and is allocated based on employee liability among United Way and the participating agencies. In the event of nonpayment by a participating agency, the remaining participating agencies of the Plan may be liable to meet the minimum contribution required by the PPA.

The actuarial present value of accumulated Plan benefits was \$38,924,842 as of the January 1, 2017 valuation date, the most recent information available. The fair value of the Plan's investments was \$40,079,820 as of December 31, 2016. Plan assets are invested based on a long-term investment strategy and held approximately 24% in fixed income securities and 76% in equity accounts as of December 31, 2016.

### 5. YMCA INTEGRATION, LEASE, AND AFFILIATION AGREEMENTS

Holdings and the Federation entered into an integration agreement and a lease agreement with the YMCA of Greater Toledo ("YMCA") effective on January 31, 2004. The YMCA operates Holdings' primary recreational facility as a result of the agreements. The terms of the agreements are five years, renewable thereafter for six consecutive five-year extension terms, unless terminated earlier. Holdings and Federation maintain ownership of the premises but must offer the right of the first refusal to the YMCA if a written purchase offer is made on the leased premises. No rent is to be received or paid during the term of these agreements. Portions of Holdings' facility are to be used by Federation employees and no rent will be charged to Holdings or the Federation for the use of that space. Depreciation expense related to the portion of the facility used by the Federation employees is included in the consolidated statements of activities. All maintenance, utilities, insurance, and taxes are to be paid by the YMCA.

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 6. GRANT ALLOCATIONS

Federation grant allocations are as follows for the years ended June 30:

|  | 2017                     | 2016                     |
|--|--------------------------|--------------------------|
| National Jewish Organizations            | \$ 233,087               | \$ 210,504               |
| Synagogues (including capital campaigns) | 337,795                  | 286,799                  |
| Local Jewish organizations               | 15,720                   | 142,315                  |
| Local social services                    | 26,470                   | 18,450                   |
| National social services                 | 113,523                  | 22,225                   |
| Scholarship                              | 173,423                  | 129,300                  |
| Education and hospitals                  | 35,698                   | 42,180                   |
| Other                                    | <u>58,667</u>            | <u>60,617</u>            |
| <b>Total allocations</b>                 | <b><u>\$ 994,383</u></b> | <b><u>\$ 912,390</u></b> |

In June 2017, the Federation's Board of Directors approved approximately \$300,000 in allocations to be paid to unaffiliated organizations during the fiscal year ending June 30, 2018.

### 7. RESTRICTED NET ASSETS AND SPLIT-INTEREST AGREEMENTS

Temporarily restricted net assets are available for the following purposes at June 30:

|   | 2017                        | 2016                       |
|---|-----------------------------|----------------------------|
| Contributions                                     | \$ 834,991                  | \$ 771,945                 |
| JFS Grant   | 119,424                     | 75,342                     |
| Designated agencies                               | 6,516,395                   | 5,221,632                  |
| Various specified organizations<br>and activities | <u>2,6019,837</u>           | <u>2,442,415</u>           |
| <b>Total temporarily restricted net assets</b>    | <b><u>\$ 10,080,647</u></b> | <b><u>\$ 8,511,334</u></b> |

Permanently restricted net assets are as follows at June 30:

|   | 2017                | 2016                |
|---|---------------------|---------------------|
| Beneficial interest in trusts (Note 10) | <u>\$ 2,872,966</u> | <u>\$ 2,687,274</u> |



# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Net assets released from donor restrictions by the passage of time, actions of the Organization, or both were as follows for the years ended June 30:

|  | 2017                     | 2016                     |
|--|--------------------------|--------------------------|
| Temporarily restricted                                 |                          |                          |
| Contributions  | \$ 65,657                | \$ 76,094                |
| Designated agencies                                    | 605,246                  | 185,409                  |
| Various specified organizations<br>and activities      | <u>138,068</u>           | <u>219,611</u>           |
| <b>Net assets released from donor<br/>restrictions</b> | <b><u>\$ 811,971</u></b> | <b><u>\$ 481,114</u></b> |

The Federation has been designated as the trustee for irrevocable split-interest agreements, consisting of charitable remainder trusts and charitable gift annuities. Terms of these agreements include making fixed payments and payments based on the return on investments to beneficiaries and payouts of principal to the Federation and other organizations after certain events have occurred. Assets under these collective agreements amounted to \$1,396,274 and \$1,340,421 at June 30, 2017 and 2016, respectively, and are included as restricted investments in the consolidated statements of financial position. The Federation has also established liabilities of \$560,219 and \$568,476 at June 30, 2017 and 2016, respectively, for the present value of estimated payments to be made to beneficiaries and other organizations. These amounts are recorded as trusts payable to others in the consolidated statements of financial position. Assumptions used to calculate the present value are based on estimated lives of beneficiaries and a discount rate of return of 8%.

### 8. LIFE INSURANCE POLICIES

The Federation is owner and beneficiary of certain donated life insurance policies, which had a total face value of approximately \$2,949,000 and \$3,593,000 at June 30, 2017 and 2016, respectively. The cash surrender value of these policies is reflected as an asset in the consolidated statements of financial position.

### 9. LEASE AGREEMENTS

The Federation and Service lease office equipment under noncancellable operating leases with expiration dates through April 2021. Future minimum rentals under these leases are as follows for the years ending June 30:

| Year         | Amount                   |
|--------------|--------------------------|
| 2018         | \$ 96,151                |
| 2019         | 92,155                   |
| 2020         | 42,162                   |
| 2021         | <u>3,770</u>             |
| <b>Total</b> | <b><u>\$ 234,238</u></b> |

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

Rental expense under these leases amounted to \$94,533 in 2017 and \$92,564 in 2016.

Holdings has entered into a lease agreement with the YMCA of Greater Toledo for space in Holding's community services building. Future minimum rental receipts under this lease are as follows.

| Year         | Amount                   |
|--------------|--------------------------|
| 2018         | \$ 62,272                |
| 2019         | 62,272                   |
| 2020         | 62,272                   |
| 2021         | <u>36,325</u>            |
| <b>Total</b> | <b><u>\$ 223,141</u></b> |

Rental revenue under the above lease amounted to \$62,272 in 2017 and 2016 and is recorded as rental revenue on the consolidated statements of activities.

### 10. BENEFICIAL INTEREST IN PERPETUAL TRUSTS

The Federation, Board and Service are beneficiaries of an interest in the same irrevocable trust. The organizations are entitled to percentages, totaling 35%, of the income generated from this trust in perpetuity. Since the trust is irrevocable, the organizations have recorded 35% of the trust's assets as a beneficial interest in perpetual trust and a permanently restricted net asset. The Federation and its affiliates recognized investment income from the trust in the amount of \$146,206 in 2017 and \$153,838 in 2016.

The Federation is a beneficiary of an interest in an irrevocable trust. The Federation is entitled to 2.54% of the income generated from this trust. Since the trust is irrevocable, the Federation has recorded 2.54% of the trust's assets (\$1,329 and \$1,374 at June 30, 2017 and 2016, respectively) as a beneficial interest in trust and as a permanently restricted net asset. The Federation recognized investment income from the trust in the amount of \$9,501 in 2017 and \$12,549 in 2016.

### 11. MANAGEMENT AGREEMENT

The Federation entered into a services agreement with Pelham Manor, an agency subsidized by the U.S. Department of Housing and Urban Development. Under the terms of this agreement, the Federation receives a fee to provide certain bookkeeping, financial, and other service. Service fee revenues under this agreement amounted to \$32,367 in 2017 and \$35,700 in 2016.

# JEWISH FEDERATION OF GREATER TOLEDO

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 12. ENDOWMENTS

The Organization's endowment funds consist of board-designated funds established for a variety of purposes. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions. The Organization has long-term investments in addition to endowment funds which are used for other purposes.

#### *Investment Return Objectives, Risk Parameters, and Strategies*

The Organization has adopted investment and spending policies, approved by the Board of Directors, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment funds while also maintaining the purchasing power of those endowment assets over the long-term. Endowment assets are invested in a well diversified asset mix, which includes equity and debt securities and real estate, that is intended to result in a consistent inflation-protected rate of return that has sufficient liquidity to make an annual distribution as described in the spending policy below, while growing the funds if possible. Therefore, the Organization expects its endowment assets, over time, to produce an annual average rate of return of approximately 5% greater than inflation as expressed in the Consumer Price Index, net of expenses. Actual returns in any given year may vary from this amount. Investment risk is measured in terms of the total endowment fund; investment assets and allocation between asset classes and strategies are managed to not expose the fund to unacceptable levels of risk.

#### *Spending Policy*

The Organization has a policy of appropriating for distribution each year an amount equal to an average of the fund's annual earnings for the three previous calendar years. In establishing this policy, the Organization considered the long-term expected return on its investment assets, the nature, and duration of the individual endowment funds and the possible effects of inflation.

Composition of and changes in endowment net assets were as follows for the years ended June 30:

|   | 2017                | 2016                |
|---|---------------------|---------------------|
| <b>Unrestricted</b>   |                     |                     |
| Board - designated endowment net assets,<br>beginning of year | \$ 2,426,967        | \$ 2,543,002        |
| Investment income   | 55,976              | 65,387              |
| Net realized and unrealized gains (losses)                    | 204,760             | (46,695)            |
| Contributions   | 1,660               | 2,308               |
| Transfers   | (90,416)            | 619                 |
| Distributions to agencies                                     | <u>(126,445)</u>    | <u>(137,654)</u>    |
| Board - designated endowment net assets,<br>end of year       | <u>\$ 2,472,502</u> | <u>\$ 2,426,967</u> |



**INDEPENDENT AUDITORS' REPORT  
ON SUPPLEMENTARY INFORMATION**

December 7, 2017

Board of Directors  
Jewish Federation of Greater Toledo  
Sylvania, Ohio

We have audited the consolidated financial statements of *Jewish Federation of Greater Toledo* as of and for the years ended June 30, 2017 and 2016, and have issued our report thereon dated December 7, 2017, which expressed an unmodified opinion on those consolidated financial statements. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The supplementary information, which is the responsibility of management, is presented for purposes of additional analysis and is not a required part of the consolidated financial statements. Such information has not been subjected to the auditing procedures applied in the audits of the consolidated financial statements, and, accordingly, we do not express an opinion or provide any assurance on it.



## SUPPLEMENTARY INFORMATION

JEWISH FEDERATION OF GREATER TOLEDO

CONSOLIDATING STATEMENT OF FINANCIAL POSITION  
JUNE 30, 2017

|   | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc.  | Eliminations        | Total                |
|---|-------------------------------------|----------------------------------|---|---------------------|---------------------|----------------------|
| <b>ASSETS</b>   |                                     |                                  |   |                     |                     |                      |
| <b>Current assets</b>                                     |                                     |                                  |   |                     |                     |                      |
| Cash and cash equivalents                                 | \$ 662,706                          | \$ 45,410                        | \$ 37,267                                   | \$ 12,589           | \$ -                | \$ 757,972           |
| Accounts receivable                                       | 165,997                             | -                                | 33,424                                      | 8,877               | (25,237)            | 183,061              |
| Grants and pledges receivable                             | 102,707                             | -                                | -   | -                   | -                   | 102,707              |
| Prepaid expenses and other assets                         | 27,096                              | -                                | 6,173                                       | 3,839               | -                   | 37,108               |
| <b>Total current assets</b>                               | <b>958,506</b>                      | <b>45,410</b>                    | <b>76,864</b>                               | <b>25,305</b>       | <b>(25,237)</b>     | <b>1,080,848</b>     |
| Net property and equipment                                | 85,620                              | 14,397                           | 41,509                                      | 1,645,057           | -                   | 1,786,583            |
| Investments   | 38,826,395                          | -                                | -   | -                   | -                   | 38,826,395           |
| Restricted investments                                    | 1,396,274                           | -                                | -   | -                   | -                   | 1,396,274            |
| Investments held by affiliated organization               | -                                   | 61,944                           | 54,818                                      | -                   | (116,762)           | -                    |
| Beneficial interest in perpetual trusts                   | 1,642,264                           | 410,234                          | 820,468                                     | -                   | -                   | 2,872,966            |
| Cash surrender value of life insurance                    | 1,172,512                           | -                                | -   | -                   | -                   | 1,172,512            |
| <b>Total assets</b>                                       | <b>\$ 44,081,571</b>                | <b>\$ 531,985</b>                | <b>\$ 993,659</b>                           | <b>\$ 1,670,362</b> | <b>\$ (141,999)</b> | <b>\$ 47,135,578</b> |
| <b>LIABILITIES</b>  |                                     |                                  |   |                     |                     |                      |
| <b>Current liabilities</b>                                |                                     |                                  |   |                     |                     |                      |
| Accounts payable and accrued liabilities                  | \$ 87,027                           | \$ 23,725                        | \$ 14,348                                   | \$ 1,061            | \$ -                | \$ 126,161           |
| Deferred revenue  | 6,303                               | 44,452                           | 11,423                                      | -                   | -                   | 62,178               |
| <b>Total current liabilities</b>                          | <b>93,330</b>                       | <b>68,177</b>                    | <b>25,771</b>                               | <b>1,061</b>        | <b>-</b>            | <b>188,339</b>       |
| Trusts payable to others                                  | 560,219                             | -                                | -   | -                   | -                   | 560,219              |
| Note payable - Solomon                                    | 25,237                              | -                                | -   | -                   | (25,237)            | -                    |
| Investments held for associate and affiliate organization | 12,271,345                          | -                                | -   | -                   | (116,762)           | 12,154,583           |
| <b>Total liabilities</b>                                  | <b>12,950,131</b>                   | <b>68,177</b>                    | <b>25,771</b>                               | <b>1,061</b>        | <b>(141,999)</b>    | <b>12,903,141</b>    |
| <b>Net assets</b>   |                                     |                                  |   |                     |                     |                      |
| <b>Unrestricted</b>                                       |                                     |                                  |   |                     |                     |                      |
| Board-designated endowment                                | 2,472,502                           | -                                | -   | -                   | -                   | 2,472,502            |
| Philanthropic funds                                       | 6,345,821                           | -                                | -   | -                   | -                   | 6,345,821            |
| Undesignated  | 10,709,630                          | 53,574                           | 27,996                                      | 1,669,301           | -                   | 12,460,501           |
| <b>Total unrestricted</b>                                 | <b>19,527,953</b>                   | <b>53,574</b>                    | <b>27,996</b>                               | <b>1,669,301</b>    | <b>-</b>            | <b>21,278,824</b>    |
| Temporarily restricted                                    | 9,961,223                           | -                                | 119,424                                     | -                   | -                   | 10,080,647           |
| Permanently restricted                                    | 1,642,264                           | 410,234                          | 820,468                                     | -                   | -                   | 2,872,966            |
| <b>Total net assets</b>                                   | <b>31,131,440</b>                   | <b>463,808</b>                   | <b>967,888</b>                              | <b>1,669,301</b>    | <b>-</b>            | <b>34,232,437</b>    |
| <b>Total liabilities and net assets</b>                   | <b>\$ 44,081,571</b>                | <b>\$ 531,985</b>                | <b>\$ 993,659</b>                           | <b>\$ 1,670,362</b> | <b>\$ (141,999)</b> | <b>\$ 47,135,578</b> |

See independent auditors' report on supplementary information.

**JEWISH FEDERATION OF GREATER TOLEDO**
**CONSOLIDATING STATEMENT OF ACTIVITIES**  
**YEAR ENDED JUNE 30, 2017**

|  | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc.  | Eliminations       | Total                |
|--|-------------------------------------|----------------------------------|---|---------------------|--------------------|----------------------|
| <b>Unrestricted net assets</b>                                 |                                     |                                  |   |                     |                    |                      |
| <b>Support, revenue, and gains</b>                             |                                     |                                  |   |                     |                    |                      |
| Support  |                                     |                                  |   |                     |                    |                      |
| Annual campaign pledges  | \$ 876,821                          | \$ -                             | \$ -  | \$ -                | \$ (269,079)       | \$ 607,742           |
| Contributions  | 1,191,556                           | 23,749                           | 167,080                                     | -                   | (416,015)          | 966,370              |
| Grants   | 52,400                              | 4,500                            | -   | -                   | (52,400)           | 4,500                |
| United Way, donor-directed contributions                       | -                                   | -                                | 5,363                                       | -                   | -                  | 5,363                |
| Jewish Senior Services Supporting Organization                 | 86,456                              | -                                | 528,238                                     | -                   | -                  | 614,694              |
| Jewish Federation of Greater Toledo                            | -                                   | 164,818                          | 168,467                                     | (68,354)            | (264,931)          | -                    |
| Revenue and gains  |                                     |                                  |   |                     |                    |                      |
| Program service fees   | 54,927                              | -                                | 22,225                                      | -                   | -                  | 77,152               |
| Tuition and books, net   | -                                   | 94,830                           | -   | -                   | -                  | 94,830               |
| Investment income  | 613,570                             | -                                | -   | -                   | -                  | 613,570              |
| Net realized and unrealized gains on investments               | 1,467,777                           | -                                | -   | -                   | 14,491             | 1,482,268            |
| Rental revenue   | 6,000                               | -                                | -   | 62,272              | -                  | 68,272               |
| Other  | 135,436                             | 8,263                            | 3,256                                       | -                   | (21,175)           | 125,780              |
| Net assets released from restrictions                          | 811,971                             | -                                | -   | -                   | -                  | 811,971              |
| <b>Total support, revenue, and gains</b>                       | <b>5,296,914</b>                    | <b>296,160</b>                   | <b>894,629</b>                              | <b>(6,082)</b>      | <b>(1,009,109)</b> | <b>5,472,512</b>     |
| <b>Expenses</b>  |                                     |                                  |   |                     |                    |                      |
| Program  |                                     |                                  |   |                     |                    |                      |
| Federation   | 953,945                             | -                                | -   | -                   | -                  | 953,945              |
| Grants   | 1,996,808                           | -                                | -   | -                   | (1,002,425)        | 994,383              |
| Education  | -                                   | 300,515                          | -   | -                   | -                  | 300,515              |
| Family services  | -                                   | -                                | 892,929                                     | -                   | -                  | 892,929              |
| Total program  | 2,950,753                           | 300,515                          | 892,929                                     | -                   | (1,002,425)        | 3,141,772            |
| Administrative   | 282,509                             | -                                | 33,752                                      | 124,948             | -                  | 441,209              |
| Campaign and other financial resource development              | 591,465                             | -                                | -   | -                   | (21,175)           | 570,290              |
| <b>Total expenses</b>  | <b>3,824,727</b>                    | <b>300,515</b>                   | <b>926,681</b>                              | <b>124,948</b>      | <b>(1,023,600)</b> | <b>4,153,271</b>     |
| <b>Support, revenue, and gains over (under) expenses</b>       | <b>1,472,187</b>                    | <b>(4,355)</b>                   | <b>(32,052)</b>                             | <b>(131,030)</b>    | <b>14,491</b>      | <b>1,319,241</b>     |
| <b>Nonoperating gains (losses)</b>                             |                                     |                                  |   |                     |                    |                      |
| Change in cash surrender value of life insurance               | 10,873                              | -                                | -   | -                   | -                  | 10,873               |
| Change in value of investments held by affiliated organization | -                                   | 10,736                           | 3,755                                       | -                   | (14,491)           | -                    |
| <b>Total nonoperating gains (losses)</b>                       | <b>10,873</b>                       | <b>10,736</b>                    | <b>3,755</b>                                | <b>-</b>            | <b>(14,491)</b>    | <b>10,873</b>        |
| <b>Changes in unrestricted net assets before transfers</b>     | <b>1,483,060</b>                    | <b>6,381</b>                     | <b>(28,297)</b>                             | <b>(131,030)</b>    | <b>-</b>           | <b>1,330,114</b>     |
| <b>Fund transfers</b>  | <b>(4,513)</b>                      | <b>-</b>                         | <b>(15,487)</b>                             | <b>20,000</b>       | <b>-</b>           | <b>-</b>             |
| <b>Changes in unrestricted net assets</b>                      | <b>1,478,547</b>                    | <b>6,381</b>                     | <b>(43,784)</b>                             | <b>(111,030)</b>    | <b>-</b>           | <b>1,330,114</b>     |
| <b>Temporarily restricted net assets</b>                       |                                     |                                  |   |                     |                    |                      |
| Contributions  | 1,341,490                           | -                                | 44,082                                      | -                   | -                  | 1,385,572            |
| Investment income  | 282,916                             | -                                | -   | -                   | -                  | 282,916              |
| Net realized and unrealized gains on investments               | 712,796                             | -                                | -   | -                   | -                  | 712,796              |
| Net assets released from restrictions                          | (811,971)                           | -                                | -   | -                   | -                  | (811,971)            |
| <b>Changes in temporarily restricted net assets</b>            | <b>1,525,231</b>                    | <b>-</b>                         | <b>44,082</b>                               | <b>-</b>            | <b>-</b>           | <b>1,569,313</b>     |
| <b>Permanently restricted net assets</b>                       |                                     |                                  |   |                     |                    |                      |
| Change in value of beneficial interest in perpetual trusts     | 106,090                             | 26,534                           | 53,068                                      | -                   | -                  | 185,692              |
| <b>Changes in net assets</b>                                   | <b>3,109,868</b>                    | <b>32,915</b>                    | <b>53,366</b>                               | <b>(111,030)</b>    | <b>-</b>           | <b>3,085,119</b>     |
| Net assets at beginning of year                                | 28,021,572                          | 430,893                          | 914,522                                     | 1,780,331           | -                  | 31,147,318           |
| <b>Net assets at end of year</b>                               | <b>\$ 31,131,440</b>                | <b>\$ 463,808</b>                | <b>\$ 967,888</b>                           | <b>\$ 1,669,301</b> | <b>\$ -</b>        | <b>\$ 34,232,437</b> |

See independent auditors' report on supplementary information.

# JEWISH FEDERATION OF GREATER TOLEDO

## ■ CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES - PROGRAM YEAR ENDED JUNE 30, 2017

|  | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc. | Eliminations          | Total               |
|--|-------------------------------------|----------------------------------|---|--------------------|-----------------------|---------------------|
| Salaries and wages                         | \$ 508,007                          | \$ 151,854                       | \$ 348,639                                  | \$ -               | \$ -                  | \$ 1,008,500        |
| Employee benefits                          | 62,097                              | 22,291                           | 85,349                                      | -                  | -                     | 169,737             |
| Payroll taxes                              | 40,834                              | 11,529                           | 30,668                                      | -                  | -                     | 83,031              |
| <b>Total salaries and related expenses</b> | <b>610,938</b>                      | <b>185,674</b>                   | <b>464,656</b>                              | <b>-</b>           | <b>-</b>              | <b>1,261,268</b>    |
| Supplies                                   | 9,951                               | 11,794                           | 135,297                                     | -                  | -                     | 157,042             |
| Care of building and grounds               | 40,207                              | 24,712                           | 78,129                                      | -                  | -                     | 143,048             |
| Printing and publicity                     | 24,579                              | -                                | 421   | -                  | -                     | 25,000              |
| Rent and maintenance of equipment          | 50,106                              | -                                | 3,073                                       | -                  | -                     | 53,179              |
| Postage                                    | 9,710                               | 323                              | 1,301                                       | -                  | -                     | 11,334              |
| Telephone                                  | 5,150                               | -                                | 606   | -                  | -                     | 5,756               |
| Travel                                     | 2,475                               | -                                | 7,130                                       | -                  | -                     | 9,605               |
| Staff development                          | 24,737                              | 1,548                            | 17,616                                      | -                  | -                     | 43,901              |
| Professional fees                          | 34,027                              | 66,280                           | 88,586                                      | -                  | -                     | 188,893             |
| Organization dues and accreditation        | 14,606                              | -                                | 4,218                                       | -                  | -                     | 18,824              |
| Insurance                                  | 3,831                               | -                                | 6,400                                       | -                  | -                     | 10,231              |
| Events                                     | 107,587                             | 5,268                            | 82,070                                      | -                  | -                     | 194,925             |
| Miscellaneous                              | -                                   | 1,278                            | -   | -                  | -                     | 1,278               |
| Service charges                            | 754                                 | 460                              | -   | -                  | -                     | 1,214               |
| Depreciation                               | 15,287                              | 3,178                            | 3,426                                       | -                  | -                     | 21,891              |
| <b>Subtotal</b>                            | <b>953,945</b>                      | <b>300,515</b>                   | <b>892,929</b>                              | <b>-</b>           | <b>-</b>              | <b>2,147,389</b>    |
| Grants                                     | 1,996,808                           | -                                | -   | -                  | (1,002,425)           | 994,383             |
| <b>Total program expenses</b>              | <b>\$ 2,950,753</b>                 | <b>\$ 300,515</b>                | <b>\$ 892,929</b>                           | <b>\$ -</b>        | <b>\$ (1,002,425)</b> | <b>\$ 3,141,772</b> |

See independent auditors' report on supplementary information.



## JEWISH FEDERATION OF GREATER TOLEDO

### CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES - ADMINISTRATIVE YEAR ENDED JUNE 30, 2017

|  | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc. | Eliminations | Total             |
|--|-------------------------------------|----------------------------------|---|--------------------|--------------|-------------------|
| Salaries and wages                         | \$ 119,538                          | \$ -                             | \$ 5,979                                    | \$ -               | \$ -         | \$ 125,517        |
| Employee benefits                          | 16,254                              | -                                | 1,430                                       | -                  | -            | 17,684            |
| Payroll taxes                              | 8,471                               | -                                | 512   | -                  | -            | 8,983             |
| <b>Total salaries and related expenses</b> | <b>144,263</b>                      | <b>-</b>                         | <b>7,921</b>                                | <b>-</b>           | <b>-</b>     | <b>152,184</b>    |
| Supplies                                   | 13,139                              | -                                | 441   | -                  | -            | 13,580            |
| Care of building and grounds               | 8,535                               | -                                | 8,681                                       | -                  | -            | 17,216            |
| Printing and publicity                     | 569                                 | -                                | 2,452                                       | -                  | -            | 3,021             |
| Rent and maintenance of equipment          | 41,097                              | -                                | 200   | -                  | -            | 41,297            |
| Postage                                    | 2,336                               | -                                | 112   | -                  | -            | 2,448             |
| Telephone                                  | 3,985                               | -                                | -   | -                  | -            | 3,985             |
| Travel                                     | 7,827                               | -                                | 16  | -                  | -            | 7,843             |
| Staff development                          | 16,426                              | -                                | 471   | -                  | -            | 16,897            |
| Professional fees                          | 31,136                              | -                                | 9,436                                       | 5,394              | -            | 45,966            |
| Investment advisory fees                   | -                                   | -                                | 1,336                                       | -                  | -            | 1,336             |
| Organization dues and accreditation        | 2,537                               | -                                | 335   | -                  | -            | 2,872             |
| Insurance                                  | 945                                 | -                                | -   | 15,325             | -            | 16,270            |
| Interest                                   | 1,261                               | -                                | -   | -                  | -            | 1,261             |
| Miscellaneous                              | 810                                 | -                                | 1,970                                       | -                  | -            | 2,780             |
| Depreciation                               | 7,643                               | -                                | 381   | 104,229            | -            | 112,253           |
| <b>Total administrative expenses</b>       | <b>\$ 282,509</b>                   | <b>\$ -</b>                      | <b>\$ 33,752</b>                            | <b>\$ 124,948</b>  | <b>\$ -</b>  | <b>\$ 441,209</b> |

See independent auditors' report on supplementary information.

## JEWISH FEDERATION OF GREATER TOLEDO

### CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES - CAMPAIGN AND OTHER FINANCIAL RESOURCE DEVELOPMENT YEAR ENDED JUNE 30, 2017

|   | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc. | Eliminations       | Total             |
|---|-------------------------------------|----------------------------------|---|--------------------|--------------------|-------------------|
| Salaries and wages  | \$ 257,198                          | \$ -                             | \$ -  | \$ -               | \$ -               | \$ 257,198        |
| Employee benefits   | 43,307                              | -                                | -   | -                  | -                  | 43,307            |
| Payroll taxes   | 19,132                              | -                                | -   | -                  | -                  | 19,132            |
| <b>Total salaries and related expenses</b>                              | <b>319,637</b>                      | <b>-</b>                         | <b>-</b>                                    | <b>-</b>           | <b>-</b>           | <b>319,637</b>    |
| Supplies  | 1,395                               | -                                | -   | -                  | -                  | 1,395             |
| Printing and publicity  | 5,514                               | -                                | -   | -                  | -                  | 5,514             |
| Rent and maintenance of equipment                                       | 19,471                              | -                                | -   | -                  | -                  | 19,471            |
| Postage   | 6,110                               | -                                | -   | -                  | -                  | 6,110             |
| Telephone   | 2,529                               | -                                | -   | -                  | -                  | 2,529             |
| Travel  | 4,129                               | -                                | -   | -                  | -                  | 4,129             |
| Staff development   | 3,135                               | -                                | -   | -                  | -                  | 3,135             |
| Professional fees   | 61,126                              | -                                | -   | -                  | -                  | 61,126            |
| Investment advisory fees  | 46,774                              | -                                | -   | -                  | -                  | 46,774            |
| Organization dues and accreditation                                     | 852                                 | -                                | -   | -                  | -                  | 852               |
| Bad debts   | 3,653                               | -                                | -   | -                  | -                  | 3,653             |
| Service charges   | 32,858                              | -                                | -   | -                  | (21,175)           | 11,683            |
| Insurance   | 34,480                              | -                                | -   | -                  | -                  | 34,480            |
| Events  | 47,254                              | -                                | -   | -                  | -                  | 47,254            |
| Depreciation  | 2,548                               | -                                | -   | -                  | -                  | 2,548             |
| <b>Total campaign and other financial resource development expenses</b> | <b>\$ 591,465</b>                   | <b>\$ -</b>                      | <b>\$ -</b>                                 | <b>\$ -</b>        | <b>\$ (21,175)</b> | <b>\$ 570,290</b> |

See independent auditors' report on supplementary information.

# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATING STATEMENT OF FINANCIAL POSITION JUNE 30, 2016

|   | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc.  | Eliminations        | Total                |
|---|-------------------------------------|----------------------------------|---|---------------------|---------------------|----------------------|
| <b>ASSETS</b>   |                                     |                                  |   |                     |                     |                      |
| <b>Current assets</b>                                     |                                     |                                  |   |                     |                     |                      |
| Cash and cash equivalents                                 | \$ 911,943                          | \$ 34,404                        | \$ 109,064                                  | \$ 45,706           | \$ -                | \$ 1,101,117         |
| Accounts receivable                                       | 128,640                             | -                                | 12,688                                      | 8,700               | (45,237)            | 104,791              |
| Grants and pledges receivable                             | 120,572                             | -                                | -   | -                   | -                   | 120,572              |
| Prepaid expenses and other assets                         | 32,948                              | -                                | 17,511                                      | -                   | -                   | 50,459               |
| <b>Total current assets</b>                               | <b>1,194,103</b>                    | <b>34,404</b>                    | <b>139,263</b>                              | <b>54,406</b>       | <b>(45,237)</b>     | <b>1,376,939</b>     |
| Net property and equipment                                | 50,305                              | 17,574                           | 33,350                                      | 1,726,509           | -                   | 1,827,738            |
| Investments   | 34,734,383                          | -                                | -   | -                   | -                   | 34,734,383           |
| Restricted investments                                    | 1,340,421                           | -                                | -   | -                   | -                   | 1,340,421            |
| Investments held by affiliated organization               | -                                   | 51,208                           | 51,062                                      | -                   | (102,270)           | -                    |
| Beneficial interest in trusts                             | 1,536,174                           | 383,700                          | 767,400                                     | -                   | -                   | 2,687,274            |
| Cash surrender value of life insurance                    | 1,337,116                           | -                                | -   | -                   | -                   | 1,337,116            |
| <b>Total assets</b>                                       | <b>\$ 40,192,502</b>                | <b>\$ 486,886</b>                | <b>\$ 991,075</b>                           | <b>\$ 1,780,915</b> | <b>\$ (147,507)</b> | <b>\$ 43,303,871</b> |
| <b>LIABILITIES</b>  |                                     |                                  |   |                     |                     |                      |
| <b>Current liabilities</b>                                |                                     |                                  |   |                     |                     |                      |
| Accounts payable and accrued liabilities                  | \$ 57,743                           | \$ 14,951                        | \$ 76,553                                   | \$ 584              | \$ -                | \$ 149,831           |
| Deferred revenue  | 33,196                              | 41,042                           | -   | -                   | -                   | 74,238               |
| <b>Total current assets</b>                               | <b>90,939</b>                       | <b>55,993</b>                    | <b>76,553</b>                               | <b>584</b>          | <b>-</b>            | <b>224,069</b>       |
| Trusts payable to others                                  | 568,476                             | -                                | -   | -                   | -                   | 568,476              |
| Note payable - Solomon                                    | 45,237                              | -                                | -   | -                   | (45,237)            | -                    |
| Investments held for associate and affiliate organization | 11,466,278                          | -                                | -   | -                   | (102,270)           | 11,364,008           |
| <b>Total liabilities</b>                                  | <b>12,170,930</b>                   | <b>55,993</b>                    | <b>76,553</b>                               | <b>584</b>          | <b>(147,507)</b>    | <b>12,156,553</b>    |
| <b>Net assets</b>   |                                     |                                  |   |                     |                     |                      |
| <b>Unrestricted</b>                                       |                                     |                                  |   |                     |                     |                      |
| Board-designated endowment                                | 2,426,967                           | -                                | -   | -                   | -                   | 2,426,967            |
| Philanthropic funds                                       | 5,623,201                           | -                                | -   | -                   | -                   | 5,623,201            |
| Undesignated  | 9,999,238                           | 47,193                           | 71,780                                      | 1,780,331           | -                   | 11,898,542           |
| <b>Total unrestricted</b>                                 | <b>18,049,406</b>                   | <b>47,193</b>                    | <b>71,780</b>                               | <b>1,780,331</b>    | <b>-</b>            | <b>19,948,710</b>    |
| Temporarily restricted                                    | 8,435,992                           | -                                | 75,342                                      | -                   | -                   | 8,511,334            |
| Permanently restricted                                    | 1,536,174                           | 383,700                          | 767,400                                     | -                   | -                   | 2,687,274            |
| <b>Total net assets</b>                                   | <b>28,021,572</b>                   | <b>430,893</b>                   | <b>914,522</b>                              | <b>1,780,331</b>    | <b>-</b>            | <b>31,147,318</b>    |
| <b>Total liabilities and net assets</b>                   | <b>\$ 40,192,502</b>                | <b>\$ 486,886</b>                | <b>\$ 991,075</b>                           | <b>\$ 1,780,915</b> | <b>\$ (147,507)</b> | <b>\$ 43,303,871</b> |

See independent auditors' report on supplementary information.

# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATING STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2016

|  | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc.  | Eliminations     | Total                |
|--|-------------------------------------|----------------------------------|--------------------------------------|---------------------|------------------|----------------------|
| <b>Unrestricted net assets</b>                                 |                                     |                                  |                                      |                     |                  |                      |
| <b>Support, revenue, and gains</b>                             |                                     |                                  |                                      |                     |                  |                      |
| Support  |                                     |                                  |                                      |                     |                  |                      |
| Annual campaign pledges  | \$ 1,063,723                        | \$ -                             | \$ -                                 | \$ -                | \$ (342,808)     | \$ 720,915           |
| Contributions  | 1,301,227                           | 17,392                           | 162,402                              | -                   | (295,552)        | 1,185,469            |
| Grants   | 58,377                              | -                                | -                                    | -                   | (46,703)         | 11,674               |
| United Way, donor-directed contributions                       | -                                   | -                                | 4,304                                | -                   | -                | 4,304                |
| Jewish Senior Services Supporting Organization                 | -                                   | -                                | 442,276                              | -                   | -                | 442,276              |
| Jewish Federation of Greater Toledo                            | -                                   | 149,489                          | 144,994                              | (72,090)            | (222,393)        | -                    |
| Revenue and gains  |                                     |                                  |                                      |                     |                  |                      |
| Program service fees   | 35,700                              | -                                | 42,923                               | -                   | -                | 78,623               |
| Tuition and books, net   | -                                   | 77,673                           | -                                    | -                   | -                | 77,673               |
| Investment income  | 634,661                             | -                                | -                                    | -                   | -                | 634,661              |
| Net realized and unrealized gains on investments               | (381,745)                           | -                                | -                                    | -                   | (27,632)         | (409,377)            |
| Rental revenue   | 6,000                               | -                                | -                                    | 62,272              | -                | 68,272               |
| Other  | 121,495                             | 3,585                            | 13,612                               | -                   | (20,751)         | 117,941              |
| Net assets released from restrictions                          | 481,114                             | -                                | -                                    | -                   | -                | 481,114              |
| <b>Total support, revenue, and gains</b>                       | <b>3,320,552</b>                    | <b>248,139</b>                   | <b>810,511</b>                       | <b>(9,818)</b>      | <b>(955,839)</b> | <b>3,413,545</b>     |
| <b>Expenses</b>  |                                     |                                  |                                      |                     |                  |                      |
| Program  |                                     |                                  |                                      |                     |                  |                      |
| Federation   | 775,120                             | -                                | -                                    | -                   | -                | 775,120              |
| Grants   | 1,819,846                           | -                                | -                                    | -                   | (907,456)        | 912,390              |
| Education  | -                                   | 245,905                          | -                                    | -                   | -                | 245,905              |
| Family services  | -                                   | -                                | 813,159                              | -                   | -                | 813,159              |
| <b>Total Program</b>   | <b>2,594,966</b>                    | <b>245,905</b>                   | <b>813,159</b>                       | <b>-</b>            | <b>(907,456)</b> | <b>2,746,574</b>     |
| Administrative   | 275,133                             | 5,804                            | 38,820                               | 143,013             | -                | 462,770              |
| Campaign and other financial resource development              | 527,532                             | -                                | -                                    | -                   | (20,751)         | 506,781              |
| <b>Total expenses</b>  | <b>3,397,631</b>                    | <b>251,709</b>                   | <b>851,979</b>                       | <b>143,013</b>      | <b>(928,207)</b> | <b>3,716,125</b>     |
| <b>Support, revenues, and gains over (under) expenses</b>      | <b>(77,079)</b>                     | <b>(3,570)</b>                   | <b>(41,468)</b>                      | <b>(152,831)</b>    | <b>(27,632)</b>  | <b>(302,580)</b>     |
| <b>Nonoperating gains (losses)</b>                             |                                     |                                  |                                      |                     |                  |                      |
| Change in cash surrender value of life insurance               | 84,440                              | -                                | -                                    | -                   | -                | 84,440               |
| Change in value of split-interest agreements                   | 57                                  | -                                | -                                    | -                   | -                | 57                   |
| Change in value of investments held by affiliated organization | -                                   | 610                              | (28,242)                             | -                   | 27,632           | -                    |
| <b>Total nonoperating (gains) losses</b>                       | <b>84,497</b>                       | <b>610</b>                       | <b>(28,242)</b>                      | <b>-</b>            | <b>27,632</b>    | <b>84,497</b>        |
| <b>Changes in unrestricted net assets</b>                      | <b>7,418</b>                        | <b>(2,960)</b>                   | <b>(69,710)</b>                      | <b>(152,831)</b>    | <b>-</b>         | <b>(218,083)</b>     |
| <b>Fund transfers</b>  | <b>(37,815)</b>                     | <b>-</b>                         | <b>34,500</b>                        | <b>3,315</b>        | <b>-</b>         | <b>-</b>             |
| <b>Changes in unrestricted net assets</b>                      | <b>(30,397)</b>                     | <b>(2,960)</b>                   | <b>(35,210)</b>                      | <b>(149,516)</b>    | <b>-</b>         | <b>(218,083)</b>     |
| <b>Temporarily restricted net assets</b>                       |                                     |                                  |                                      |                     |                  |                      |
| Contributions  | 777,563                             | -                                | 49,269                               | -                   | -                | 826,832              |
| Investment income  | 333,031                             | -                                | -                                    | -                   | -                | 333,031              |
| Net realized and unrealized losses on investments              | (125,114)                           | -                                | -                                    | -                   | -                | (125,114)            |
| Net assets released from restrictions                          | (481,114)                           | -                                | -                                    | -                   | -                | (481,114)            |
| <b>Changes in temporarily restricted net assets</b>            | <b>504,366</b>                      | <b>-</b>                         | <b>49,269</b>                        | <b>-</b>            | <b>-</b>         | <b>553,635</b>       |
| <b>Permanently restricted net assets</b>                       |                                     |                                  |                                      |                     |                  |                      |
| Change in value of beneficial interest in perpetual trusts     | (167,627)                           | (41,549)                         | (83,098)                             | -                   | -                | (292,274)            |
| <b>Changes in net assets</b>                                   | <b>306,342</b>                      | <b>(44,509)</b>                  | <b>(69,039)</b>                      | <b>(149,516)</b>    | <b>-</b>         | <b>43,278</b>        |
| Net assets at beginning of year                                | 27,715,230                          | 475,402                          | 983,561                              | 1,929,847           | -                | 31,104,040           |
| <b>Net assets at end of year</b>                               | <b>\$ 28,021,572</b>                | <b>\$ 430,893</b>                | <b>\$ 914,522</b>                    | <b>\$ 1,780,331</b> | <b>\$ -</b>      | <b>\$ 31,147,318</b> |

See independent auditors' report on supplementary information.

# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES - PROGRAM YEAR ENDED JUNE 30, 2016

|  | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc. | Eliminations        | Total               |
|--|-------------------------------------|----------------------------------|---|--------------------|---------------------|---------------------|
| Salaries and wages                         | \$ 413,002                          | \$ 118,741                       | \$ 370,521                                  | \$ -               | \$ -                | \$ 902,264          |
| Employee benefits                          | 49,148                              | 19,248                           | 82,240                                      | -                  | -                   | 150,636             |
| Payroll taxes                              | 31,054                              | 9,128                            | 28,661                                      | -                  | -                   | 68,843              |
| <b>Total salaries and related expenses</b> | <b>493,204</b>                      | <b>147,117</b>                   | <b>481,422</b>                              | <b>-</b>           | <b>-</b>            | <b>1,121,743</b>    |
| Supplies                                   | 3,628                               | 10,092                           | 12,330                                      | -                  | -                   | 26,050              |
| Care of building and grounds               | 22,790                              | 22,526                           | 61,554                                      | -                  | -                   | 106,870             |
| Printing and publicity                     | 23,836                              | 315                              | 2,817                                       | -                  | -                   | 26,968              |
| Rent and maintenance of equipment          | 32,398                              | -                                | 5,105                                       | -                  | -                   | 37,503              |
| Postage                                    | 7,178                               | -                                | 2,683                                       | -                  | -                   | 9,861               |
| Telephone                                  | 4,935                               | -                                | 607   | -                  | -                   | 5,542               |
| Travel                                     | 1,725                               | -                                | 8,006                                       | -                  | -                   | 9,731               |
| Staff development                          | 30,318                              | 1,529                            | 2,709                                       | -                  | -                   | 34,556              |
| Professional fees                          | 25,740                              | 60,503                           | 80,306                                      | -                  | -                   | 166,549             |
| Organization dues and accreditation        | 12,010                              | -                                | 9,329                                       | -                  | -                   | 21,339              |
| Insurance                                  | 1,027                               | -                                | 5,740                                       | -                  | -                   | 6,767               |
| Events                                     | 100,603                             | 2,066                            | 139,516                                     | -                  | -                   | 242,185             |
| Miscellaneous                              | -                                   | 554                              | -   | -                  | -                   | 554                 |
| Service Charges                            | 334                                 | 1,203                            | -   | -                  | -                   | 1,537               |
| Depreciation                               | 15,394                              | -                                | 1,035                                       | -                  | -                   | 16,429              |
| <b>Subtotal</b>                            | <b>775,120</b>                      | <b>245,905</b>                   | <b>813,159</b>                              | <b>-</b>           | <b>-</b>            | <b>1,834,184</b>    |
| Grants                                     | 1,819,846                           | -                                | -   | -                  | (907,456)           | 912,390             |
| <b>Total program expenses</b>              | <b>\$ 2,594,966</b>                 | <b>\$ 245,905</b>                | <b>\$ 813,159</b>                           | <b>\$ -</b>        | <b>\$ (907,456)</b> | <b>\$ 2,746,574</b> |

See independent auditors' report on supplementary information.

# JEWISH FEDERATION OF GREATER TOLEDO

## CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES - ADMINISTRATIVE YEAR ENDED JUNE 30, 2016

|  | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc. | Eliminations | Total             |
|--|-------------------------------------|----------------------------------|---|--------------------|--------------|-------------------|
| Salaries and wages                         | \$ 114,250                          | \$ -                             | \$ 5,929                                    | \$ -               | \$ -         | \$ 120,179        |
| Employee benefits                          | 16,495                              | -                                | 1,339                                       | -                  | -            | 17,834            |
| Payroll taxes                              | 8,455                               | -                                | 455   | -                  | -            | 8,910             |
| <b>Total salaries and related expenses</b> | <b>139,200</b>                      | <b>-</b>                         | <b>7,723</b>                                | <b>-</b>           | <b>-</b>     | <b>146,923</b>    |
| Supplies                                   | 10,795                              | -                                | 202   | -                  | -            | 10,997            |
| Care of building and grounds               | 13,334                              | 1,186                            | 6,839                                       | -                  | -            | 21,359            |
| Printing and publicity                     | 3,178                               | -                                | 1,348                                       | -                  | -            | 4,526             |
| Rent and maintenance of equipment          | 26,427                              | -                                | 198   | -                  | -            | 26,625            |
| Postage                                    | 320                                 | -                                | 253   | -                  | -            | 573               |
| Telephone                                  | 6,574                               | -                                | -   | 4,740              | -            | 11,314            |
| Travel                                     | 4,627                               | -                                | 28  | -                  | -            | 4,655             |
| Staff development                          | 19,013                              | -                                | 69  | -                  | -            | 19,082            |
| Professional fees                          | 39,968                              | 1,047                            | 9,251                                       | -                  | -            | 50,266            |
| Investment advisory fees                   | -                                   | -                                | 2,295                                       | 2                  | -            | 2,297             |
| Organization dues and accreditation        | 712                                 | -                                | 335   | -                  | -            | 1,047             |
| Insurance                                  | 1,027                               | -                                | -   | 13,101             | -            | 14,128            |
| Events                                     | -                                   | -                                | 10,164                                      | -                  | -            | 10,164            |
| Interest                                   | 2,261                               | -                                | -   | -                  | -            | 2,261             |
| Depreciation                               | 7,697                               | 3,571                            | 115   | 125,170            | -            | 136,553           |
| <b>Total administrative expenses</b>       | <b>\$ 275,133</b>                   | <b>\$ 5,804</b>                  | <b>\$ 38,820</b>                            | <b>\$ 143,013</b>  | <b>\$ -</b>  | <b>\$ 462,770</b> |

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## JEWISH FEDERATION OF GREATER TOLEDO

### CONSOLIDATING STATEMENT OF FUNCTIONAL EXPENSES - CAMPAIGN AND OTHER FINANCIAL RESOURCE DEVELOPMENT YEAR ENDED JUNE 30, 2016

|   | Jewish Federation of Greater Toledo | Toledo Board of Jewish Education | Jewish Family Service of Toledo, Ohio, Inc. | UJC Holdings, Inc. | Eliminations       | Total             |
|---|-------------------------------------|----------------------------------|---|--------------------|--------------------|-------------------|
| Salaries and wages  | \$ 248,371                          | \$ -                             | \$ -  | \$ -               | \$ -               | \$ 248,371        |
| Employee benefits   | 34,022                              | -                                | -   | -                  | -                  | 34,022            |
| Payroll taxes   | 18,949                              | -                                | -   | -                  | -                  | 18,949            |
| <b>Total salaries and related expenses</b>                              | <b>301,342</b>                      | <b>-</b>                         | <b>-</b>                                    | <b>-</b>           | <b>-</b>           | <b>301,342</b>    |
| Supplies  | 1,628                               | -                                | -   | -                  | -                  | 1,628             |
| Printing and publicity  | 3,521                               | -                                | -   | -                  | -                  | 3,521             |
| Rent and maintenance of equipment                                       | 15,162                              | -                                | -   | -                  | -                  | 15,162            |
| Postage   | 685                                 | -                                | -   | -                  | -                  | 685               |
| Telephone   | 2,403                               | -                                | -   | -                  | -                  | 2,403             |
| Travel  | 3,207                               | -                                | -   | -                  | -                  | 3,207             |
| Staff development   | 3,751                               | -                                | -   | -                  | -                  | 3,751             |
| Professional fees   | 32,441                              | -                                | -   | -                  | -                  | 32,441            |
| Investment advisory fees  | 49,346                              | -                                | -   | -                  | -                  | 49,346            |
| Organizational dues and accreditation                                   | 1,381                               | -                                | -   | -                  | -                  | 1,381             |
| Bad debts   | 5,363                               | -                                | -   | -                  | -                  | 5,363             |
| Service Charges   | 35,900                              | -                                | -   | -                  | (20,751)           | 15,149            |
| Insurance   | 36,578                              | -                                | -   | -                  | -                  | 36,578            |
| Events  | 32,258                              | -                                | -   | -                  | -                  | 32,258            |
| Depreciation  | 2,566                               | -                                | -   | -                  | -                  | 2,566             |
| <b>Total campaign and other financial resource development expenses</b> | <b>\$ 527,532</b>                   | <b>\$ -</b>                      | <b>\$ -</b>                                 | <b>\$ -</b>        | <b>\$ (20,751)</b> | <b>\$ 506,781</b> |

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