FINANCIAL STATEMENTS



USO OF METROPOLITAN WASHINGTON-BALTIMORE, INC.

FOR THE YEAR ENDED JUNE 30, 2015 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors USO of Metropolitan Washington-Baltimore, Inc. Fort Myer, Virginia

We have audited the accompanying financial statements of the USO of Metropolitan Washington-Baltimore, Inc. (USO-Metro), which comprise the statement of financial position as of June 30, 2015, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of USO-Metro as of June 30, 2015, and the change in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

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Report on Summarized Comparative Information

We have previously audited USO-Metro's 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 31, 2014. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2014, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Gelman Rosenberg & Freedman

November 19, 2015

STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2015 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

ASSETS

		2015	_	2014
CURRENT ASSETS				
Cash and cash equivalents Accounts receivable Contributions receivable Prepaid expenses Investments Due from USO World Inventory	\$	3,018,670 292,330 570,815 56,680 19,943 255,576 29,474	\$	370,768 271,929 59,149 13,014 326,663 <u>31,249</u>
Total current assets	-	4,243,488		3,990,774
FIXED ASSETS				
Furniture and equipment Automobile and mobile canteen Leasehold improvements Less: Accumulated depreciation and amortization	_	2,101,170 428,686 2,425,510 (3,789,906)	_	2,044,718 394,434 2,432,760 (3,249,267)
Net fixed assets	-	1,165,460	_	1,622,645
OTHER ASSETS - Deposits	_	2,188	_	16,448
TOTAL ASSETS	\$_	5,411,136	\$_	5,629,867
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable and accrued liabilities Accrued vacation Deferred revenue	\$	377,381 147,266 805,415	\$	217,656 117,271 506,230
Total current liabilities	-	1,330,062	_	841,157
NET ASSETS				
Unrestricted Temporarily restricted Permanently restricted	_	2,960,305 1,110,769 <u>10,000</u>		3,213,775 1,564,935 10,000
Total net assets	_	4,081,074	_	4,788,710
TOTAL LIABILITIES AND NET ASSETS	\$_	5,411,136	\$	5,629,867

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED JUNE 30, 2015 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

	2015							
	L	Inrestricted			ricted			
	Operating	In-Kind	Total	Temporarily Restricted	Permanently Restricted	Total	Total	
PUBLIC SUPPORT AND REVENUE								
Public Support: Contributions United Way Airport income Special events: Ohio event (net)	\$2,909,474 \$ 63,783 494,578 478,102	2,201,471 - 2,184,290	\$ 5,110,945 63,783 2,678,868 478,102	\$ 52,874 _ _	\$ - - -	\$ 5,163,819 63,783 2,678,868 478,102	\$ 4,848,118 74,333 2,707,430 408,711	
Annual dinner (net) Golf events (net) Other (net)	478,102 433,485 45,204 <u>344,702</u>	- - -	478,102 433,485 45,204 <u>344,702</u>	- - -	- - -	478,102 433,485 45,204 <u>344,702</u>	408,711 414,169 97,663 463,193	
Total public support	4,769,328	4,385,761	<u>9,155,089</u>	52,874		9,207,963	9,013,617	
Revenue: Sales Investment income Miscellaneous	(14,261) 891 <u>5,162</u>	- - -	(14,261) 891 <u>5,162</u>	- - -	- - -	(14,261) 891 <u>5,162</u>	(3,470) 855 <u>5,821</u>	
Total revenue	(8,208)		(8,208)			(8,208)	3,206	
Net assets released from donor restrictions	19,010	488,030	507,040	(507,040)				
Total public support and revenue	4,780,130	4,873,791	9,653,921	(454,166)		9,199,755	9,016,823	
EXPENSES								
Program Services: Operational Programs Information Referral Operational Centers	1,882,899 299,570 <u>2,067,592</u>	501,993 71,042 4,223,195	2,384,892 370,612 <u>6,290,787</u>	- -	- -	2,384,892 370,612 <u>6,290,787</u>	2,353,257 367,175 <u>5,230,103</u>	
Total program services	4,250,061	4,796,230	<u>9,046,291</u>			9,046,291	7,950,535	
Supporting Services: Management and General Fundraising	439,705 343,834	17,202 <u>60,359</u>	456,907 404,193	-	-	456,907 404,193	571,720 265,801	
Total supporting services	783,539	77,561	861,100			861,100	837,521	
Total expenses	<u>5,033,600</u>	4,873,791	<u>9,907,391</u>			9,907,391	8,788,056	
Change in net assets	(253,470)	-	(253,470)	(454,166)	-	(707,636)	228,767	
Net assets at beginning of year	3,213,775		3,213,775	1,564,935	10,000	4,788,710	4,559,943	
NET ASSETS AT END OF YEAR	\$ <u>2,960,305</u> \$; <u> </u>	\$ <u>2,960,305</u>	\$ <u>1,110,769</u>	\$ <u>10,000</u>	\$ <u>4,081,074</u>	\$ <u>4,788,710</u>	

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2015 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

								2015	
	Op	perational Pr	ograms	Infor	mation Refe	erral	Operational Centers		
	Operating	In-Kind	Total	Operating	In-Kind	Total	Operating	In-Kind	
Salaries	\$ 643,283	\$-	\$ 643,283	\$ 195,312	\$-	\$195,312	\$ 941,600	\$-	
Employee benefits (Note 6)	86,164	-	86,164	26,161	-	26,161	126,122	-	
Payroll taxes	47,846	-	47,846	14,527		14,527	70,034		
Total salaries and related									
expenses	777,293	-	777,293	236,000	-	236,000	1,137,756	-	
Supplies	289,956	468,685	758,641	2,410	4,519	6,929	484,769	740,264	
Telephone	11,599	1,755	13,354	3,025	533	3,558	97,337	20,727	
Postage and shipping	10,760	-	10,760	325	-	325	23,808	437	
Occupancy and rent	-	24,244	24,244	-	7,361	7,361	-	2,721,259	
Equipment rent and									
maintenance	20,451	-	20,451	1,399	-	1,399	48,621	49,060	
Travel	138,489	860	139,349	3,869	-	3,869	53,002	215,384	
Professional fees	181,969	160	182,129	36,082	56,976	93,058	127,396	-	
Conferences and meetings	348,555	-	348,555	2,590	-	2,590	8,842	-	
Printing and publishing	24,994	-	24,994	8,508	-	8,508	10,742	-	
Insurance	16,416	-	16,416	2,181	-	2,181	30,311	-	
Miscellaneous	32,789	422	33,211	1,847	128	1,975	10,803	616	
Total before depreciation									
and amortization	1,853,271	496,126	2,349,397	298,236	69,517	367,753	2,033,387	3,747,747	
Depreciation and amortization	29,628	5,867	35,495	1,334	1,525	2,859	34,205	475,448	
TOTAL	\$ 1,882,899	\$ 501,993	\$2,384,892	\$ 299,570	\$ 71,042	\$370,612	\$2,067,592	\$4,223,195	

			<u> </u>							2014
	Manage	ment and	General		Fundraising			Total		
Total	Operating	In-Kind	Total	Operating	In-Kind	Total	Operating	In-Kind	Total	Total
\$ 941,600	\$319,854	\$-	\$319,854	\$222,125	\$-	\$ 222,125	\$2,322,174	\$ -	\$2,322,174	\$ 1,907,24
126,122	42,843	-	42,843	29,752	-	29,752	311,042	-	311,042	237,64
70,034	23,790	-	23,790	16,521	-	16,521	172,718	-	172,718	138,54
1,137,756	386,487	-	386,487	268,398	-	268,398	2,805,934	-	2,805,934	2,283,43
1,225,033	1,058	3,167	4,225	9,934	9,262	19,196	788,127	1,225,897	2,014,024	2,624,81
118,064	3,076	873	3,949	6,465	606	7,071	121,502	24,494	145,996	128,85
24,245	478	-	478	827	-	827	36,198	437	36,635	22,01
2,721,259	-	12,055	12,055	-	8,372	8,372	-	2,773,291	2,773,291	2,166,32
97,681	2,291	-	2,291	1,680	-	1,680	74,442	49,060	123,502	104,46
268,386	4,372	-	4,372	8,063	-	8,063	207,795	216,244	424,039	396,57
127,396	31,156	-	31,156	35,794	40,239	76,033	412,397	97,375	509,772	417,63
8,842	1,250	-	1,250	2,037	-	2,037	363,274	-	363,274	88,35
10,742	3,026	-	3,026	3,383	-	3,383	50,653	-	50,653	29,66
30,311	3,572	-	3,572	2,481	-	2,481	54,961	-	54,961	37,18
11,419	965	(1,390)	(425)	3,401	146	3,547	49,805	(78)	49,727	41,65
5,781,134	437,731	14,705	452,436	342,463	58,625	401,088	4,965,088	4,386,720	9,351,808	8,340,97
509,653	1,974	2,497	4,471	1,371	1,734	3,105	68,512	487,071	555,583	447,08
\$6,290,787	\$439,705	\$17,202	\$456,907	\$343,834	\$60,359	\$ 404,193	\$5,033,600	\$ 4,873,791	\$9,907,391	\$ 8,788,05

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2015 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2014

		2015		2014
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	(707,636)	\$	228,767
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:				
Depreciation and amortization Value of donated fixed assets Value of donated investments Loss on disposal of fixed assets Net realized and unrealized gain on investments		557,292 (52,874) (6,518) 1,600 (411)		449,526 (822,182) (5,067) - (302)
(Increase) decrease in: Accounts receivable Contributions receivable Prepaid expenses Due from USO World Inventory Deposits		78,438 (298,886) 2,469 71,087 1,775 14,260		116,939 (61,831) (7,053) (131,091) 8,456 21,970
Increase (decrease) in: Accounts payable and accrued liabilities Accrued vacation Deferred revenue	_	159,725 29,995 299,185		99,954 22,716 <u>(135,631</u>)
Net cash provided (used) by operating activities	_	149,501	_	(214,829)
CASH FLOWS FROM INVESTING ACTIVITIES				
Proceeds from sale of investments Purchase of fixed assets	_	- (48,833)		36,336 (88,627)
Net cash used by investing activities		(48,833)		(52,291)
Net increase (decrease) in cash and cash equivalents		100,668		(267,120)
Cash and cash equivalents at beginning of year	_	2,918,002		3,185,122
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$	3,018,670	\$	2,918,002

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2015

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The USO of Metropolitan Washington-Baltimore, Inc. (USO-Metro), a non-profit organization, was incorporated in Washington, D.C. and is responsible for maintaining USO facilities in the District of Columbia, Maryland, and Northern Virginia to serve the members of the Armed Forces and their families.

Effective September 6, 2013, the USO of Metropolitan Washington-Baltimore, Inc. changed its name from USO Council of Metropolitan Washington, Inc.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with USO-Metro's financial statements for the year ended June 30, 2014, from which the summarized information was derived.

Cash and cash equivalents -

USO-Metro considers all cash and other highly liquid investments with initial maturities less than twelve months to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, USO-Metro maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Accounts and contributions receivables -

Accounts and contributions receivable approximate fair value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established. Accounts and contributions receivable are to be collected with one year.

Investments -

Investments are recorded at their readily determinable fair value. Realized and unrealized gains of \$411 and interest and dividend income of \$480 are included in investment income in the Statement of Activities and Change in Net Assets. Using the provisions of FASB ASC 820, *Fair Value Measurement*, USO-Metro has categorized its investments as Level 1 investments.

Inventory -

Inventory consists primarily of promotional items, which are recorded at the lower of cost or market value using the first-in, first-out method of inventory.

Fixed assets -

Fixed assets are stated at cost or the fair market value at the date of gift and are depreciated on the straight-line method over their estimated useful lives of three to five years. Leasehold improvements are recorded at cost or the fair market value at the date of gift and are amortized over five years. USO-Metro capitalizes all purchases greater than \$1,000. The cost of maintenance and repairs is recorded as expenses are incurred.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2015

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Impairment of long-lived assets -

Management reviews asset carrying amounts whenever events or circumstances indicate that such carrying amounts may not be recoverable. When considered impaired, the carrying amount of the assets is reduced, by a charge to Statement of Activities and Change in Net Assets, to its current fair value.

Deferred revenue -

Deferred revenue consists of monies received in advance for special events. USO-Metro recognizes special events revenue when the related event has occurred.

Net asset classification -

The net assets are reported in three self-balancing groups as follows:

- Unrestricted net assets include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of USO-Metro and include both internally designated and undesignated resources.
- Temporarily restricted net assets include revenue and contributions subject to donorimposed stipulations that will be met by the actions of USO-Metro and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as net assets released from restrictions.
- **Permanently restricted net assets** represent funds restricted by the donor to be maintained in-perpetuity by USO-Metro.

Contributions -

Unrestricted and temporarily restricted contributions are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions.

Temporarily restricted contributions received in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements. Contributions receivable represents amounts due from funding organizations for reimbursable expenses incurred in accordance with the grant agreements.

Income taxes -

USO-Metro is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. USO-Metro is not a private foundation.

Uncertain tax positions -

For the year ended June 30, 2015, USO-Metro has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2015

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Uncertain tax positions (continued) -

The Federal Form 990, *Return of Organization Exempt from Income Tax*, is subject to examination by the Internal Revenue Service, generally for three years after it is filed.

Use of estimates -

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

Functional allocation of expenses -

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

Risks and uncertainties -

USO-Metro invests in various investment securities. Investment securities are exposed to various risks such as interest rates, 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 that such changes could materially affect the amounts reported in the accompanying financial statements.

Fair value measurement -

USO-Metro adopted the provisions of FASB ASC 820, *Fair Value Measurement*. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. USO-Metro accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

2. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at June 30, 2015 and 2014 consisted of the following:

		2015		2014
Fixed Assets	\$	1,036,297	\$	1,471,453
Emergency Housing		35,100		36,394
Dulles Construction		24,100		27,873
Scholarships		1,329		1,329
Hospital Van	_	13,943	_	27,886
TOTAL TEMPORARILY RESTRICTED NET ASSETS	\$_	1,110,769	\$_	1,564,935

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2015

3. NET ASSETS RELEASED FROM RESTRICTIONS

The following temporarily restricted net assets were released from donor restrictions by incurring expenses, which satisfied the restricted purposes specified by the donors:

	 2015	 2014
Fixed Assets Emergency Housing Dulles Construction Communications Video Hospital Van	\$ 488,030 1,294 3,773 - 13,943	\$ 361,848 2,128 1,955 40,000 72,114
TOTAL NET ASSETS RELEASED FROM RESTRICTIONS	\$ 507,040	\$ <u>478,045</u>

4. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets at June 30, 2015 and 2014 consisted of a contribution made to establish the C. Haskell Small Fund, restricted by the donor to remain in perpetuity. The investment income generated from the contribution is to be used to fund an annual award.

5. PENSION PLAN

Effective July 1, 2009, USO-Metro established a 401(k) retirement plan covering all full-time employees. Under the terms of the plan, eligible employees may contribute to the retirement plan up to the maximum provided by IRS guidelines. USO-Metro may provide discretionary matching contributions for participating employees based upon their yearly contribution to the plan. For the years ended June 30, 2015 and 2014, USO-Metro made matching contributions totaling \$154,260 and \$126,762, respectively.

6. IN-KIND CONTRIBUTIONS

In-kind contributions are reflected in the financial statements at their fair value on the date the contribution is made. In-kind contributions in the form of materials, equipment, utilities, lodging, event tickets, advertising, public relations services and rental space are reflected in the accompanying financial statements as contribution revenue, airport income, and special events. The values of these contributions for the years ended June 30, 2015 and 2014 totaled \$4,685,272 and \$5,718,506, respectively.

USO-Metro also receives a substantial number of volunteers who have donated significant amounts of their time assisting with program services and its fundraising campaigns. No amounts have been reflected in the financial statements for the time donated by volunteers inasmuch as no objective basis is available to measure the value of such services.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2015

7. SPECIAL EVENTS

USO-Metro held several special event functions during the fiscal years ended June 30, 2015 and 2014. Revenue and expenses for these functions are as follows:

		2015		2014
Ohio Event:				
Revenue	\$		\$	697,398
Expenses	_	<u>(1,046,930</u>)	_	(288,687)
	\$	478,102	\$	408,711
Annual Dinner:				
Revenue	\$	725,019	\$	693,381
Expenses	_	<u>(291,534</u>)	_	<u>(279,212</u>)
	\$	433,485	\$	414,169
Golf Events				
Revenue	\$	150,058	\$	179,441
Expenses		(104,854)	_	<u>(81,778</u>)
	\$	45,204	\$	97,663
Other				
Revenue	\$	689,067	\$	889,089
Expenses		(344,365)		(425,896)
	\$	344,702	\$	463,193

8. SUBSEQUENT EVENTS

In preparing these financial statements, USO-Metro has evaluated events and transactions for potential recognition or disclosure through November 19, 2015, the date the financial statements were issued.