

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES**

**CONSOLIDATED FINANCIAL STATEMENTS**

**YEARS ENDED JUNE 30, 2013 AND 2012**

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
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## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Lutheran Social Services of  
New England, Inc. and Subsidiaries  
Worcester, Massachusetts

We have audited the accompanying consolidated financial statements of Lutheran Social Services of New England, Inc. and Subsidiaries, which comprise the consolidated statements of financial position as of June 30, 2013 and 2012, and the related consolidated statements of activities, changes in net assets, functional expenses, and cash flows for the years then ended, and related notes to the consolidated financial statements.

### ***Management's Responsibility for the 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.

### ***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 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 the auditors' 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.

Board of Directors  
Lutheran Social Services of  
New England, Inc. and Subsidiaries

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 Lutheran Social Services of New England, Inc. and Subsidiaries as of June 30, 2013 and 2012, and its consolidated changes in its net assets, its functional expenses and its cash flows for the years then ended in conformity with U.S. generally accepted accounting principles.

A handwritten signature in cursive script that reads "CliftonLarsonAllen LLP".

**CliftonLarsonAllen LLP**

Quincy, Massachusetts  
December 16, 2013

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2013 AND 2012**

<b>ASSETS</b>	2013	2012
<b>CURRENT ASSETS</b>		
Cash and Cash Equivalents	\$ 3,201,722	\$ 3,286,638
Investments (Note 13)	350,877	339,448
Accounts Receivable, Net (Note 3)	5,297,879	5,028,380
Inventory	167,345	185,881
Prepaid Expenses	626,044	633,313
Pledge Receivable	210,000	-
Other Current Assets	283,349	96,961
Assets Held for Sale	163,779	-
Assets Limited as to Use, Required for Current Liabilities (Note 5)	449,950	427,025
Total Current Assets	10,750,945	9,997,646
<b>ASSETS LIMITED AS TO USE</b>		
Under Indenture Agreement - Held by Trustee, Net	1,459,264	1,409,220
Under Regulatory Agreement	683,509	1,010,204
Board Restricted - Cash	38,002	38,980
Tenant/Resident Funds	280,717	271,436
Pension Reserve (Note 6)	272,221	281,192
Beneficial Interest in Third Party Trusts	3,210,174	3,058,984
Total Assets Limited as to Use (Note 5)	5,943,887	6,070,016
<b>PROPERTY AND EQUIPMENT</b>		
Land	1,110,288	1,120,814
Buildings	32,067,281	32,369,545
Improvements	5,673,565	8,002,732
Furniture and Equipment	3,928,622	4,694,733
Vehicles	328,619	328,842
Equipment Held Under Capital Lease	705,360	677,833
Software	83,795	83,795
Total	43,897,530	47,278,294
Less: Accumulated Depreciation	22,012,675	22,960,917
Property and Equipment, Net	21,884,855	24,317,377
<b>OTHER ASSETS</b>		
Construction in Progress	30,000	123,529
Prepaid Rent	226,523	283,194
Deferred Charges, Net	382,837	399,815
Loans Receivable (Note 4)	717,439	753,088
Interest Receivable (Note 4)	305,130	261,709
Cash Surrender Value of Life Insurance	98,728	87,328
Miscellaneous Other Assets	21,769	84,769
Total Other Assets	1,782,426	1,993,432
Total Assets	\$ 40,362,113	\$ 42,378,471

See accompanying Notes to Consolidated Financial Statements.

<b>LIABILITIES AND NET ASSETS</b>	<u>2013</u>	<u>2012</u>
<b>CURRENT LIABILITIES</b>		
Lines of Credit (Note 10)	\$ 970,000	\$ 550,000
Accounts Payable and Accrued Expenses	4,209,237	6,229,291
Deferred Revenue	481,906	528,494
Due to the Third-Party Payors (Note 2)	793,792	480,488
Current Portion of Long-Term Debt (Note 11)	854,126	968,500
Other Current Liabilities	<u>125,804</u>	<u>140,342</u>
Total Current Liabilities	7,434,865	8,897,115
 <b>LONG-TERM DEBT AND OTHER LIABILITIES</b>		
Long-Term Debt, Net of Current Portion	17,114,601	17,904,389
Capital Advances	<u>7,042,673</u>	<u>7,042,673</u>
Total Long-Term Debt (Note 11)	24,157,274	24,947,062
Long-Term Pension Liability (Note 6)	439,599	448,570
Tenant Deposits	<u>74,315</u>	<u>68,997</u>
Total Other Liabilities	513,914	517,567
Total Long-Term Debt and Other Liabilities	<u>24,671,188</u>	<u>25,464,629</u>
Total Liabilities	32,106,053	34,361,744
<b>NET ASSETS</b>		
Unrestricted	1,882,566	1,891,032
Temporarily Restricted	3,148,995	3,052,386
Permanently Restricted	<u>3,224,499</u>	<u>3,073,309</u>
Total Net Assets (Note 15)	<u>8,256,060</u>	<u>8,016,727</u>
Total Liabilities and Net Assets	<u>\$ 40,362,113</u>	<u>\$ 42,378,471</u>

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF ACTIVITIES  
YEARS ENDED JUNE 30, 2013 AND 2012**

	2013	2012
<b>UNRESTRICTED NET ASSETS</b>		
<b>REVENUES</b>		
Program Service Revenue	\$ 55,785,494	\$ 64,449,012
Contribution Income	559,757	789,336
Donated Vehicles	2,091,853	2,198,474
Rental Income	13,200	13,200
Net Assets Released from Restriction Used for Operations	918,576	883,133
Other Income	1,058,663	580,738
Total Revenues	60,427,543	68,913,893
<b>EXPENSES</b>		
Program Services:		
Community Services	34,872,694	35,622,544
Services for Older Adults	17,549,539	25,205,726
Total Program Services	52,422,233	60,828,270
Supporting Services and Other:		
Administrative	7,132,094	6,893,340
Fundraising	258,559	377,821
Impairment Costs	998,971	1,094,937
Total Supporting Services and Other	8,389,624	8,366,098
Total Expenses	60,811,856	69,194,368
<b>LOSS FROM OPERATIONS</b>	(384,313)	(280,475)
<b>NON-OPERATING ITEMS</b>		
Investment/Interest Income	52,821	32,410
Gain on Sale of Accounts Receivables, Property and Equipment, Net	392,054	5,869
Abandonment Costs	(93,529)	(148,250)
Total Non-Operating Items, Net	351,346	(109,971)
<b>EXCESS OF EXPENSES OVER REVENUES</b>	(32,967)	(390,446)
Net Assets Released from Restrictions Used for Capital Improvements	24,501	391,330
<b>INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS</b>	\$ (8,466)	\$ 884

See accompanying Notes to Consolidated Financial Statements.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF NET ASSETS  
YEARS ENDED JUNE 30, 2013 AND 2012**

	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>PERMANENTLY RESTRICTED</u>	<u>TOTAL</u>
<b>NET ASSETS AT JUNE 30, 2011</b>	\$ 1,890,148	\$ 3,332,991	\$ 2,972,847	\$ 8,195,986
Loss from Operations	(280,475)	-	-	(280,475)
Temporary and Permanently Restricted Contributions	-	999,944	-	999,944
Uncollectible Pledges Expense	-	(6,086)	-	(6,086)
Change in Beneficial Interest in Third-Party Trusts	-	-	100,462	100,462
Non-Operating Revenues, Net	(109,971)	-	-	(109,971)
Net Assets Released from Restrictions	<u>391,330</u>	<u>(1,274,463)</u>	<u>-</u>	<u>(883,133)</u>
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<u>884</u>	<u>(280,605)</u>	<u>100,462</u>	<u>(179,259)</u>
<b>NET ASSETS AT JUNE 30, 2012</b>	1,891,032	3,052,386	3,073,309	8,016,727
Loss from Operations	(384,313)	-	-	(384,313)
Temporary and Permanently Restricted Contributions	-	1,039,686	-	1,039,686
Change in Beneficial Interest in Third-Party Trusts	-	-	151,190	151,190
Non-Operating Items, Net	351,346	-	-	351,346
Net Assets Released from Restrictions	<u>24,501</u>	<u>(943,077)</u>	<u>-</u>	<u>(918,576)</u>
<b>INCREASE (DECREASE) IN NET ASSETS</b>	<u>(8,466)</u>	<u>96,609</u>	<u>151,190</u>	<u>239,333</u>
<b>NET ASSETS AT JUNE 30, 2013</b>	<u>\$ 1,882,566</u>	<u>\$ 3,148,995</u>	<u>\$ 3,224,499</u>	<u>\$ 8,256,060</u>

See accompanying Notes to Consolidated Financial Statements.



**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED JUNE 30, 2013**

	<u>Total</u>	<u>Community Services</u>	<u>Services for Older Adults</u>	<u>Administrative</u>	<u>Fundraising</u>	<u>Impairment Costs</u>
Salaries and Wages	\$ 29,307,159	\$ 17,812,583	\$ 7,555,319	\$ 3,939,257	\$ -	\$ -
Employee Benefits	5,961,296	3,473,501	1,682,601	805,194	-	-
Purchased Services	595,083	-	595,083	-	-	-
Insurance	372,514	38,478	272,552	61,484	-	-
Program Expenses	7,298,763	7,296,766	1,997	-	-	-
Professional Fees	854,390	182,825	27,107	644,458	-	-
Occupancy Costs	2,969,499	1,424,780	1,167,359	377,361	-	-
Advertising Expense	305,946	245,847	48,230	11,869	-	-
Operating Supplies and Expenses	5,228,953	1,317,013	3,014,620	897,320	-	-
Donated Vehicle Expense	1,054,850	1,054,850	-	-	-	-
Garage Expense	804,452	804,452	-	-	-	-
Travel Expenses	952,940	795,474	9,745	147,722	-	-
Equipment and Other Office Operations	75,849	32,422	32,592	10,835	-	-
Fundraising Expense	258,559	-	-	-	258,559	-
Real Estate Taxes	237,455	-	237,455	-	-	-
Resident Care Costs	506,441	-	506,441	-	-	-
Depreciation and Amortization	1,661,616	304,489	1,248,140	108,987	-	-
Impairment Costs	998,971	-	-	-	-	998,971
Bad Debt Expense	416,215	13,111	335,993	67,111	-	-
Interest	950,905	76,104	814,304	60,497	-	-
Total Functional Expenses	<u>\$ 60,811,856</u>	<u>\$ 34,872,694</u>	<u>\$ 17,549,539</u>	<u>\$ 7,132,094</u>	<u>\$ 258,559</u>	<u>\$ 998,971</u>

See accompanying Notes to Consolidated Financial Statements.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES  
YEAR ENDED JUNE 30, 2012**

	<u>Total</u>	<u>Community Services</u>	<u>Services for Older Adults</u>	<u>Administrative</u>	<u>Fundraising</u>	<u>Impairment Costs</u>
Salaries and Wages	\$ 33,155,267	\$ 17,806,256	\$ 11,128,685	\$ 4,220,326	\$ -	\$ -
Employee Benefits	7,011,927	3,704,205	2,507,324	800,398	-	-
Purchased Services	1,864,374	-	1,864,374	-	-	-
Insurance	343,438	-	343,438	-	-	-
Program Expenses	7,455,431	7,423,897	-	31,534	-	-
Professional Fees	860,534	383,780	228,992	247,762	-	-
Occupancy Costs	3,021,662	1,178,695	1,361,948	481,019	-	-
Advertising Expense	331,187	245,731	52,007	33,449	-	-
Operating Supplies and Expenses	6,209,248	1,503,303	3,921,601	784,344	-	-
Donated Vehicle Expense	1,156,000	1,156,000	-	-	-	-
Garage Expense	853,014	853,014	-	-	-	-
Travel Expenses	1,033,348	860,232	7,321	165,795	-	-
Equipment and Other Office Operations	95,756	71,661	24,095	-	-	-
Fundraising Expense	377,821	-	-	-	377,821	-
Real Estate Taxes	227,949	-	227,949	-	-	-
Resident Care Costs	609,785	-	609,785	-	-	-
Depreciation and Amortization	1,764,603	307,588	1,366,794	90,221	-	-
Impairment Costs	1,094,937	-	-	-	-	1,094,937
Bad Debt Expense	480,668	23,119	457,549	-	-	-
Interest	1,247,419	105,063	1,103,864	38,492	-	-
Total Functional Expenses	<u>\$ 69,194,368</u>	<u>\$ 35,622,544</u>	<u>\$ 25,205,726</u>	<u>\$ 6,893,340</u>	<u>\$ 377,821</u>	<u>\$ 1,094,937</u>

See accompanying Notes to Consolidated Financial Statements.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
YEARS ENDED JUNE 30, 2013 AND 2012**

	2013	2012
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Increase (Decrease) in Net Assets	\$ 239,333	\$ (179,259)
Adjustments to Reconcile Increase (Decrease) in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation and Amortization	1,661,616	1,769,359
Provision for Bad Debts	448,453	532,949
Uncollectible Pledges Expense	-	6,086
Change in Beneficial Interest in Third-Party Trusts	(151,190)	(100,459)
Contributed Leased Property and Improvements	-	(81,935)
Net Change in Cash Surrender Value of Life Insurance	(11,400)	6,237
Interest Receivable	(33,979)	(32,426)
Net Unrealized Loss (Gain) on Investments	(645)	360
Net Gain on Sale of Accounts Receivable, Property and Equipment, Net Impairment Costs	(392,054)	(5,869)
Abandonment Costs	998,971	1,094,937
(Increase) Decrease in:		
Accounts Receivable	93,529	148,250
Inventory	(681,872)	(406,713)
Prepaid Expenses	18,536	32,269
Other Current Assets	7,267	(91,859)
Assets Whose Use is Limited	(91,947)	54,094
Tenant/Resident Funds	40,000	106,641
Pledges Receivable	(3,047)	(15,228)
Increase (Decrease) in:	(210,000)	11,571
Accounts Payable and Accrued Expenses	(2,004,877)	(327,536)
Deferred Revenue	(61,519)	(65,262)
Due to Third-Party Payors	242,622	74,570
Other Liabilities	41,893	(453)
Net Cash Provided by Operating Activities	149,690	2,530,324
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Property and Equipment	(359,308)	(824,519)
Proceeds from Sale of Property and Equipment	522,615	577,527
Net Change in Escrow Funds	4,547	3,420
Deposits to Restricted Accounts	(684,057)	(766,013)
Withdrawals from Restricted Accounts	847,765	559,237
Sales (Purchases) of Investments	(10,816)	8,664
Additions to Board Restricted Cash	978	-
Additions to Construction in Progress	-	(30,000)
Net Cash Provided (Used) by Investing Activities	321,724	(471,684)

See accompanying Notes to Consolidated Financial Statements.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
CONSOLIDATED STATEMENT OF CASH FLOWS (CONTINUED)  
YEAR ENDED JUNE 30, 2013**

	2013	2012
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Advancements on Line of Credit	3,270,000	-
Payments on Line of Credit	(2,850,000)	(622,861)
Principal Payments on Long-Term Debt	(959,330)	(877,198)
Additions to Deferred Financing Costs	(17,000)	-
Net Cash Used by Financing Activities	(556,330)	(1,500,059)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(84,916)	558,581
Cash and Cash Equivalents - Beginning of Year	3,286,638	2,728,057
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<b>\$ 3,201,722</b>	<b>\$ 3,286,638</b>

**See note 8 for disclosure of noncash investing and financing activities.**

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2013 AND 2012**

**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Organization**

Lutheran Social Services of New England, Inc. and Subsidiaries (collectively the Organization) has been serving people in need in New England for 140 years. Today, Lutheran Social Services of New England, Inc. (LSS) is one of the region's largest multi-service, faith-based human service agencies, despite the fact that Lutherans number less than one-percent of the population. LSS administers 60-plus programs in all six New England states, through 1,700 employees. Every day, LSS touches the lives of 5,000 clients, including: refugees and immigrants, frail older adults, adults with disabilities and mental illness, children and families at risk, low income individuals who need affordable housing or transportation, and families affected by disaster. LSS serves people who need our services, regardless of their background or belief.

The Organization include the accounts of the following entities, of which Lutheran Social Services of New England, Inc. is the sole corporate member of or exercises significant control over.

<u>Entity</u>	<u>Services Provided</u>
Lutheran Social Services of New England, Inc.	Parent Organization
Lutheran Community Services, Inc. (LCS)	Social Services Provider
Lutheran Community Care, Inc. (Subsidiary of LCS)	In Home Care
Good News Garage - LSS, Inc.	Provides Transportation to Those in Need
Lutheran Housing Corporation - Brockton	Assisted Living Residence
Fair Havens, Inc.	Residential Care Facility
Lutheran Home of Worcester, Inc. (Sold in 2012 - Note 9)	Skilled Nursing and Residential Care Facility
Lutheran Home of Southbury, Inc.	Skilled Nursing and Residential Care Facility
Lutheran Services Association, Inc.	Subsidized Congregate Housing
Lutheran Community Services - Creative Living, Inc.	HUD Section 811 Housing
Emanuel Development Corporation	HUD Section 8 Housing
Luther Ridge at Middletown, Inc.	Provides Management and Assisted Living Services to Senior Housing Facilities
Lutheran Assisted Living at Middletown, Inc.	Assisted Living Residence
Lutheran Housing Corporation at Middletown, Inc.	HUD Section 202 Housing
Lutheran Social Services of New England Foundation, Inc.	Manages and distributes charitable gifts to support various subsidiaries of LSS

During fiscal year 2014, Lutheran Social Services of New England Foundation, Inc. was dissolved. Its operations were transferred to LSS.

A summary of the Organization's significant accounting policies follows:

**Basis for Consolidation**

The Organization's consolidated financial statements include the accounts of the above named entities. All significant transactions between the related organizations have been eliminated.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2013 AND 2012**

**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Method of Accounting**

The financial statements of the Organization have been prepared on the accrual method of accounting. Accordingly, assets are recorded when the Organization obtains the rights of ownership or is entitled to claims for receipt and liabilities are recorded when the obligation is incurred.

**Use of Estimates**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

**Cash and Cash Equivalents**

The Organization considers all short-term debt securities purchased with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents designated for long-term purposes or received with donor-imposed restrictions limiting their use to long-term purposes are not considered cash and cash equivalents for purposes of the statement of cash flows.

**Accounts Receivable**

The Organization provides an allowance for uncollectible accounts based on the allowance method using management's judgment. Customers are not required to provide collateral for services rendered. Payment for services is required within 30 days of receipt of invoice or as the claim is submitted for third-party payors. Accounts past due for more than 90 days are individually analyzed for collectability. Historically, the Organization has not charged interest on accounts that are deemed to be delinquent. In addition, an allowance is estimated for other accounts based on historical experience.

**Loans Receivable**

The Organization's loan portfolio is comprised of an unsecured loan and secured loan that bear interest and have fixed repayment terms, as detailed in Note 4, and is considered a single portfolio class. Loans receivable are recorded net of an allowance for expected loan losses (allowance). The Organization establishes an allowance as an estimate of inherent risk in the Organization's loan portfolio. Although management believes the allowance to be adequate, ultimate losses may vary from its estimates. The allowance is established through a provision for loan losses that is charged to expense. Loan losses are charged off against the allowance when the Organization determines the loan balance to be uncollectible.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
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NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2013 AND 2012**

**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Loans Receivable (Continued)**

Proceeds received on previously charged off amounts are recorded as a recovery in the year of receipt. The allowance for uncollectible loans receivable was \$-0- as of June 30, 2013 and 2012.

The Organization reviews the adequacy of the allowance, including consideration of the relevant risks in the loan portfolio, current economic conditions and other factors periodically. The Organization monitors timeliness of scheduled payments to assess the risk of nonperformance. If the Organization determines that changes are warranted based on those reviews, the allowance is adjusted.

**Inventory**

Vehicles identified for the purpose of being delivered to program participants are valued based on the average contract reimbursement rate for the reporting period.

Program vehicles expected to be sold at retail are recorded based on trade-in value.

Vehicles expected to be sold at wholesale are valued using the average sales proceeds for all vehicles sold during the reporting period.

Vehicles are recorded as Donated Vehicles when the vehicle is received.

**Assets Limited as to Use**

Assets limited as to use include: assets held by a trustee under the terms of a bond indenture; assets held under U.S. Department of Housing and Urban Development (HUD) Regulatory Agreement; tenant/resident deposits; pension account; beneficial interests in third party trusts; pledges restricted for long-term purposes and cash restricted by the Board of Directors over which the Board retains control and may at its discretion subsequently use for other purposes.

**Promises to Give**

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Promises to give that are expected to be collected within one year recorded at their realizable value. Promises to give that are expected to be collected in future years are recorded at the present value of the amounts expected to be collected. This value is determined to be fair value and is calculated using the income approach of applying a discount rate technique in the year in which the pledge is received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

**LUTHERAN SOCIAL SERVICES OF NEW ENGLAND, INC.  
AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
JUNE 30, 2013 AND 2012**

**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Property and Equipment**

Property and equipment are recorded at cost. Assets with an estimated useful life of more than one year and a historical cost in excess of \$500 to \$2,500 are capitalized, depending on entity. The Organization capitalizes acquisitions and improvements, while expenditures for maintenance and repairs that do not extend the useful lives of the assets are charged to operations. Donated property and equipment are recorded at fair market value at date of donation. Gifts of long-lived assets are reported as unrestricted support unless donor stipulations specify how the assets are to be used, and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulation about how long those assets must be maintained, expiration of donor restrictions are reported when the donated or acquired long-lived assets are placed into service.

Depreciation is computed using the straight-line method over the estimated useful life of the assets.

	<u>Depreciable Life</u>
Buildings	5 - 40 Years
Improvements	5 - 30 Years
Furniture and Equipment	3 - 20 Years
Equipment Held Under Capital Lease	3 - 5 Years
Vehicles	3 - 4 Years
Software	3 Years

Depreciation expense charged to operations amounted to \$1,572,508 and \$1,736,873 for the years ended June 30, 2013 and 2012, respectively.

For the year ended June 30, 2012, the Organization recognized approximately \$1,095,000 in impairment losses on property and equipment of Lutheran Home of Worcester, Inc. that operated a skilled nursing and residential care facility. Substantially all assets of Lutheran Home of Worcester, Inc. were sold in June of 2012 as more fully described in Note 9.

For the year ended June 30, 2013, management determined, based on current market conditions, that the carrying amount of real estate owned by Lutheran Community Services, Inc. exceeds its fair value by approximately \$999,000. Management's use of the current market conditions to estimate the fair market value of the real estate is a level 3 approach.

Impairment loss was recorded to reflect declines in the net realizable value of those assets.



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**Assets Held for Sale**

The Organization had classified a portion of its land as available for sale as of June 30, 2011. The Organization recognizes assets held for sale at the lower of its cost basis or fair value less selling costs. During 2012, the land was sold and the Organization recognized a net gain on the sale of the land in the amount of \$436,027.

In April 2013, the Organization agreed to market the Fair Havens facility, resulting in the Organization discontinuing depreciation, and presenting the net amount as Assets Held for Sale. Assets Held for Sale are presented at the lower of the assets' (a) carrying amount before the asset was classified as held for sale, adjusted for any depreciation expense that would have been recognized had the asset (disposal group) been continuously classified as held and used; (b) its fair value at the date of the subsequent decision not to sell. As a result, it was determined that Assets Held for Sale at June 30, 2013 total \$163,779, or its carrying amount. The facility is being sold due to the relocation of Fair Havens' operations to the Lutheran Housing Corporation - Brockton, Inc. facility.

**Deferred Charges**

Intangible assets consist of deferred financing and ground lease acquisition costs. Deferred financing costs are being amortized over the periods the obligations are outstanding using the straight-line method. Ground lease acquisition costs are amortized over the period of the ground lease using the straight-line method. Amortization charged to operations amounted to approximately \$30,000 for each of 2013 and 2012.

**Deferred Revenue**

Deferred revenue consists of advances received from state and federal agencies for initial funding of programs, which will be recognized as revenue as these programs incur the related expenditures, and advanced payments received from residents.

**Net Assets**

Net assets of the Organization are classified and reported as follows:

**Unrestricted net assets**

Those resources over which the Board of Directors has discretionary control. Designated amounts represent those revenues that the Board has set aside for a particular purpose.

**Temporarily restricted net assets**

Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or the passage of time.

**Permanently restricted net assets**

Include contributions which require by donor restriction that the corpus be invested in perpetuity and only the income be made available for operations in accordance with donor restrictions.

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**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
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**Statement of Activities**

For purposes of presentation, transactions deemed by management to be ongoing, major, or central to the provision of the Organization's programs are reported as revenues and expenses. Peripheral or incidental transactions are reported as non-operating items.

**Excess of Expenses Over Revenues**

The statement of activities includes excess of expenses over revenues. Changes in unrestricted net assets which are excluded from excess of expenses over revenues, consistent with industry practice, include the changes in unrealized gains and losses on investments, unrestricted changes in beneficial interests in related parties, transfers of assets to and from related parties for other than goods and services, and contributions of long-lived assets (including assets acquired using contributions which, by donor restriction, were to be used for the purpose of acquiring such assets).

**Revenue Recognition**

Program service revenue, which includes service revenue, resident service revenue and program rental income, is recognized as costs are incurred and services are provided. Resident services revenue includes room charges and ancillary services to residents and is recorded at established rates, net of contractual adjustments, resulting from agreements with third-party payors. Provisions for estimated third-party payor settlements are provided in the period the related services are rendered. Differences between the amounts accrued and subsequent settlements are recorded in revenue in the year of settlement. Rental revenue for each unit of the facility is assigned a base rent amount. The tenant will pay a portion of the rent determined based on certain income limits. The remainder of the base rent will be paid by the HUD in the form of a Project Rental Assistance Contract ("PRAC"), Housing Assistance Payment (Section 8) or by the Connecticut Housing and Finance Authority ("CHFA").

**Recognition of Donor Restrictions**

Unconditional promises to give cash and other assets are accrued at estimated fair market value at the date each promise is received. The gifts are reported as either temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction is satisfied, net assets are released and reported as an increase in unrestricted net assets. Donor-restricted contributions whose restrictions are met within the same reporting period as received are recorded as unrestricted contributions.

**In-Kind Donations**

Donated services are recognized in the financial statements if the services enhance or create non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. There were no donated services recorded in the consolidated financial statements for the years ended June 30, 2013 and 2012.

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**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
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**In-Kind Donations (Continued)**

Donated vehicles include vehicles that will be repaired and delivered to program participants. They are valued based on the average contract reimbursement rate for the reporting period. Donated vehicles also include vehicles that do not meet the needs of program participants. These vehicles are sold at auction and valued based on average proceeds for the reporting period.

**Income Taxes**

All the members of the Organization are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state codes. Accordingly, no provisions for federal or state income taxes have been made. Additionally, the Organization qualifies for charitable contribution deductions under Section 170(b)(1)(A) and has been classified as an organization other than private foundation under Section 509(a)(2).

The Organization files as a tax-exempt organization. Should that status be challenged in the future, the entity's 2010 through 2013 tax years are open for examination by federal and state taxing authorities.

**Malpractice Claims**

The Organizations follow the provisions of ASU No. 2010-24 "Presentation of Insurance Claims and Related Insurance Recoveries" whereby estimated claims against the Organization's liability policy are reflected as a liability with the corresponding insurance recovery reflected as an asset on the statement of financial position.

**Promotional Advertising**

Promotional advertising costs are expensed as incurred. Promotional advertising expense amounted to approximately \$305,000 and \$320,000 as of June 30, 2013 and 2012, respectively.

**Asset Retirement Obligations**

U.S. generally accepted accounting principles require that a liability be recognized for an asset retirement obligation in the period in which it is incurred if a reasonable estimate of fair value can be made. Some of the Organization's buildings contain lead paint and asbestos that must be removed upon the demolition or extensive renovation. The Organization expects to and has the ability to continue to maintain and operate these buildings without undertaking any activities that would require removal of the lead paint or asbestos. As a result, the Organization is not able to estimate the date, or range of potential dates, of settlements of these obligations. Accordingly, the liability associated with these obligations is not reasonably estimable, and the accompanying statements of financial position do not include a liability for asset retirement obligations.

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**NOTE 1 ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
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**Investments**

Investments consist mainly of shares in a pooled trust. The investments are carried at the fair market value of the assets in the trust, which include equity and debt securities. Investment income or loss (including realized gains and losses on investments, interest and dividends) is included in the change in unrestricted net assets unless restricted by donor or law. Unrealized gains and losses on investments are recorded as changes in the respective category of net assets, depending on the existence or absences of donor restrictions.

**Fair Value Measurement**

The Organization categorizes its assets and liabilities measured at fair value into a three-level hierarchy based on the priority of the inputs to the valuation technique used to determine fair value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used in the determination of the fair value measurement fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement.

Assets and liabilities valued at fair value are categorized based on the inputs to the valuation techniques as follows:

**Level 1** – Inputs that utilize quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization has the ability to access.

**Level 2** – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

**Level 3** – Inputs that are unobservable for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

In instances where the determination of the fair value measurement is based on inputs from different levels of the fair value hierarchy, the level in the fair value hierarchy within which the entire fair value measurements falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

**Reclassifications**

Certain reclassifications have been made to prior year amounts to conform to current year presentation.

**Subsequent Events**

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through December 16, 2013, the date the financial statements were issued.

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**NOTE 2 REVENUES FROM THIRD-PARTY PAYORS**

**Massachusetts Medicaid**

The Organization receives reimbursement from the Commonwealth of Massachusetts under a standard rate of reimbursement payment system for the care and services rendered to publicly-aided patients pursuant to regulations promulgated by the Center for Health Information and Analysis. Under the regulations, current year rates are a combination of actual base year costs blended with industry standards adjusted for inflation. The base year costs are subject to audit and could result in a retroactive rate adjustment for the current year.

**Connecticut Medicaid**

The Organization participates in the State of Connecticut's Medicaid program. The State of Connecticut Department of Social Services (DSS) annually establishes prospective rates for the reimbursement of Medicaid residents based on prior year cost reports, adjusted by inflation factors. Such rates are subject to review or audit and, in the opinion of management, future adjustments, if any, from those audits will not materially affect the Organization's financial position. To the extent amounts provided by the Organization differ from the final rates, such amounts are reflected as retroactive rate settlements in the statement of operations in the year differences become known.

**Medicare - Prospective Payment System**

The Organization receives reimbursement for the care of certain patients under the federally sponsored Medicare prospective payment system (PPS) through an insurance intermediary. The federal rates utilize facility case-mix resident assessment data, completed by the skilled nursing facility (SNF), to assign patients into Resource Utilization Groups (RUGS). SNF's must complete the resident assessments according to a specific time schedule designed for Medicare payment. SNF's that do not comply with this requirement will be paid at a default payment (the lowest of the federal rates) for the days of a patient's care for which the SNF is not in compliance.

The PPS program mandates the implementation of fee schedules for SNF therapy services to residents not in a covered Part A stay and to non-residents who receive outpatient rehabilitation services from the SNF. The Centers for Medicare and Medicaid Services imposed a limit for both physical therapy (including speech therapy) and occupational therapy services, except for certain medical conditions.

**Massachusetts - Group Adult Foster Care**

The Commonwealth of Massachusetts reimburses the Organization for qualified residents under the Group Adult Foster Care (GAFC) program. The program reimburses the Organization based on a per diem amount, which combines personal direct care and administrative compensation into one rate.

**Maine Medicaid**

The Organization provides services for Medicaid eligible individuals under terms of costs based contracts with the State of Maine.

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**NOTE 3 ACCOUNTS RECEIVABLE**

The accounts receivable is comprised of the following at June 30, 2013 and 2012:

	2013	2012
Accounts Receivable, Gross	\$ 5,756,012	\$ 5,446,559
Less: Allowance for Doubtful Accounts	458,133	418,179
Accounts Receivable, Net	\$ 5,297,879	\$ 5,028,380

**NOTE 4 LOANS RECEIVABLE**

In connection with the sale of the skilled nursing and residential care facility (Note 9), the Organization entered into an unsecured loan agreement with the buyer in the amount of \$287,500. The loan receivable is payable in monthly interest only installments commencing on August 1, 2012. Beginning August 1, 2015 monthly interest and principal payments commence until August 1, 2019 when the loan receivable is due in its entirety. The interest rate on the loan receivable is fixed at 3% per annum. In addition, the loan receivable is subject to an off-set reduction if certain requirements in the purchase and sale agreement are not met. The value of the loan receivable was \$251,851 and \$287,500 at June 30, 2013 and 2012, respectively.

The Organization has an additional loan receivable in connection with a lease agreement with an unrelated nonprofit organization. The loan receivable amounted to \$465,588 at each of June 30, 2013 and 2012. See Note 12 for additional details on this loan receivable.

**NOTE 5 ASSETS LIMITED AS TO USE**

Assets limited as to use is comprised of the following at June 30:

**Funds Held Under Indenture Agreement**

Under the terms of the bond agreement (Note 11), the Organization is required to maintain and fund various escrow accounts. These escrow funds are held in trust and disbursements are made in accordance with the bond agreements. The escrow funds consist of money market funds and are recorded at their fair value.

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**NOTE 5 ASSETS LIMITED AS TO USE (CONTINUED)**

Following is a summary of the funds held under indenture agreement at market value as of June 30, 2013 and 2012:

	2013	2012
Debt Service Reserve Fund	\$ 648,565	\$ 648,285
Renewal and Replacement Fund	393,424	393,411
Principal and Interest Account	845,005	772,338
Earnings Fund	20,823	20,814
Project Fund	1,397	1,397
Total	1,909,214	1,836,245
Less: Amount Required for Current Liabilities	449,950	427,025
Funds Held Under Indenture Agreement, Net	\$ 1,459,264	\$ 1,409,220

**Tenant/Resident Funds**

The Organization is in the possession of tenant/resident funds. These funds are held in an interest bearing bank account with disbursement pursuant to the residents' request.

**Beneficial Interest in Third Party Trusts**

The Organization retains a percentage interest in various irrevocable third party trusts. The third party trusts have investments in money market funds, equity securities with readily determinable fair values and debt securities and are measured at their fair value.

The beneficial interests are carried at the fair market value of the assets in the trust and amounted to \$3,210,174 and \$3,058,984 at June 30, 2013 and 2012, respectively. The Organization reflects their allocable portion of the fair value of the trusts in the consolidated statement of financial position. Changes in the carrying amount of the beneficial interests are recognized as increases or decreases in permanently restricted net assets. The Organization recognized an increase in the beneficial interests in third-party trusts in the amounts of \$151,190 and \$100,462 for the years ended June 30, 2013 and 2012, respectively.

Investments are held in a pooled investment portfolio of third party trusts. These investments are carried at fair value with gains and losses reported as unrestricted, temporarily restricted or permanently restricted net assets, as appropriate. Investment income (loss) includes interest and dividends, amortization, realized gains and losses, and investment fees. The cost of securities sold is based on the average cost method.

**Regulatory Agreements**

Under the terms of the HUD Regulatory Agreement, the Organization must fund a real estate tax escrow. The Organization also must make monthly payments to a reserve for replacements, which may be used for capital expenditures and major repairs. Withdrawals from the reserve for replacements are subject to approval by HUD. The escrow accounts are comprised of cash and cash equivalents.

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**NOTE 5 ASSETS LIMITED AS TO USE (CONTINUED)**

**Regulatory Agreements**

Under the terms of the Regulatory Agreement with CHFA ("Regulatory Agreement") the Organization is required to fund an insurance escrow, real estate tax escrow and a working capital escrow. In addition, under the terms of the Regulatory Agreement, the Organization must make monthly payments to a reserve for replacements, which may be used for capital expenditures and major repairs. Withdrawals from the escrow accounts are subject to approval by CHFA. The escrow accounts are comprised of cash and cash equivalents.

**Board Restricted**

The Board of Directors has set aside cash for building repairs over which the Board retains control and may at its discretion subsequently use for other purposes.

**Pension Funds**

The Organization has set aside assets to fund a frozen noncontributory pension plan. See Note 6 for additional details.

**NOTE 6 DEFINED CONTRIBUTION PENSION PLAN**

The Organization sponsors a defined contribution plan qualified under Internal Revenue Code Section 403(b). The Plan has been deemed a church plan. The Plan covers eligible employees of the Organization. The plan allows, but does not require, the Organization to match an amount of eligible employees' basic contributions to the Plan up to the maximum amount of 3% of salary. Employees may make contributions to the plan up to the maximum amount allowed by the Internal Revenue Code. Pension costs charged to operations amounted to \$-0- for each of the years ended June 30, 2013 and 2012.

The Organization also has recorded a liability at June 30, 2013 and 2012 for contributions relating to a former noncontributory defined contribution plan in the amounts of \$439,599 and \$448,570, respectively. This plan was frozen in January of 1990. The Organization has set aside assets in the amounts of \$272,221 and \$281,192 as of June 30, 2013 and 2012, respectively, to fund the pension liability. The remaining obligation will be funded as assets become available.

**NOTE 7 CONCENTRATION OF CREDIT RISK**

**Cash and Cash Equivalents**

The Organization maintains its cash and cash equivalents in federally insured financial institutions in the same geographic that may exceed federally insured limits. The Organization has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk.



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**NOTE 7 CONCENTRATION OF CREDIT RISK (CONTINUED)**

**Accounts Receivable**

The Organization grants credit without collateral to its residents, most of whom are local individuals, and residents covered under third-party payor arrangements. Accounts receivable from private and third-party payors totaled \$5,297,879 at June 30, 2013.

**Loans Receivable**

The Organization has an unsecured loan agreement that totaled \$251,851 at June 30, 2013.

**Assets Limited As To Use**

The Organization is reflecting assets limited as to use at approximately \$6,100,000. These items include cash and various investments in third party trusts that in general, are exposed to various risks, such as interest rate, credit and overall market volatility risk.

Due to the level of risk associated with certain investments, in third party trusts, it is reasonably possible that change in the values of the investments will occur in the near term and that such changes could materially affect account balances.

**Investments**

The Organization's investments consist mainly of shares in a pooled trust at a market value of approximately \$350,877 at June 30, 2013.

**Major Sources of Revenue**

For the year ended June 30, 2013, the majority of the Organization's revenues are received from federal and state government programs. Material changes to the funding of these programs would have a significant impact on the Organization's revenues.

**Importance of Operation**

The Organization receives approximately 20% from a skilled nursing home and 70% from the social service organizations for the year ended June 30, 2013.

**NOTE 8 SUPPLEMENTAL DISCLOSURES – STATEMENT OF CASH FLOWS**

	<u>2013</u>	<u>2012</u>
Cash Paid for Interest	<u>\$ 936,992</u>	<u>\$ 1,196,525</u>

**Noncash Investing and Financing Activity**

In 2013, the Organization disposed of property and equipment with a cost basis of approximately \$1,475,000.

The Organization sold property and equipment (Note 9) with a net book value of approximately \$3,332,500 in 2012.

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**NOTE 8 SUPPLEMENTAL DISCLOSURES – STATEMENT OF CASH FLOWS (CONTINUED)**

The Organization sold part of its accounts receivable portfolio (Note 9) with a net realizable value of approximately \$1,104,000 in 2012.

The Organization paid long-term debt of approximately \$3,307,000 with the proceeds of the sale of the skilled nursing and residential care facility (Note 11) in 2012.

In 2012, the Organization placed into service construction in progress in the amount of \$3,215,959. Those costs consisted of determination of need filing fees, architectural fees and other development costs associated with the renovation and refurbishing of the skilled nursing and residential care facility, operated by Lutheran Home of Worcester, Inc.

**NOTE 9 SALE OF SKILLED NURSING AND RESIDENTIAL CARE FACILITY**

During 2013, “gain on sale of accounts receivable, property and equipment, net,” primarily includes sales of property and equipment of Fair Havens, Inc. and Lutheran Community Services, Inc. which had a combined net book value of approximately \$80,000.

During 2012, the Organization sold various assets of its skilled nursing and residential care facility, operated by Lutheran Home of Worcester, Inc., including property and equipment, accounts receivable and intangible assets to a non-related party. The proceeds from the sale of the skilled nursing and residential care facility were used to repay outstanding debt and pay various other costs related to the transaction. The sale resulted in a net loss of approximately \$449,000 that has been netted with a gain recognized on sale of land of approximately \$436,000, as detailed in Note 1. The net amount of these items have been included in the statement of activities under the caption “gain on sale of accounts receivable, property and equipment, net.”

**NOTE 10 LINES OF CREDIT**

The Organization had three line of credit agreements with various banks at June 30, 2012. The lines of credit were payable on demand and had limits of \$250,000 to \$400,000 at June 30, 2012. The lines of credit bore interest at variable rates ranging from 4.25% to 6.25%. Those lines were closed during 2013. A new line was opened with a limit of \$2,000,000 and a variable rate of interest 2 percentage points greater than the LIBOR Daily Floating Rate. The rate was 2.19% at June 30, 2013. The lines are collateralized by various business assets. The Organization had \$970,000 and \$550,000 outstanding on the lines of credit and \$1,030,000 and \$400,000 available to draw upon at June 30, 2013 and 2012, respectively. The debt is classified as a current liability as the amount is due on demand. The agreement for the \$2,000,000 line of credit includes a covenant to maintain a debt service coverage ratio, as defined in the agreement, of at least 1.15.

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**NOTE 11 LONG-TERM DEBT**

The Organization is liable on long-term debt at June 30 as follows:

<u>Description</u>	<u>2013</u>	<u>2012</u>
<p>Mortgage payable with a variable interest rate of 5.27% at June 30, 2013 and fixed rates ranging from 5% to 7% at each of June 30, 2013 and 2012, secured by fixed assets, payable in monthly installments ranging from \$1,487 to \$21,098, which include interest, becoming due from 2014 to 2032. Certain mortgage agreements require the Organization to maintain a debt service coverage ratio of 1.25 to 1, and loan to value ratio of .75.</p>	\$ 3,384,685	\$ 3,710,472
<p>HUD insured capital advance mortgages under the Section 202 program, which bear no interest and repayment is not required provided the Organization remains in compliance with the provisions of the Regulatory Agreement and HUD regulations through January 1, 2045 and 2046 ("maturity date"). At the maturity date the Organization will be discharged from the capital advances. In the event of a default, the mortgages become due and payable with interest at 5.375%. Consequently, the capital advances are considered refundable and are presented as a liability. The capital advances are secured by certain assets of the Organization.</p>	6,563,300	6,563,300
<p>Community Economic Development Assistance Corporation ("CEDAC") capital advance mortgage due November 24, 2017. At the option of CEDAC, the loan may be extended for additional periods in increments of 10 years each. The term of the loan including any additional periods may not exceed 40 years from the loan inception date, November 24, 2004. The mortgage does not bear any interest and no repayments can be made during the term of the loan without HUD approval. The capital advance is secured by certain assets of the Organization.</p>	479,373	479,373

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**NOTE 11 LONG-TERM DEBT (CONTINUED)**

<u>Description (continued)</u>	<u>2013</u>	<u>2012</u>
Mortgages payable to CHFA, due in 2045 and 2046 . At its sole discretion, CHFA has the right to call the mortgages due and payable in their entirety in 2035 and 2036. The mortgages are secured by fixed assets of the Organization. The mortgages are payable in monthly installments of \$22,833 including interest. In the event of a default, the mortgage becomes due and payable with an interest rate equal to the highest allowable rate under the law.	6,534,338	6,565,102
Midland Loan Services, Inc. HUD insured mortgage note in the original amount of \$5,444,200 payable in monthly installments of \$29,236, including interest at 5.50% through December 1, 2040 secured by certain assets of the Organization.	4,968,819	5,043,954
Installment loan payable in monthly installments of \$3,510, including interest at 5%, through 2014. Principal and interest rate review will occur in 2014. Loan is secured by certain property and equipment of the Organization.	472,177	496,520
First Mortgage Gross Revenue Health Care Project Refunding Bonds - 1999 Series A, issued by the Connecticut Development Authority (CDA), with interest ranging from 5.60% to 6.00%, and annual principal payments due on December 1 with a final maturity of December 1, 2015.	1,990,000	2,405,000
The Organization is obligated under various capital lease agreements for equipment and motor vehicles, expiring from 2013 through 2017, with a combined monthly payment of approximately \$10,000, including interest ranging from 0% to 8%, secured by equipment.	246,277	323,935

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**NOTE 11 LONG-TERM DEBT (CONTINUED)**

<u>Description (continued)</u>	<u>2013</u>	<u>2012</u>
0% note payable to Uninvest Capital, Inc., secured by equipment, due July 2015, payable in monthly installments of \$2,140.	51,372	-
Term note payable to Bank of America face amount \$350,000, due August 7, 2033, secured by certain assets, payable in monthly installments of interest only through August 2008 then monthly payments of principal and interest through maturity. Interest rate is the 30 year treasury bill rate plus 2 ½% adjusted annually (7.1% at each of June 30, 2013 and 2012).	<u>321,059</u>	<u>327,906</u>
Long Term Debt	\$ 25,011,400	\$ 25,915,562
Less: Current Portion	854,126	968,500
Long Term Debt, Net of Current Portion	<u><u>\$ 24,157,274</u></u>	<u><u>\$ 24,947,062</u></u>

Interest charged to operations for the above long-term debt amounted to approximately \$950,000 and \$1,250,000 for the years ended June 30, 2013 and 2012, respectively. The portion of interest expense related to capital leases was approximately \$10,000 for each of 2013 and 2012.

On February 1, 1999, the Connecticut Development Authority authorized the issuance of First Mortgage Gross Revenue Health Care Project Refunding Bonds in the amount of \$6,080,000. By the terms of the bond issues, the Connecticut Development Authority has no direct obligation for payment of the bonds. A subsidiary has assumed the entire obligation and has granted a security interest to U.S. Bank as trustee.

All payments of principal and interest on the bonds will be made by the trustee from monies transferred by the subsidiary to the Bond Fund. The security for the bonds consists of a mortgage on the real and personal property of the subsidiary.

The subsidiary is subject to various covenants under the bond agreements. These covenants include various reporting, financial, and operational requirements: a Liquidity ratio, as defined in the bond agreement, of 1.0; Debt Service Coverage Ratio, as defined in the bond agreement, of 1.20; Operating Ratio, as defined in the bond agreement, of 1.0; Occupancy Covenant, as defined in the bond agreement, of 90%; and Trade Payables covenant, as defined in the bond agreement.

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**NOTE 11 LONG-TERM DEBT (CONTINUED)**

On October 15, 2013, the Organization elected for full redemption of the Bonds. The Bonds were redeemed using the trustee funds held under the bond indenture (Note 5) plus a cash payment of approximately \$78,000. As the Bonds have been paid off subsequent to year end the current maturities of long-term debt does not reflect the portion related to the redeemed bonds.

Following are current maturities for the next five years:

<u>Year Ending June 30,</u>	<u>Amount</u>
2014	\$ 414,126
2015	3,186,483
2016	233,001
2017	205,411
2018	197,558

Minimum future lease payments under capital leases for each year ended June 30 are as follows:

<u>Year Ending June 30,</u>	<u>Amount</u>
2014	\$ 95,849
2015	92,753
2016	57,657
2017	19,375
Less Amount Representing Interest	(19,357)
	<u>\$ 246,277</u>

**NOTE 12 OPERATING LEASES**

The Organization leases land, buildings and equipment for program and administrative purposes under various operating lease agreements with terms of one to fifteen years expiring in 2021. Total rent and related expenses for the years ended June 30, 2013 and 2012 amounted to approximately \$1,200,000 and \$1,350,000, respectively.

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**NOTE 12 OPERATING LEASES (CONTINUED)**

**Leases – Bus Barn Lease**

The Organization (the Lessee) entered a lease agreement effective June 27, 2003 for office and garage space for its Vermont Good News Garage operation with an unrelated nonprofit organization (the Lessor). The term of the lease is ten years with additional lessee renewal options of five and four years, respectively. Under the terms of the lease, if the Lessee, its sub-lessee, or its assignee continually occupies the space for 15 years and all rent payments are made, the Lessee will have the option to purchase the Unit for its fair market value. The intent of the Organization is to purchase the Unit for its fair market value and therefore the estimated minimum life of the lease has been determined to be 15 years.

The rent consists of three components. The first component required the Organization to pay \$850,000 at the commencement of the lease. This amount is reflected as prepaid rent on the statement of financial position and is amortized over the life of the lease, which amounts to \$56,667 per year. The second component is annual rent of \$29,601, due monthly. This component represents the costs of maintenance, taxes, and other related costs to maintain the unit and may be adjusted in subsequent years based on actual costs. The third component is annual debt service rent of \$13,955, due monthly. This component represents the reimbursement of a \$150,000 loan received by the Lessor for additional fix up costs for the Unit.

The Organization has a loan receivable with the Lessor that amounted to \$465,588 at each of June 30, 2013 and 2012. The loan receivable has an interest rate of 4.79% and interest receivable amounted to \$275,980 and \$242,001 as of June 30, 2013 and 2012, respectively. The loan receivable and related interest matures in June of 2018.

Future minimum lease payments under the long-term lease are as follows for the years ending June 30, 2013:

<u>Year Ending June 30,</u>	<u>Amount</u>
2014	\$ 515,372
2015	450,911
2016	372,299
2017	294,222
2018	286,563
Later Years	660,000
	<u><u>\$ 2,579,367</u></u>

**NOTE 13 FAIR VALUE MEASUREMENT**

The Organization uses fair value measurements to record fair value adjustments to certain assets to determine fair value disclosures. For additional information on how the Organization measures fair value refer to Note 1 – Organization and Summary of Significant Accounting Policies.

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**NOTE 13 FAIR VALUE MEASUREMENT (CONTINUED)**

The following table presents the Organization's fair value hierarchy for those assets measured at fair value on a recurring basis as of June 30, 2013 and 2012:

	2013			Total
	Level 1	Level 2	Level 3	
Funds Held under Indenture Agreements	\$ 1,909,214	\$ -	\$ -	\$ 1,909,214
Investments	-	-	350,877	350,877
Pension Reserve	272,221	-	-	272,221
Beneficial Interest in Third Party Trusts	-	-	3,210,174	3,210,174
Total	<u>\$ 2,181,435</u>	<u>\$ -</u>	<u>\$ 3,561,051</u>	<u>\$ 5,742,486</u>

  

	2012			Total
	Level 1	Level 2	Level 3	
Funds Held under Indenture Agreements	\$ 1,836,245	\$ -	\$ -	\$ 1,836,245
Investments	339,448	-	-	339,448
Pension Reserve	281,192	-	-	281,192
Beneficial Interest in Third Party Trusts	-	3,058,984	-	3,058,984
Total	<u>\$ 2,456,885</u>	<u>\$ 3,058,984</u>	<u>\$ -</u>	<u>\$ 5,515,869</u>

In the current year, the Organization reclassified \$339,448 and \$3,058,984 of its investments and beneficial interest in third party trusts, respectively. Since these funds are held by a third party that pools the Organization's interest with other related organization's assets, management has determined that the inputs are unobservable and therefore valued using a level 3 technique.

The following table presents changes in assets measured at fair value using Level 3 inputs on a recurring basis for the years ended June 30, 2013 and 2012:

	Investments	Beneficial Interest in Third Party Trusts
Beginning Balance as of July 1, 2012	\$ -	\$ -
Transfer to Level 3	339,448	3,058,984
Unrealized Gains	11,429	-
Change in Beneficial Interest in Net Assets of Third Party Trusts	-	151,190
Balance as of June 30, 2013	<u>\$ 350,877</u>	<u>\$ 3,210,174</u>



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**NOTE 13 FAIR VALUE MEASUREMENT (CONTINUED)**

The following table presents the Organization's fair value hierarchy for those assets measured at fair value on a nonrecurring basis as of June 30, 2013:

	2013			Total
	Level 1	Level 2	Level 3	
Property and Equipment - Lutheran Community Services, Inc.	\$ -	\$ -	\$ 425,000	\$ 425,000
Total	\$ -	\$ -	\$ 425,000	\$ 425,000

The following table presents changes in assets measured at fair value using Level 3 inputs on a non-recurring basis for the year ended as of June 30, 2013:

	Property and Equipment - Lutheran Community Services, Inc.
July 1, 2012 - Cost Basis	\$ 1,485,052
Depreciation	(61,081)
Asset Impairment Charge	(998,971)
June 30, 2013 - Carrying Value	<u>\$ 425,000</u>

**NOTE 14 FAIR VALUE OF FINANCIAL INSTRUMENTS**

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practical to estimate that value:

**Cash and Cash Equivalents**

The carrying amount approximates fair value because of the short maturity of those instruments, which is a level 1 approach.

**Funds Held under Indenture and Regulatory Agreements**

The fair value of funds held under indenture and regulatory agreements are based on quoted market prices of money market funds and cash equivalents.

**Loans Receivable**

The fair values of loans receivable are based on the original principal balance, adjusted for payments, and interest rates included in the terms of the loan agreements, which is a level 3 approach.

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**NOTE 14 FAIR VALUE OF FINANCIAL INSTRUMENTS (CONTINUED)**

**Lines of Credit**

The fair value of the lines of credit is approximately the carrying value due to the short maturity period of the debt, which is a level 1 approach.

**Long-Term Debt**

The fair value of bonds payable is based on quoted market prices for the same or similar issues or on the current rates offered to the Organization for debt of the same remaining maturities, which is a level 3 approach. The fair value of bonds payable is approximately \$2,000,000 at June 30, 2013.

Other financial instruments reflected in the Organization's financial statements are not traded or settled regularly in the market place and therefore do not have readily determinable market prices. Consequently, the Organization has determined that it is not practical to estimate their fair value as of the financial statement date.

**NOTE 15 DONOR-RESTRICTED FUNDS**

The Organization has received donor-restricted gifts which have been accounted for as temporarily and permanently restricted net assets depending on the existence of and/or nature of any donor restrictions. Temporarily restricted net assets are available for the following purposes as of June 30, 2013 and 2012:

	<u>2013</u>	<u>2012</u>
Program Restrictions	\$ 2,183,039	\$ 1,966,327
Property Projects	75,485	91,156
State Subsidized Building	890,471	994,903
	<u>\$ 3,148,995</u>	<u>\$ 3,052,386</u>

Included in temporarily restricted net assets is a building that was subsidized by a grant and has a net book value of \$890,471 and \$994,903 at June 30, 2013 and 2012, respectively. The building is restricted in its use in accordance with the grant and is to be operated as congregate housing for the frail elderly, and, accordingly, the asset is included as a component of temporarily restricted net assets. The asset is being transferred to unrestricted net assets over its useful life to correspond with the depreciation expense reflected in operations. The amount transferred to unrestricted net assets relating to the state subsidized building was \$104,432 for each of the years ended June 30, 2013 and 2012.

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**NOTE 15 DONOR-RESTRICTED FUNDS (CONTINUED)**

The Organization has received a donor-restricted contribution which has been accounted for as a permanently restricted net asset which is held in perpetuity with disbursements only being used to satisfy the donor's requirements. The Organization has a beneficial interest in third-party trusts which is recorded as permanently restricted net asset that amounts to \$3,210,174 and \$3,058,984 as of June 30, 2013 and 2012, respectively. Distributions from the trusts are to be used for general purposes of the Organization.

The Board of Directors has classified the endowment and related appreciation/depreciation in accordance with the Uniform Prudent Management of Institutional Funds Act (UPMIFA). Under UPMIFA, unless explicitly stated otherwise by the gift instrument, the assets in and endowment fund are donor restricted assets until appropriated for expenditure by the institution. Accordingly, the Organization classifies the portion of their endowments that must be retained in perpetuity as permanently restricted as the original corpus is not known.

Gains and losses on the permanently restricted net asset are recorded as a change in the beneficial interest in the net asset. The endowments are controlled by various trustees that manage the funds based on donor stipulations. Therefore, the trustees of the endowment have sole control over investment and expenditure decisions.

**NOTE 16 CONTINGENCIES**

The health care industry is subject to numerous laws and regulations by federal, state, and local governments. These laws and regulations include, but are not necessarily limited to, matters such as licensure, accreditation, governmental health care program participation requirements, reimbursement for resident services, and Medicare and Medicaid fraud and abuse. Recently, government activity has increased with respect to investigations and allegations concerning possible violations of fraud and abuse statutes and regulations by health care providers. Violations of these laws and regulations could result in debarment from participation in government health care programs, together with the imposition of significant fines and penalties, as well as significant repayments for patient services previously billed.

Various claims have been filed against the Organization with discrimination commissions. In addition, the Organization is involved in various lawsuits. The Organization is vigorously defending those claims and suits, and the likelihood of a favorable or unfavorable outcome cannot be determined at this time, accordingly, no provision has been recorded in the financial statements. Management contends that insurance coverage applies in most instances with a deductible on the applicable policy of \$10,000.

The Organizations received a block grant from the State of New Hampshire in the amount of \$675,000 for renovations related to real estate owned. The grant can be passed on to a new owner if the building is used for low to moderate income housing or programming. If a buyer who intends to utilize the facility for the restricted purpose is not found, then the grant may be required to be returned to the state upon the sale of the facility.

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**NOTE 16 CONTINGENCIES (CONTINUED)**

A significant portion of the Organization's revenues are derived from state and federal government funding. Due to current economic conditions it is possible that funding from these sources could be reduced in the next term. The Organization cannot determine at this time if funding levels will change, or what financial impact, if any, potential changes would have. In addition, the Commonwealth of Massachusetts is currently conducting an audit of LSSNE and its subsidiaries. The Organization has not received any communications from the auditors and cannot determine at this time if there would be a financial impact.