FINANCIAL STATEMENTS
WITH
INDEPENDENT AUDITOR'S REPORT

YEARS ENDED DECEMBER 31, 2016 AND 2015



Murphy & Murphy, CPA, LLC

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## Murphy & Murphy, CPA, LLC Certified Public Accountants

#### INDEPENDENT AUDITOR'S REPORT

To the Board of Trustees of Project Healing Waters Fly Fishing, Inc.

We have audited the accompanying financial statements of Project Healing Waters Fly Fishing, Inc. (a Maryland nonprofit organization), which comprise the statement of financial position as of December 31, 2016, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

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

#### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from 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 Project Healing Waters Fly Fishing, Inc. as of December 31, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Prior Period Financial Statements**

The financial statements of Project Healing Waters Fly Fishing, Inc. as of December 31, 2015, were audited by other auditors whose report dated April 22, 2016, expressed an unmodified opinion on those statements.

Murphy & Murphy, CPA, LLC

La Plata, Maryland June 7, 2017

# PROJECT HEALING WATERS FLY FISHING, INC. STATEMENTS OF FINANCIAL POSITION

## **ASSETS**

	Dec	December 31,			
	<u>2016</u>	<u>2015</u>			
Current assets: Cash and equivalents Investments Contributions receivable Prepaid insurance Prepaid expenses	\$ 1,638,58 129,52 229,6 8,10 25,13	9,969 17 181,745 05 -			
Total current assets	2,030,96	1,440,747			
Fixed assets, at cost: Autos Computers and software Boats Furniture and equipment Storage shed	70,4 68,2 14,4 5,09 2,48	18 53,913 50 14,450 93 8,171			
Less: accumulated depreciation Fixed assets, net	160,7° (111,4°) 49,28	(97,162)			
Other assets: Security deposit	1,30	00 1,200			
Total other assets	1,30	00 1,200			
Total assets	\$ 2,081,54	<u>\$ 1,492,348</u>			

## STATEMENTS OF FINANCIAL POSITION (CONTINUED)

## **LIABILITIES AND NET ASSETS**

	Decem 2016	ber	31, <u>2015</u>
Current liabilities:			
Accounts payable	\$ 85,819	\$	88,766
Accrued salaries and leave	42,799		37,484
Other current liability	19,885		-
Deferred Revenue	4,027		16,800
Retirement contributions payable	 796		<u>-</u>
Total liabilities	 153,326		143,050
Net assets:			
Unrestricted - board designated	366,162		300,311
Unrestricted	723,607		470,278
Temporarily restricted	 838,446		578,709
Total net assets	 1,928,215		1,349,298
Total liabilities and net assets	\$ 2,081,541	\$	1,492,348

## STATEMENTS OF ACTIVITIES

## YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016			2015					
		Unrestricted	Temporarily Restricted	Total		Unrestricted	Temporarily Restricted	Total	
Revenues, gains, and other support: Contributions and grants In-kind donations Special events revenue Special events expenses	\$ 890,687 (163,045)	\$ 1,405,401 966,984	\$ 1,204,497 -	\$ 2,609,898 966,984 -	\$ 1,062,894 (339,093)	\$ 805,379 989,958	\$ 859,612 -	\$ 1,664,991 989,958	
Special events expenses Special events, net of expenses Interest and dividends Realized gains and losses	<u>(105,045)</u>	727,642 2,219 15	- - -	727,642 2,219 15	(000,000)	723,801 2,347	- - -	723,801 2,347	
Other Net assets released from restrictions		944,760	(944,760)	<u>-</u>		3,000 <u>885,902</u>	(885,902)	3,000	
Total revenues, gains, and other support		4,047,021	259,737	4,306,758		3,410,387	(26,290)	3,384,097	
Expenses: Program services:									
National Regional Supporting services:		973,726 2,168,433	-	973,726 2,168,433		833,772 1,960,674	-	833,772 1,960,674	
Managament and general Fundraising		375,907 208,389	<u>-</u>	375,907 208,389		407,882 129,814	<u>-</u>	407,882 129,814	
Total expenses		3,726,455		3,726,455		3,332,142		3,332,142	
Other expenses: Loss on disposition of assets		(1,386)		(1,386)					
Total other expenses		(1,386)		(1,386)					
Change in net assets		319,180	259,737	578,917		78,245	(26,290)	51,955	
Net assets - beginning of year		770,589	578,709	1,349,298		692,344	604,999	1,297,343	
Net assets - end of year		\$ 1,089,769	\$ 838,446	\$ 1,928,215		\$ 770,589	\$ 578,709	\$ 1,349,298	

## STATEMENT OF FUNCTIONAL EXPENSES

## YEAR ENDED DECEMBER 31, 2016

	Prograi	m Services	Supporting		
			Management		Total
	National	Regional	& General	Fund-raising	Expenses
Salaries	\$ 48,100	\$ 198,950	\$ 188,784	\$ 78,700	\$ 514,534
Fringe benefits	3,837	11,424	12,342	8,744	36,347
Payroll taxes	3,867	19,127	16,797	7,391	47,182
Travel, meetings, and trips:					
Lodging	104,075	189,973	2,411	7,197	303,656
Airfare	137,134	32,150	378	2,144	171,806
Transportation	15,551	53,210	627	4,393	73,781
Meals	52,941	105,208	1,226	4,099	163,474
Other travel	120,847	10,256	, -	, -	131,103
In-kind travel and entertainment	127,720	293,562	_	1,675	422,957
Materials and supplies:	, -	,		,	,
Program supplies	129,518	392,797	(450)	71	521,936
Branded items	40,955	102,943	951	1,599	146,448
Appreciation items	1,205	9,713	500	24	11,442
In-kind materials and supplies	9,707	363,122	1,186	_	374,015
Professional fees:	2,1 21		.,		21 1,212
Outside contract services	52,252	41,658	68,306	4,980	167,196
Guide fees	20,325	58,877	-	-	79,202
Grant admin consultant	-	-	_	12,000	12,000
Audit fees	_	_	11,600	-	11,600
Graphic design services	_	_	9,000	_	9,000
In-kind services	12,970	149,041	8,000	_	170,011
Office expense:	,	-,-	-,		-,-
Computer services	690	1,463	5,630	1,400	9,183
Office supplies	330	5,974	3,435	282	10,021
Postage and shipping	3,072	23,707	3,761	2,810	33,350
Printing and copying	1,215	5,705	2,571	5,738	15,229
Bank and credit card fees	39	1,175	6,185	-	7,399
401K admin costs	-		2,720	_	2,720
Other office expenses	1,207	2,181	11,219	4,272	18,879
Program expenses	35,561	42,528	-	-,	78,089
Occupancy and facility use	2,103	10,817	12,019	5,108	30,047
Insurance	5,315	15,600	3,600	-	24,515
Depreciation	170	9,029	1,429	4,672	15,300
Fly fishing shows and fundraising	4,439	7,046	-	35,442	46,927
Bad debt	-	-	_	15,200	15,200
Donations not-for-profits	38,581	10,000	_	-	48,581
Corporate licenses and taxes		1,197	1,680	448	3,325
Total	\$ 973,726	\$ 2,168,433	\$ 375,907	\$ 208,389	\$ 3,726,455

## STATEMENT OF FUNCTIONAL EXPENSES

## YEAR ENDED DECEMBER 31, 2015

		Program Services		Supporting Services					
				Ma	Management			Total	
	N	<u>National</u>		Regional	&	General	Fur	nd-raising	Expenses
Travel, meetings, and trips	\$	602,432	\$	522,785	\$	19,396	\$	16,489	\$ 1,161,102
Materials and supplies		100,075		820,912		3,078		980	925,045
Payroll expense and related		18,024		252,244		206,914		57,964	535,146
Professional fees		50,839		202,063		36,577		15,333	304,812
Outside contract services		-		28,070		63,367		4,318	95,755
Office expense		993		31,105		40,121		14,013	86,232
Program expenses		32,312		43,887		-		10	76,209
Occupancy and facility use		10,000		15,203		25,991		7,847	59,041
Insurance		5,307		15,616		6,618		-	27,541
Depreciation		266		15,176		2,823		5,336	23,601
Fly fishing shows and		5,336		11,386		-		4,999	21,721
Miscellaneous		8,188		2,227		2,997		2,525	15,937
Total	\$	833,772	\$	1,960,674	\$	407,882	\$	129,814	\$ 3,332,142

## STATEMENTS OF CASH FLOWS

## YEARS ENDED DECEMBER 31, 2016 AND 2015

		<u>2016</u>	<u>2015</u>
Cash flows from operating activities:			
Change in net assets	\$	578,917	\$ 51,955
Adjustments to reconcile change in net assets to			
net cash provided by operating activities:			
Loss on sale of assets		1,386	-
In-kind donation of investments, net of sales proceeds		9,623	(7,481)
Depreciation expense		15,300	23,601
Change in operating assets and liabilities:		,	•
Contributions receivable		(47,872)	(103,667)
Prepaid expenses		57,908	1,490
Security deposit		(100)	-
Other current liability		19,885	_
Loan receivable		-	20,000
Accounts payable		(2,947)	17,439
Deferred revenue		(12,773)	16,800
Accrued payroll and related liabilities		6,111	19,001
Accided payroli and related liabilities	-	0,111	 10,001
Net cash provided by operating activities		625,438	 39,138
Cash flows from investing activities:			
Purchases of fixed assets		(16,691)	(10,001)
Purchases of certificates of deposit		(129,176)	-
Proceeds from sale of fixed assets		` 1,125 <sup>′</sup>	 _
Net cash used by investing activities		(144,742)	 (10,001)
Net increase in cash and cash equivalents		480,696	29,137
Cash and cash equivalents beginning of year		1,157,886	1,128,749
Casil and Casil equivalents beginning or year		1,101,000	 1,120,143
Cash and cash equivalents end of year	\$	1,638,582	\$ 1,157,886

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 1. History and nature of operations

#### Nature of Organization

Project Healing Waters Fly Fishing, Inc. (the Organization) is a non-profit organization whose mission is to serve military personnel who have been wounded, injured, or disabled and to aid their physical and emotional recovery by introducing or rebuilding the skills of fly fishing and fly tying and by using and enjoying these skills on fishing outings and as lifelong recreation. The Organization receives substantially all of its support from the public in the form of cash, in-kind donations of goods and services, and grants from foundations and other donors.

#### Description of Programs

The Organization operates two programs, regional and national. The regional program provides basic fly fishing, fly casting, and fly tying classes and clinics for wounded veterans and active military personnel. Class curriculum ranges from lessons for beginners to those with prior fishing and tying experience who are adapting their skills to their new abilities. The national program provides supply and material support, as well as volunteer training and enrichment opportunities for participants, and activities including high-value, once in a lifetime fly fishing trips for motivated and deserving participants. The national program also includes rod building and fly tying contests. The two programs are separated and outlined in the statements of functional expenses by national activity and region specific activity.

All activities and services are provided to participants at no cost. Fly fishing and tying equipment and materials are provided to the participants for their use, including equipment that accommodates their special needs.

#### 2. Summary of significant accounting policies

This summary of significant accounting policies of Project Healing Waters Fly Fishing, Inc. is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of the Organization's Board of Trustees, which is responsible for the integrity and objectivity of the financial statements. These accounting policies conform to U.S. generally accepted accounting principles and have been consistently applied in the preparation of the financial statements.

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 2. Summary of significant accounting policies (continued)

#### Basis of accounting

The financial statements of Project Healing Waters Fly Fishing, Inc. have been prepared in accordance with U.S. generally accepted accounting principles on the accrual basis of accounting. Accordingly, revenue is recognized when earned and expenses are recognized when incurred.

#### Basis of Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets that are based upon the existence or absence of restrictions on use that are placed by its donors: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted net assets are resources available to support operations. The only limits on the use of unrestricted net assets are the broad limits resulting from the nature of the Organization, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and others that are entered into in the course of its operations.

Temporarily restricted net assets are resources that are restricted by a donor for use for a particular purpose or in a particular future period. The Organization's unspent contributions are reported in this class if the donor limited their use, as are promised contributions that are not yet due.

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from temporarily restricted to unrestricted net assets.

Permanently restricted net assets are resources whose use is limited by donor-imposed restrictions that neither expire by being used in accordance with a donor's restriction nor by the passage of time.

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 2. Summary of significant accounting policies (continued)

#### Cash and cash equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments available for current use with an initial maturity of three months or less to be cash equivalents.

#### Investments

Investments are reported at fair value in the statement of financial position, and realized and unrealized gains and losses are reported in the statement of activities in accordance with FASB ASC 958-320, accounting for certain investments held by not-for-profit organizations.

The Organization occasionally receives donations of stocks and other publicly traded securities. These donations are recorded as contributions at their estimated fair market value on the date of donation. The Organization's policy is to convert such donations to cash and cash equivalents as soon as reasonably possible.

#### Fair value of financial instruments

The carrying value of cash, receivables and accounts payable approximate fair value due to the short maturity of these instruments. The carrying value of short-term and long-term debt approximates fair value based upon discounting the projected cash flows using market rates available for similar maturities.

#### Contributions receivable

Contributions receivable consist of donations received online via the Organization's and third party service providers' websites before year end that have not been transferred to operating funds and pledges receivable from donors. Management considers all contributions to be fully collectible; accordingly, no allowance for bad debts has been recorded in these financial statements. All contributions receivable are expected to be received within one year of the financial statement date.

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 2. <u>Summary of significant accounting policies</u> (continued)

#### Property and equipment

Property and equipment acquisitions over \$1,000 with an estimated useful life of more than one year are recorded at cost as of the date of acquisition or fair value as of the date of donation. Depreciation of property and equipment is computed using the straight-line method for financial reporting purposes at rates based on the following estimated useful lives:

## **Estimated Life**

Autos and boats	5 years
Computers	3 years
Office equipment	5 years
Furniture	10 years

#### Contributions

The Organization accounts for contributions in accordance with the requirements of the Financial Accounting Standards Board. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted net assets, depending on the existence and/or nature of any donor restrictions.

#### Contributed services

Contributed services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by peoples with those skills, and would otherwise be purchased by the Organization.

#### Functional expenses

The costs of providing the main program of serving wounded and disabled military personnel and other supporting activities have been summarized on a functional basis in the statements of activities and in the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

## 2. <u>Summary of significant accounting policies (continued)</u>

#### Income taxes

The Organization is a not-for-profit organization that is exempt from income taxes under IRC §501(c)(3) and classified by the Internal Revenue Service as other than a private foundation.

The Organization may recognize the tax benefit from a tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organization and various positions related to the potential sources of unrelated business taxable income. The Organization has analyzed its tax positions taken for filings with the Internal Revenue Service. The Organization believes that its income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse affect on the Organization's financial condition, results of operations, or cash flows. Accordingly, the Organization has not recorded any tax assets or liabilities, or related accruals for interest and penalties, for uncertain income tax positions at December 31, 2016 and 2015. Generally, the Organization is no longer subject to income tax examinations for fiscal years before 2013.

#### Use of estimates

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

#### Reclassifications

Certain accounts in the prior-year financial statements have been reclassified for comparative purposes to conform with the presentation in the current-year financial statements.

#### 3. <u>Concentrations of credit risk</u>

The Organization maintains cash balances at several financial institutions. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. The amount held in excess of the insured limit was approximately \$975,307 and \$478,000, respectively, at December 31, 2016 and 2015.

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 4. Investments

#### Certificates of deposit:

The Organization's certificates of deposit are reported at cost plus interest earned, which approximates fair value. The Organization held the following certificates of deposit at December 31, 2016 and 2015:

Bank Community Bank of the	Interest rate	Maturity date	<u>2016</u>	<u>2015</u>			
Chesapeake	1.045%	08/22/18	<u>\$ 129,176</u>	<u>\$</u> -			
			\$ 129,176	<u> </u>			
Equity securities:							
The Organization held the following equity securities at December 31, 2016:							
Financial Institution	Invested in	Cost	Fair value	Unrealized gains (losses)			
Edward Jones	Equity securities	\$ 346	\$ 346	<u> </u>			
The Organization hal	d the following eq	uity cocuritios at F	Occombor 21 20	15.			

The Organization held the following equity securities at December 31, 2015:

Financial Institution	Invested in	Invested in		<u>Fa</u>	<u>ir value</u>	 gains (losses)	
Edward Jones	Equity securities	\$	9,969	\$	9,969	\$ <u>-</u>	

The following schedule summarizes investment returns and their classification in the Statements of Activities for the years ended December 31, 2016 and 2015.

	<u>2016</u>	<u>2015</u>
Interest and dividend income Realized gains and losses	\$ 2,219 15	\$ 2,347 
Total investment return	<u>\$ 2,234</u>	<u>\$ 2,347</u>

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 5. Temporarily restricted net assets

Temporarily restricted net assets consist of funds restricted by grantors and donors to be used for specific purposes. The Organization receives donations that are restricted to be used for specific fly-fishing trips and for the activities of specific regions and local programs. In addition, the Organization receives restricted grants to be used for specific purposes and projects at the national level. Temporarily restricted net assets are summarized as follows at December 31:

	<u>2016</u>	<u>2015</u>
Trips Region/Local program specific funds Restricted grants	\$ 227,048 480,761 130,637	\$ 203,040 345,669 30,000
Total temporarily restricted net assets	\$ 838,446	\$ 578,709

## 6. <u>Board designated net assets & cash restrictions</u>

At December 31, 2016 and 2015, the Board of Trustees of the Organization designated \$366,162 and \$300,311, respectively, of the Organization's unrestricted net assets to be used to support future regional program expenses.

#### 7. Retirement plan

During the year ended December 31, 2015, the Organization established a Simple IRA plan for the benefit of its employees. The plan allows for both employee contributions and employer matching contributions. Total employer matching contributions for the year ended December 31, 2015 was \$7,319.

On January 1, 2016, the Organization established a 401k plan for the benefit of its employees. The plan allows for both employee contributions and employer matching contributions. The total employer matching contributions for the year ended December 31, 2016 was \$24,347.

#### NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 8. Contributed services and facilities

The Organization records the value of donated goods and services when they meet the criteria for recognition in the financial statements. The fair value of donated services and facilities included as contributions in the financial statements and corresponding expenses for the years ended December 31, 2016 and 2015, are as follows:

	<u>2016</u>	<u>2015</u>
Legal expenses	\$ 42,249	\$ 80,421
Guide fees/trips Office space	 127,762 <u>-</u>	 101,018 34,000
Total donated services and facilities	\$ 170,011	\$ 215,439

In addition, the Organization operates with the assistance of a number of volunteers in running its programs. The value of this contributed time spent by these volunteers has not been recorded in these financial statements since they do not meet the criteria for recognition. During the years ended December 31, 2016 and 2015, the Organization received volunteer hours that did not meet the criteria for recognition totaling 262,768 and 226,000. These volunteer hours have an estimated fair value of \$6,343,220 and \$5,200,000, respectively for the years ended December 31, 2016 and 2015.

#### 9. Contributed materials and supplies

Contributed materials and supplies consist of donated fishing supplies, lodging, travel and other materials. These items have been recorded as in-kind donations in the statements of activities and have been included with similar expenditures in the accompanying statements of functional expenses. Donated material and supplies of \$796,973 and \$774,519 have been recorded in the accompanying financial statements for the years ended December 2016 and 2015, respectively.

In addition, contributed materials and supplies for use in the Organization's special events with a fair market value of \$20,428 and \$34,551 have been recorded in the accompanying financial statements for the years ended December 31, 2016 and 2015, respectively. These items have been recorded as special events revenues and special events expenses in the accompanying statements of activities.

## NOTES TO FINANCIAL STATEMENTS

#### DECEMBER 31, 2016 AND 2015

#### 10. Operating lease

The Organization entered into a three-year non-cancelable lease in January 2016 for office space in La Plata, Maryland. Future minimum lease payments under the operating lease are as follows for the future years ending:

December 31, 2017	\$ 16,029
December 31, 2018	16,510
December 31, 2019	 1,379
Total	\$ 33 018
Total	\$ 33,91

#### 11. Subsequent events

Management has considered and evaluated subsequent events through June 7, 2017, which is the date the financial statements were available to be issued.