



Financial Statements and Independent Auditors' Report

December 31, 2015 and 2014

# **Table of Contents**

	<u>Page</u>
Independent Auditors' Report	1-2
Financial Statements	
Statements of Financial Position	3
Statements of Activities	4-5
Statements of Functional Expenses	6-7
Statements of Cash Flows	8
Notes to Financial Statements	9-14
Independent Auditors' Report on	
Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance With Government Auditing Standards	15-16
· ·	
Schedule of Findings and Responses	17
Summary Schedule of Prior Year Audit Findings	18



#### Independent Auditors' Report

To the Board of Directors of Crossroads for Women

#### **Report on the Financial Statements**

We have audited the accompanying financial statements of Crossroads for Women (a nonprofit organization), which comprise the statements of financial position as of December 31, 2015 and 2014, and the related statements of activities, functional expenses, and cash flows for the years 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.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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 auditors' 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 Crossroads for Women as of December 31, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated April 21, 2016, on our consideration of Crossroads for Women's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Crossroads for Women's internal control over financial reporting and compliance.

Loffis Group uc

Albuquerque, New Mexico April 21, 2016



# Statements of Financial Position December 31,

	2015			2014
Assets				
Current assets				
Cash and cash equivalents	\$	297,073	\$	115,270
Restricted cash		2,927		3,268
Contributions receivable		12,600		30,248
Contracts and other receivables		135,249		29,470
Prepaids		161		4,242
Total current assets		448,010		182,498
Investments		15,147		32,579
Equipment, net		20,691		13,427
Total assets	<u>\$</u>	483,848	<u>\$</u>	228,504
Liabilities and Net Assets				
Current liabilities				
Accrued expense	\$	68,430	\$	46,068
Funds held for others		2,927		3,268
Total current liabilities		71,357		49,336
Net assets				
Unrestricted		404,991		113,027
Temporarily restricted		7,500		66,141
Total net assets		412,491		179,168
Total liabilities and net assets	\$	483,848	\$	228,504

3

# Statement of Activities For the Year Ended December 31, 2015

	Unrestricted	Temporarily Restricted	Total
Support and revenue			
Contracts	\$ 1,231,332	\$ -	\$ 1,231,332
Contributions and grants	161,291	7,500	168,791
In-kind contributions	98,279	-	98,279
Client reimbursements	23,314	_	23,314
Other	4,535	-	4,535
Net assets released from restriction	66,141	(66,141)	
Total support and revenue	1,584,892	(58,641)	1,526,251
Expenses			
Program services	1,190,923	-	1,190,923
Supporting services			
Management and general	83,357	-	83,357
Fundraising	<u> 18,648</u>	<u> </u>	18,648
Total supporting services expenses	102,005	-	102,005
Total expenses	1,292,928		1,292,928
Change in net assets	291,964	(58,641)	233,323
Net assets, beginning of year	113,027	66,141	179,168
Net assets, end of year	\$ 404,991	\$ 7,500	\$ 412,491

### **Statement of Activities** For the Year Ended December 31, 2014

Support and revenue	Unrestricted		Temporarily Restricted		Total	
Support and revenue						
Contracts	\$	676,570	\$	-	\$	676,570
Contributions and grants		209,415		66,141		275,556
In-kind contributions		49,186		-		49,186
Client reimbursements		19,729		-		19,729
Other		16,228		-		16,228
Net assets released from restriction		67,059		(67,059)		-
Total support and revenue		1,038,187		(918)	_	1,037,269
Expenses						
Program services		911,571		-		911,571
Supporting services						
Management and general		72,558		-		72,558
Fundraising		20,199		-		20,199
Total supporting services expenses		92,757		-		92,757
Total expenses		1,004,328				1,004,328
Change in net assets		33,859		(918)		32,941
Net assets, beginning of year		79,168		67,059		146,227
Net assets, end of year	\$	113,027	\$	66,141	\$	179,168

#### Statement of Functional Expenses For the Year Ended December 31, 2015

	F	Management Program and General Fundraising						 Total
Salaries	\$	564,980	\$	47,469	\$	12,805	\$ 625,254	
Client housing and support		302,452		-		-	302,452	
Contributed materials		98,279		-		-	98,279	
Payroll taxes		60,664		5,100		1,342	67,106	
Occupancy		28,686		9,562		-	38,248	
Employee benefits		28,730		2,415		636	31,781	
Insurance		21,345		1,794		472	23,611	
Program		22,262		_		-	22,262	
Professional fees		8,672		12,578		-	21,250	
Telephone and utilities		16,834		1,050		-	17,884	
Travel		14,083		· <u>-</u>		-	14,083	
Repairs and maintenance		8,322		462		462	9,246	
Storage		5,050		_		_	5,050	
Depreciation		4,290		757		-	5,047	
Supplies		2,650		1,019		408	4,077	
Miscellaneous		656		636		1,400	2,692	
Training		2,452		-		-	2,452	
Postage and shipping		<u>516</u>		515		1,123	 2,154	
-	\$	1,190,923	\$	83,357	\$	18,648	\$ 1,292,928	

#### Statement of Functional Expenses For the Year Ended December 31, 2014

	Management						
	F	rogram	and	l General	_Fu	ndraising	Total
Salaries	\$	438,826	\$	39,115	\$	11,929	\$ 489,870
Client housing and support		264,199		-		-	264,199
Contributed materials		46,836		-		-	46,836
Payroll taxes		35,772		3,189		972	39,933
Occupancy		26,252		7,900		-	34,152
Employee benefits		28,365		2,528		771	31,664
Insurance		17,508		1,561		476	19,545
Program		9,310		-		-	9,310
Professional fees		-		9,844		-	9,844
Telephone and utilities		12,757		1,262		-	14,019
Travel		4,706		400		-	5,106
Repairs and maintenance		936		-		-	936
Storage		4,273		-		-	4,273
Depreciation		5,430		959		-	6,389
Supplies		5,737		660		250	6,647
Miscellaneous		4,040		4,040		4,680	12,760
Training		465		_		-	465
Postage and shipping		387		387		1,121	1,895
Contract labor		5,772		713		-	6,485
	\$	911,571	\$	72,558	\$	20,199	\$ 1,004,328

7

# Statements of Cash Flows For the Years Ended December 31,

	2015	2014
Cash flows from operating activities		
Cash received from contracts	\$ 1,125,553	\$ 687,492
Cash received from contributions and grants	186,439	243,872
Cash received from program services	23,314	19,729
Other cash receipts	6,665	14,211
Cash paid to employees and suppliers	<u>(1,163,159</u> )	(944,716)
Net cash provided by operating activities	178,812	20,588
Cash flows from investing activities		
Purchases of property and equipment	(15,765)	-
Proceeds from the sale of investments	18,756	68,695
Purchases of investments		(26,701)
Net cash provided by investing activities	2,991	41,994
Net increase in cash and cash equivalents	181,803	62,582
Cash and cash equivalents, beginning of year	115,270	52,688
Cash and cash equivalents, end of year	\$ 297,073	\$ 115,270
Reconciliation of change in net assets to net cash provided by operating activities  Change in net assets	\$ 233,323	\$ 32,941
Adjustments to reconcile change in net assets to net cash provided by operating activities	<u>Ψ 233,323</u>	Ψ 32,041
Depreciation	5,047	6,389
Net realized and unrealized gain on investments	(1,324)	(950)
Noncash contributions of investments	-	(38,936)
Noncash contribution of an asset Loss on asset disposal	- 3,454	(2,350)
Changes in assets and liabilities	0,-10-1	
Restricted cash	(341)	2,842
Contributions receivable	17,648	7,252
Contracts and other receivables	(105,779)	10,922
Prepaids	4,081	5,028
Accounts payable Accrued expense	- 22,362	(212) 504
Funds held for others	341	(2,842)
Total adjustments	(54,511)	(12,353)
Net cash provided by operating activities	\$ 178,812	\$ 20,588

### Crossroads for Women Notes to Financial Statements December 31, 2015 and 2014

#### 1) Organization

Crossroads for Women (Crossroads) is a New Mexico nonprofit corporation established in 1997. The purpose of Crossroads is to provide housing and trauma responsive, gender specific wrap-around services to homeless women reintegrating into the community from incarceration, life on the streets, treatment programs, and emergency or transitional housing. The main sources of revenue and support for Crossroads for Women are contracts with grants, contributions and government entities.

The agency operates five housing and support programs as well as providing after care for homeless and formerly incarcerated women with addiction and mental health disorders. Collectively, these programs provide a continuum of care from incarceration and homelessness to success in community life.

In partnership with the UNM Pathways Navigator program, Crossroads provides outreach and service coordination for women who are living on the streets or emergency shelters. Navigators connect women with health care, housing, education, employment and legal resources and then follow their progress towards stabilization.

Crossroads maintains three therapeutic communities serving women transitioning out of homelessness or incarceration. Maya's Place (located in Southeast Albuquerque) is a structured twelve to fifteen bed program for women transitioning out of incarceration. HOPE House, located in NE Albuquerque, is nine to twenty-four month structured transitional housing program serving eleven women who are cycling between homelessness and incarceration. Scheduled to open in the Spring of 2016, The Pavilions is located in Los Lunas and will serve thirty-two women transitioning out of incarceration who are on state probation and/or parole.

All of the therapeutic communities offer programming to address addiction, trauma, and mental illness, as well as life skills education, group therapy, parenting, vocational training, holistic health services, and community activities. Program rules and a graduate, goal driven level system create close supervision and structure early in the program with increased independence as successful participation continues.

# Notes to Financial Statements December 31, 2015 and 2014

#### 1) Organization — continued

The fifth program is The Crossroads which is a permanent supportive housing program serving fifty-two to fifty-five women using scattered-site housing located throughout the City of Albuquerque. Women completing a transitional housing program, coming directly from homelessness, a shelter, or the streets may enter The Crossroads. The women receive intensive case management, group and individual counseling with a strong focus on recovery from trauma, vocational services, parenting assistance, life skills education, and assistance with basic needs all aimed at supporting their transition to self-sufficiency.

After-care services support graduates of all of the programs in maintaining their stability through individual services. This includes assistance in maintaining employment, accessing resources in the community, working with government agencies and the criminal justice system, and responding to emergent needs where possible.

## 2) Summary of Significant Accounting Policies

#### **Basis of Accounting**

The financial statements have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

#### **Basis of Presentation**

Crossroads is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. Crossroads only has unrestricted and temporarily restricted net assets.

#### Support and Revenue

Grants and contributions of cash and other assets are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction. Contributions received with donor-imposed restrictions that are met in the same year in which the contributions are received are classified as unrestricted contributions.

#### Cash Equivalents

For purposes of the statement of cash flows, Crossroads considers all highly-liquid investments with an original maturity of three months or less to be cash equivalents.

Notes to Financial Statements
December 31, 2015 and 2014

#### 2) Summary of Significant Accounting Policies — continued

#### Contracts and Other Receivables

Contracts and contributions receivable are stated at unpaid balances, less an allowance for doubtful accounts, if applicable. Management estimates the adequacy of the allowance for uncollectible receivables based on historical collections, specific impaired receivables, and situations that may affect the ability of the funding agencies and contributors to pay. Receivables are charged off in the period in which management determines the receivable is uncollectible. There was no allowance for uncollectible receivables as of December 31, 2015 and 2014.

#### Equipment

Purchased property and equipment are stated at cost. Property, furniture, and equipment that are received by donation are recorded at the estimated fair value on the date of donation. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, Crossroads reports expiration of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. Crossroads reclassifies temporarily restricted net assets to unrestricted net assets at that time. Purchased or donated property in excess of \$2,500 is capitalized. Depreciation is calculated on a straight-line basis in amounts sufficient to relate the cost of depreciable assets to operations over their estimated useful lives, which range from three to ten years.

#### Investments

Investments in equity securities with readily determinable fair values and all investments in debt securities are measured at fair value in the financial statements. Investment income or loss (including gains and losses on investments, interest, and dividends) is included in the statement of activities as increases or decreases in unrestricted net assets unless the income or loss is restricted by donor or law.

#### Funds Held for Others

Crossroads may act as a custodian for client funds which are held in a separate bank account.

# Notes to Financial Statements December 31, 2015 and 2014

#### 2) Summary of Significant Accounting Policies — continued

#### Income Taxes

Crossroads is exempt from state and federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Crossroads has adopted FASB Accounting Standards Codification (ASC) 740-10, relating to accounting for uncertain tax positions. Crossroads has not recognized any changes to its financial statements for uncertain tax positions resulting from this adoption. Crossroads income tax filings for the years ended December 31, 2012 and thereafter are subject to audit by various taxing authorities.

#### Financial Instruments

Crossroads financial instruments include cash and cash equivalents, funds held for others, contributions receivable, contracts and other receivables, prepaids, accounts payable and accrued expense. Crossroads estimates that the fair value of all financial instruments at December 31, 2015 and 2014 does not differ materially from the aggregate carrying value of its financial instruments recorded in the accompanying financial statements.

#### Use of Estimates

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

#### Functional Allocation of Expenses

Expenses are charged directly to program services and administrative categories based on specific identification. Costs benefiting more than one service are allocated based on measures such as management's estimates of time spent and square footage, as applicable.

#### **Donated Materials and Services**

Crossroads recognizes contributed materials and services if they create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would need to be purchased if not provided by donation. Recognized contributed services are recorded at the fair value of the services on the date of donation. Donated materials are recorded at fair value on the date of donation.

#### Subsequent Events

Subsequent events were evaluated through April 21, 2016, which is the date the financial statements were available to be issued.

Notes to Financial Statements December 31, 2015 and 2014

#### 3) Equipment

Equipment consists of the following at December 31:

	2015	2014
Equipment	\$ 49,593	\$ 42,228
Less accumulated depreciation	(28,902)	 (28,801)
Net equipment	\$ 20,691	\$ 13,427

#### 4) Investments

Crossroads for Women held investments of approximately \$15,000 and \$33,000 at December 31, 2015 and December 31, 2014, respectively. At December 31, 2015, these investments were comprised of equity securities of approximately \$8,000 and money market funds of approximately \$7,000. At December 31, 2014, these investments were comprised of equity securities of approximately \$26,000 and money market funds of approximately \$7,000. These investments fair values are measured on a recurring basis by quoted prices in active markets for identical assets (Level I).

## 5) Accrued Expense

Accrued expense consists of the following as of December 31:

	2015	2014
Accrued wages	\$ 32,930	\$ 23,357
Accrued annual leave	23,887	17,149
Accrued payroll taxes and benefits	 11,613	 5,562
Total	\$ 68,430	\$ 46,068

## 6) Contingencies

The contracts with governmental agencies are subject to compliance audits which may result in disallowed expenses. As of December 31, 2015 and 2014, there were no claims pending for disallowed expenses. In addition, ongoing governmental contract renewals are subject to governmental budgets and approval, which may change from year to year and could result in a loss of funding.

Notes to Financial Statements December 31, 2015 and 2014

#### 7) Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following as of December 31:

	2015	2014
Day program	\$ 7,500	\$ 30,250
Family services	-	24,403
Family specialist	 -	 11,488
Total temporarily restricted net assets	\$ 7,500	\$ 66,141

#### 8) Net Assets Released from Restriction

Net assets released from restriction consist of the following for the years ended December 31:

	2015	2014		
Day program	\$ 30,250	\$	37,500	
Frost day program	-		9,755	
Aftercare services	-		8,889	
Family services	24,403		-	
Family specialist	 11,488		10,915	
Total	\$ 66,141	\$	67,059	

## 9) Concentrations of Risk

Crossroads maintains its cash in bank deposit accounts, which, at times, may exceed the Federal Deposit Insurance Corporation (FDIC) limit of \$250,000. At December 31, 2015 and 2014, Crossroads had no uninsured cash balances. Contract revenue from the U.S. Department of Housing and Urban Development (HUD) comprised 21% and 30% of total revenue and support for the years ended December 31, 2015 and 2014, respectively.

## 10) Line of Credit

Crossroads has a \$50,000 revolving line of credit, of which \$50,000 was unused at December 31, 2015 and 2014. Bank advances on the credit line are payable on demand and carry an interest rate of 2.85% over financial institution's prime rate (3.25% at December 31, 2015). The credit line is secured by substantially all assets of Crossroads.



# Independent Auditors' Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance With Government Auditing Standards

To the Board of Directors of Crossroads for Women

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of Crossroads for Women (Crossroads) (a nonprofit organization), which comprise the statement of financial position as of December 31, 2015, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated April 21, 2016.

#### **Internal Control Over Financial Reporting**

In planning and performing our audit of the financial statements, we considered Crossroad's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of Crossroad's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

#### **Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Crossroad's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

#### **Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the organization's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Loftis Group uc

Albuquerque, New Mexico April 21, 2016

## Crossroads for Women Schedule of Findings and Responses December 31, 2015

Section I — Finding

None

# Crossroads for Women Summary Schedule of Prior Year Audit Findings December 31, 2015

Section II — Summary Schedule of Prior Year Audit Findings

None