



TOWN OF EXETER, NEW HAMPSHIRE  
HUMAN SERVICES  
FY 2018

Organization's Name: Rockingham Community Action/So. NH Services Year Founded: 1966  
 Address: 4 Cutts Street, Portsmouth, NH 03801  
 Executive Director/ Board Chair: Donnalee Lozeau, Executive Director Tax ID Number: 02-0268285  
 Applicant Contact: Keith Bates  
 Email Address: kbates@snhs.org Phone: (603)431-2911

**Organization's Mission Statement:** RCA is a component of Southern New Hampshire Services, Inc.  
 RCA's mission is to support low-income individuals and families with direct services; to work to prevent more families from falling into poverty and/or homelessness, and to assist at-risk families in finding long-term solutions to their economic needs.

**Statement of Grant Purpose; e.g. This grant will be used...:**  
 Funds are requested for the general operating expenses of RCA's five Community Outreach Centers. RCA takes a generalist, holistic approach to addressing poverty issues, but few large funding sources' administrative allowances pay for the relationship-building it takes to adequately assess and address the full range of problems experienced by many of our clients. We count on funding from all towns in Rockingham County to support us in taking the time to investigate and address the root issues which have caused the presenting crisis.

% of overall services that goes to Exeter residents: 7%  
 # of Exeter residents served: 1617

List all geographic area(s) served by organization: All of Rockingham County

**Brief Detailed description of how the money will be specifically utilized for Exeter residents:**  
 The administrative cost allowances included in the larger Federal- and State-funded programs we administer are insufficient to support the staff and facility costs necessary to maintain the full range of programs we provide. The strength of RCA's presence in the local communities is that we address the wider needs that clients present when coming in to apply for these narrowly-defined, highly-regulated and means-tested Federal and State programs. RCA takes a generalist approach to addressing poverty issues because few who come to us for help have only one problem; no one is poor because of just one reason. Exeter funds help ensure that all RCA programs, as enumerated on the attached narrative, will remain available to all Exeter residents in need.

**Amount received from the Town of Exeter (by year) for the last 3 (three) years:**  
 2015 - \$11,000                      2016 - \$11,000                      2017 - \$10,000

Organization's total projected budget for FY 2018: \$ 38,229,975                      Amount Requested: \$ 11,000

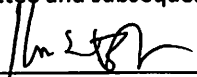
**Additional Information Required:**

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
  - Organization's overview
  - Program's impact on Exeter residents
  - Program changes and/ or highlights from the past year
  
- Complete financial statements (Please note: the organization's 990 may be requested)
  - Operating budget
  - Balance sheet
  
- Board of Directors List
  
- 2017 Funding recipients must submit an Annual Report prior to consideration of 2018 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on December 7, 2016 (date).

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services that is quoted. This agreement is subject to final negotiation and acceptance by the Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature:  Date: 9/6/2017

Submit no later than September 8, 2017:

Town of Exeter  
Town Manager  
10 Front Street  
Exeter, NH 03833

## ROCKINGHAM COMMUNITY ACTION

Southern New Hampshire Services (SNHS) operates in Rockingham County as Rockingham Community Action (RCA), a private, non-profit corporation serving low-income individuals and families residing in all 37 municipalities of Rockingham County, NH. RCA's mission is accomplished by offering a variety of services to address people's immediate needs, providing the tools and skills to help achieve self-reliance and improve long term quality of life, and working in partnership with the community and other service providers to address the root causes of poverty.

Every year we receive funds from each Rockingham County municipality for the general operating expenses of RCA's five Community Outreach Centers. Our Outreach Centers provide services ranging from meeting immediate crisis needs (often helping municipalities with Local Welfare requests) to providing the tools and resources to bring individuals and families one step further along in their pursuit of self-sufficiency. We identify the full range of services available to clients, create financial assistance plans to address clients' needs, advocate to ensure that assistance from other providers is accessed, and provide direct services. In addition to serving as an important "port of entry" for RCA and other social services, RCA's Outreach Centers provide a variety of direct services to low-income households:

1. **Fuel/Electric Assistance Programs:** RCA staff screen and enroll households in federal LIHEAP (Low Income Heating & Energy Assistance Program, a/k/a "fuel assistance") and state Electric Assistance programs.
2. **Crisis Services:** RCA staff provide emergency grants, often working in cooperation with municipal welfare, for households facing eviction, foreclosure, and/or utility terminations.
3. **Emergency Food Pantries:** RCA staff assist households who are critically low on food with donated and purchased perishable, non-perishable, meat, and dairy food items. We work cooperatively with other small community pantries to assure the widest availability of these resources. We also receive, from organizations and individuals, many cash donations which are used to fill in gaps as they arise in our food stocks or to purchase food "gift cards" for area grocery stores. We stock personal care and cleaning items and are starting to stock diapers and related supplies for children and adults.
4. **Asset Development:** RCA employs dedicated staff who are responsible for holding free tax preparation all year long geared at the Earned Income Tax Assistance (EITC) eligible taxpayer, providing the savings match Individual Development Account (IDA) program whereby the eligible participant receives \$8:\$1 match towards first time homeownership, post-secondary degree and/or small business startup costs. Staff also works at making referrals for eligible supports and in filling the void in financial stability programming when a need presents itself, i.e. working with town assistance offices to help fill out Property Tax Relief forms.
5. **Homeless Housing Access Revolving Loan Fund:** RCA staff screen and enroll homeless applicants in this program providing an interest free loan toward a security deposit and/or first month's rent.
6. **Homeless Outreach/Intervention Program:** RCA staff assist homeless individuals and families with identifying shelter needs, arranging emergency transportation to shelters, and arranging alternative shelter.
7. **Housing Security Guarantee Program:** RCA staff screen and enroll low-income households in this program providing no-interest loan guarantees toward security deposits.

8. **Personal Emergency Response Systems:** RCA staff provide access to affordable emergency response systems for aged and/or disabled individuals to ensure their safety and maintain their independence and quality of life.

In order to provide the wide range of services that we do, RCA depends upon a number of funding sources. Federal LIHEAP (Low Income Heating & Energy Assistance Program) and FEMA (Federal Emergency Management Agency) funds are used to provide annual fuel assistance grants and emergency assistance services. State Grant in Aid funds through the NH DHHS Office of Homeless and Housing are used for homeless services. RCA also solicits and receives grants from a variety of resources (among these the United Way, Community Development Block Grants, small foundations, and scores of unsolicited private donations) for programming not attached to Federal funding, such as asset building and food pantry programs. While providing significant direct assistance grants, the administrative allowances included in the Federal- and State-funded programs are insufficient to support the staff and facility costs necessary to administer the programs. The strength of RCA's presence in the local communities is that we address the wider needs that clients present when coming in to apply for these narrowly-defined, highly-regulated and means-tested Federal and State programs. RCA takes a generalist approach to addressing poverty issues in Rockingham County because nobody who comes to us for help has only one problem; no one is poor because of just one reason. The reality of this approach is, however, that few large funding sources pay for the face-to-face interactions and relationship-building it takes to fully and adequately address the multitude of problems being experienced by many of our clients. We count on funding from all municipalities in Rockingham County to support us in taking the time to investigate and address the root issues which have caused the presenting crisis.

RCA generates an Annual Program Statistics Report (PSR) which serves as an annual report of all the services we provide and the total value of each service. The attached Exeter PSR for the period 10/1/15 – 9/30/16 demonstrates the impact of our services on Exeter residents.

RCA is proud of our long-standing relationship with County municipal welfare administrators, and our positive impact on municipal general assistance budgets through the services and supports we provide. NH RSA165 requires each municipality in the State is to "relieve and maintain" any individual who is found to be "poor and unable to support himself (sic)". This is a very broad mandate, and often can lead to a long-term period of expense for New Hampshire municipalities as they provide for indigent residents' needs. One way municipalities can control these costs is by adopting clearly-defined Welfare Guidelines establishing limits on assistance through legally-enforceable requirements placed upon Welfare recipients. The availability of the supports and services offered by RCA helps municipalities maintain the integrity of their Guidelines and reduce general assistance costs as they partner with us in meeting the immediate financial needs of their indigent residents. Classic examples of these situations would be a household facing termination of electric service and owing several months of electric bills, or a household which has run dry of fuel oil but cannot get a delivery until past bills are paid. The availability of RCA program funds to combine with municipal funds can help the municipality's welfare administrator clear up back utility balances and guide the welfare recipient to a manageable budget in an effort to avoid further crisis for the recipient and cost to the municipality.

**SOUTHERN NEW HAMPSHIRE SERVICES OPERATIONS FORECAST**  
**8/1/15 - 7/31/17**

	<u>FY 2015</u>	<u>FY 2016</u>	<u>FY EST 2017</u>	<u>Requested 2018</u>
Grants & Local Funding	34,233,488	33,373,742	32,500,000	34,254,120
Gifts	251,460	1,084,502	240,000	321,427
Rental Income	533,269	637,038	778,851	794,428
In-Kind	1,759,528	2,173,671	2,160,000	2,150,000
Other Programs & MiscMiscellaneous	2,521,630	1,860,082	1,800,000	1,310,000
<b>TOTAL REVENUE</b>	<u>39,299,375</u>	<u>39,129,035</u>	<u>37,478,851</u>	<u>38,829,975</u>
<i>Personnel Costs</i>				
Administrative Salaries	1,231,767	1,164,602	1,187,894	1,199,773
Misc. Salaries - Non-Admin Salaries:	10,826,238	10,943,436	11,162,305	11,385,551
A) Salaries	<u>12,058,005</u>	<u>12,108,038</u>	<u>12,350,199</u>	<u>12,585,324</u>
Position #1 CEO	135,008	188,124	179,000	150,000
Position #2 CFO	140,595	133,944	110,000	84,357
Position #3 COO	113,404	104,472	95,000	45,362
Employee Health & Retirement Benefits	2,871,525	3,193,218	3,512,540	3,617,916
Payroll Taxes	<u>1,175,347</u>	<u>1,193,645</u>	<u>1,217,518</u>	<u>1,240,697</u>
B) Fringe Benefits	4,046,872	4,386,863	4,730,058	4,858,613
<b>SUBTOTAL</b>	<u>16,104,877</u>	<u>16,494,901</u>	<u>17,080,256</u>	<u>17,443,937</u>
<i>Operating Expenses</i>				
A) Rent / Occupancy	1,981,089	1,864,245	1,901,530	1,939,560
B) Postage	68,147	66,844	70,000	70,000
C) Supplies	557,955	492,131	494,592	497,065
D) Subscriptions & Publications	2,060	1,736	2,000	2,000
E) Consulting Services	-	-	-	-
F) Telephone	260,934	253,019	255,000	260,000
G) Training & Conference Expenses	70,719	91,507	80,000	82,000
H) Travel &Transportation Expense	395,201	370,256	375,000	380,000
Consultant & part-time Prof. Salaries	4,280,770	4,455,158	4,500,000	4,600,000
Capital Exp. - Direct Client Assistance:	11,001,543	9,895,973	9,200,000	9,900,000
I) Client Services	<u>15,282,313</u>	<u>14,351,131</u>	<u>13,700,000</u>	<u>14,500,000</u>
Professional Assoc & memberships	13,224	12,500	12,500	12,500
Building Maintenance Supplies	120,739	144,846	150,000	158,000
Misc. Expense – In-Kind:	1,759,528	2,173,671	2,160,000	2,150,000
Categories unique - Program Support:	399,286	192,922	250,000	325,000
Amortization; Interest/Depreciation:	<u>380,940</u>	<u>386,382</u>	<u>397,973</u>	<u>409,913</u>
K) Other (itemized)	2,673,717	2,910,321	2,970,473	3,055,413
<b>SUBTOTAL</b>	<u>21,292,135</u>	<u>20,401,190</u>	<u>19,848,595</u>	<u>20,786,038</u>
<b>TOTAL PROGRAM EXPENSES</b>	<u>37,397,012</u>	<u>36,896,091</u>	<u>36,928,851</u>	<u>38,229,975</u>
	1,902,363	2,232,944	550,000	600,000

(based on FY2015 & FY2016 year-end audit ) FY 2017  
Forecast

<b>Rockingham Community Action Program Statistics 10/1/15 - 9/30/16</b>	<b>Exeter Households Served</b>	<b>Direct Grant or Value of Exeter Households' Benefit</b>	<b>All Rockingham County Households Served</b>	<b>Direct Grant or Value of Rockingham County Households' Benefit</b>
Adult Basic Education	1	\$2,011	85	\$170,902
Asset Development & Financial	1	\$715	85	\$60,624
Child & Adult Care Food Program	0	\$0	69	\$585,193
Childcare Aware of NH	28	\$4,997	640	\$114,227
Commodity Surplus Food Program	25	\$3,571	468	\$69,643
Electrical Assistance Program	467	\$94,228	5,233	\$1,908,415
Emergency Energy Programs	19	\$2,091	645	\$65,934
Emergency Food Pantries (34 indiv.)	11	\$969	992	\$64,154
Fuel Assistance (876 indiv.)	452	\$328,164	9,819	\$3,563,588
Head Start	6	\$44,687	144	\$1,072,485
Homelessness Prevention Programs	20	\$4,506	318	\$105,503
Summer Food Service	0	\$0	2,519	\$9,063
Weatherization/ Conservation Programs	13	\$71,233	184	\$1,032,667
WIC Nutrition Program	119	\$68,460	1,689	\$971,673
Workforce Development	8	\$23,104	129	\$372,552
<b>TOTALS*</b>	<b>1,617</b>	<b>\$648,736</b>	<b>23,019</b>	<b>\$10,166,623</b>

Keith Bates  
Community Services Director  
Rockingham Community Action  
603-431-2911  
kbates@snhs.org  
July, 2017

*\*for programs where the number of individuals are recorded, this higher number is included in the total recipients count*

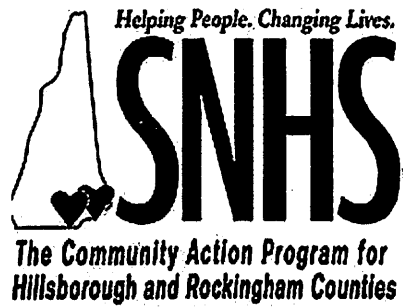
**SOUTHERN NEW HAMPSHIRE SERVICES, INC.**

PO Box 5040, Manchester, NH 03108 - (603)668-8010

*The Community Action Agency for Hillsborough and Rockingham Counties*

**BOARD OF DIRECTORS ~ as of December 7, 2016**

<b>Public Sector</b>	<b>Private Sector</b>	<b>Low-Income Sector</b>	<b>HS Policy Council</b>
<p><u>Representing Manchester</u>  <b>Lou D'Allesandro</b>  <b>German J. Ortiz</b></p>	<p><u>Representing Manchester</u></p>	<p><u>Representing Manchester</u>  <b>James Brown</b>  <i>9/15-9/18</i></p> <p><b>Orville Kerr, Secretary</b>  <i>Term 9/15-9/18</i></p>	<p><b>Danielle Conroy</b>  <i>Term Expires 2018</i></p>
<p><u>Representing Nashua</u>  <b>Kevin Moriarty</b></p>	<p><u>Representing Nashua</u>  <b>Dolores Bellavance, Vice-Chairman</b>  <i>Term: 9/15-9/18</i></p> <p><b>Wayne R. Johnson</b>  <i>Term: 9/15-9/18</i></p>	<p><u>Representing Nashua</u>  <b>Bonnie Henault</b>  <i>Term: 9/14-9/17</i></p> <p><b>Shirley Pelletier</b>  <i>Term: 9/14-9/17</i></p>	
<p><u>Representing Towns</u>  <b>Thomas Mullins</b></p>	<p><u>Representing Towns</u>  <b>Richard Delay, Sr., Chairman</b>  <i>Term: 9/15-9/18</i></p>	<p><u>Representing Towns</u>  <b>Deirdre O'Malley</b>  <i>Term: 9/16-9/19</i></p>	
<p><u>Representing Rockingham County</u>  <b>Jill Jamro, Treasurer</b></p>	<p><u>Representing Rockingham County</u>  <b>Carrie Marshall Gross</b>  <i>Term: 12/14-9/17</i></p>	<p><u>Representing Rockingham County</u></p>	



**SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE**

**COMBINED FINANCIAL STATEMENTS AND  
SUPPLEMENTARY INFORMATION**

**FOR THE YEARS ENDED JULY 31, 2016 AND 2015**



SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

FINANCIAL STATEMENTS

JULY 31, 2016 AND 2015

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***C O N T E N T S***

	<b>PAGE</b>
<b>INDEPENDENT AUDITOR'S REPORT</b>	<b>1 - 2</b>
<b>FINANCIAL STATEMENTS</b>	
<i>Combined Statements of Financial Position</i>	<b>3</b>
<i>Combined Statements of Activities</i>	<b>4</b>
<i>Combined Statements of Functional Expense</i>	<b>5 - 8</b>
<i>Combined Statements of Cash Flows</i>	<b>9 - 10</b>
<i>Notes to Combined Financial Statements</i>	<b>11 - 19</b>
<b>SUPPLEMENTARY INFORMATION</b>	
<b>COMBINING INFORMATION</b>	
<i>Schedule A - Combining Schedule of Financial Position</i>	<b>20</b>
<i>Schedule B - Combining Schedule of Activities</i>	<b>21</b>
<b>INDEPENDENT ACCOUNTANT'S COMPILATION REPORT</b>	<b>22</b>
<i>Schedule of Revenues and Expenses - By Contract</i>	<b>23 - 27</b>

**OUELLETTE & ASSOCIATES, P.A.**  
CERTIFIED PUBLIC ACCOUNTANTS

Keith H. Allen, C.P.A., M.S.T.  
Mark R. Carrier, C.P.A.  
Michael R. Dunn, C.P.A.  
Jonathan A. Hussey, C.P.A., M.S.T.

Steven R. Lamontagne, C.P.A.  
Gary W. Soucy, C.P.A.  
Gary A. Wigant, C.P.A.  
C. Joseph Wolverton, C.P.A.

*INDEPENDENT AUDITOR'S REPORT*

To the Board of Directors of  
Southern New Hampshire Services, Inc. and Affiliate  
Manchester, New Hampshire

We have audited the accompanying combined financial statements of Southern New Hampshire Services, Inc. (a nonprofit organization) and affiliate, which comprise the combined statements of financial position as of July 31, 2016 and 2015, and the related combined statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the combined financial statements.

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

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

**Auditor's Responsibility**

Our responsibility is to express an opinion on these combined 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 audits to obtain reasonable assurance about whether the combined financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the combined 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 Organization'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 combined 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 combined financial statements referred to above present fairly, in all material respects, the financial position of Southern New Hampshire Services, Inc. and affiliate as of July 31, 2016 and 2015, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

## **Change in the Reporting Entity**

As discussed in Note 1 to the financial statements, the 2015 combined financial statements included certain low-income housing corporations as part of the overall reporting entity that were not included in the 2016 combined financial statements. The 2015 combined financial statements have been retrospectively adjusted to reflect the new reporting entity. Our opinion is not modified with respect to that matter.

## **Report on Supplementary Information**

Our audits were conducted for the purpose of forming an opinion on the combined financial statements as a whole. The combining information in Schedules A and B on pages 19-20 is presented for purposes of additional analysis and is not a required part of the combined financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the combined financial statements. The information has been subjected to the auditing procedures applied in the audit of the combined financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the combined financial statements as a whole.

*Ouellette & Associates, P.A.*  
Certified Public Accountants

April 28, 2017  
Lewiston, Maine

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

COMBINED STATEMENTS OF FINANCIAL POSITION

JULY 31, 2016 AND 2015

<i>ASSETS</i>		
	<i>2016</i>	<i>2015</i>
<b>CURRENT ASSETS</b>		
Cash	\$ 5,837,963	\$ 5,833,648
Investments	6,352,626	6,243,028
Contracts receivable	3,415,218	3,128,742
Accounts receivable	636,656	992,282
Prepaid expenses	108,101	49,985
Under applied overhead	67,158	289,945
Total current assets	16,417,722	16,537,630
<b>FIXED ASSETS</b>		
Land	2,318,782	1,962,462
Buildings and improvements	10,426,659	7,069,925
Vehicles and equipment	1,275,367	1,237,735
Total fixed assets	14,020,808	10,270,122
Less - accumulated depreciation	4,516,633	4,177,685
Net fixed assets	9,504,175	6,092,437
<b>OTHER ASSETS</b>		
Restricted cash	409,331	256,772
Miscellaneous other assets	-	137,555
Total other assets	409,331	394,327
<b>TOTAL ASSETS</b>	<b>\$ 26,331,228</b>	<b>\$ 23,024,394</b>
<b><i>LIABILITIES AND NET ASSETS</i></b>		
<b>CURRENT LIABILITIES</b>		
Current portion of long-term debt	\$ 119,080	\$ 262,975
Accounts payable	544,344	421,758
Accrued payroll and payroll taxes	974,989	986,701
Accrued compensated absences	498,403	647,031
Accrued other liabilities	211,737	365,742
Refundable advances	1,316,308	1,364,555
Tenant security deposits	62,654	36,238
Total current liabilities	3,727,515	4,085,000
<b>LONG-TERM LIABILITIES</b>		
Long-term debt, less current portion	2,440,409	1,009,034
<b>TOTAL LIABILITIES</b>	<b>6,167,924</b>	<b>5,094,034</b>
<b>NET ASSETS</b>		
Unrestricted	20,163,304	17,930,360
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 26,331,228</b>	<b>\$ 23,024,394</b>

See independent auditor's report and accompanying notes to the financial statements.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINED STATEMENTS OF ACTIVITIES  
 FOR THE YEARS ENDED JULY 31, 2016 AND 2015

	<i>2016</i>	<i>2015</i>
<b>REVENUES, GAINS AND OTHER SUPPORT</b>		
Grant and contract revenue	\$ 33,036,202	\$ 33,812,007
Program service fees	977,289	1,443,721
Local funding	337,540	421,481
Rental income	637,038	533,269
Gifts and contributions	1,084,502	251,460
Interest and dividend income	305,297	377,685
Unrealized gain (loss) on investments	(195,356)	24,840
Miscellaneous	772,852	675,384
<b>TOTAL REVENUES, GAINS AND OTHER SUPPORT</b>	<b>36,955,364</b>	<b>37,539,847</b>
<b>EXPENSES</b>		
Program services:		
Child development	7,592,134	7,063,817
Community services	1,584,465	1,373,843
Economic and workforce development	7,490,754	8,383,373
Energy	10,350,805	11,598,625
Hispanic-Latino community services	293,600	397,120
Housing and homeless	183,374	99,728
Nutrition and health	2,400,554	2,383,084
Special projects	1,417,406	1,210,523
Volunteer services	125,312	128,210
SNHS Management Corporation	1,360,675	1,466,123
Total program services	32,799,079	34,104,446
Support services:		
Management and general	1,923,341	1,533,038
<b>TOTAL EXPENSES</b>	<b>34,722,420</b>	<b>35,637,484</b>
<b>CHANGE IN NET ASSETS</b>	<b>2,232,944</b>	<b>1,902,363</b>
<b>NET ASSETS - BEGINNING OF YEAR</b>	<b>17,930,360</b>	<b>16,027,997</b>
<b>NET ASSETS - END OF YEAR</b>	<b>\$ 20,163,304</b>	<b>\$ 17,930,360</b>

See independent auditor's report and accompanying notes to the financial statements.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINED STATEMENT OF FUNCTIONAL EXPENSES  
 FOR THE YEAR ENDED JULY 31, 2016

	Program Services						
	Child Development	Community Services	Economic Workforce Development	Energy	Hispanic-Lat. Community Services	Housing and Homeless	Nutrition and Health
<b>EXPENSES</b>							
Payroll	\$ 4,393,675	\$ 1,008,896	\$ 2,465,911	\$ 1,495,775	\$ 185,433	\$ 61,599	\$ 911,371
Payroll taxes	457,034	92,208	230,637	152,666	21,425	6,530	94,200
Fringe benefits	1,017,685	142,446	381,606	292,939	8,905	8,215	186,659
Workers comp. insurance	98,563	10,512	7,610	12,840	1,983	201	26,662
Retirement benefits	242,908	88,027	133,881	91,134	6,104	3,364	55,155
Consultant and contractual	77,978	30,527	1,821,388	1,012,459	9,362	244	18,604
Travel and transportation	94,819	27,683	67,837	36,691	712	2,815	47,311
Conferences and meetings	1,800	28,508	468	9,868	-	-	5,831
Occupancy	471,873	50,009	752,749	122,768	16,292	1,018	79,861
Advertising	9,686	85	13,877	100	75	-	925
Supplies	224,072	18,667	32,442	61,730	6,908	824	77,550
Equip. rentals and maintenance	49,560	1,883	14,661	20,747	3,147	-	11,866
Insurance	14,508	32,136	7,139	10,311	-	-	5,898
Telephone	77,510	18,872	53,133	30,636	1,628	654	44,349
Postage	5,672	826	1,956	34,457	98	49	4,103
Printing and publications	5,307	2,541	-	654	815	-	-
Subscriptions	-	1,636	-	60	-	-	-
Program support	-	16,028	-	-	7,913	-	-
Interest	12,879	-	-	-	-	-	-
Depreciation	35,687	2,708	7,442	12,740	5,621	-	2,146
Assistance to clients	11,922	-	1,402,885	6,940,422	1,996	97,713	488,308
Other direct expense	222,179	10,004	94,866	10,187	-	99	332,467
Miscellaneous	66,817	263	266	1,621	15,183	49	7,288
In-kind	2,173,671	-	-	-	-	-	-
<b>SUBTOTAL</b>	<b>\$ 9,765,805</b>	<b>\$ 1,584,465</b>	<b>\$ 7,490,754</b>	<b>\$ 10,350,805</b>	<b>\$ 293,600</b>	<b>\$ 183,374</b>	<b>\$ 2,400,554</b>
Over applied indirect costs	-	-	-	-	-	-	-
Eliminations	(2,173,671)	-	-	-	-	-	-
<b>TOTAL EXPENSES</b>	<b>\$ 7,592,134</b>	<b>\$ 1,584,465</b>	<b>\$ 7,490,754</b>	<b>\$ 10,350,805</b>	<b>\$ 293,600</b>	<b>\$ 183,374</b>	<b>\$ 2,400,554</b>

See independent auditor's report and accompanying notes to the financial statements.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINED STATEMENT OF FUNCTIONAL EXPENSES (Continued)  
 FOR THE YEAR ENDED JULY 31, 2016

	Program Services				Support Services	Total Expenses
	Special Projects	Volunteer Services	SNHS Management Corporation	Total Program Services	Management and General	
<b>EXPENSES</b>						
Payroll	\$ 57,216	\$ 69,159	\$ 294,401	\$ 10,943,436	\$ 1,164,602	\$ 12,108,038
Payroll taxes	6,332	6,670	28,695	1,096,397	97,248	1,193,645
Fringe benefits	5,600	14,078	70,574	2,128,707	134,933	2,263,640
Workers comp. insurance	2,248	218	5,651	166,488	6,100	172,588
Retirement benefits	3,574	4,322	23,526	651,995	104,995	756,990
Consultant and contractual	1,291,754	325	113,953	4,376,594	78,564	4,455,158
Travel and transportation	3,621	2,590	72,154	356,233	14,023	370,256
Conferences and meetings	1,744	270	42,765	91,254	253	91,507
Occupancy	13,844	-	229,243	1,737,657	25,306	1,762,963
Advertising	690	2,463	408	28,309	-	28,309
Supplies	1,569	4,564	12,679	441,005	41,213	482,218
Equip. rentals and maintenance	271	292	12,532	114,959	1,578	116,537
Insurance	-	1,169	19,709	90,870	10,412	101,282
Telephone	2,887	2,447	10,053	242,169	10,850	253,019
Postage	62	582	977	48,782	18,062	66,844
Printing and publications	-	130	466	9,913	-	9,913
Subscriptions	-	-	40	1,736	-	1,736
Program support	4,053	-	35,563	63,557	-	63,557
Interest	-	-	34,555	47,434	-	47,434
Depreciation	699	-	271,369	338,412	536	338,948
Assistance to clients	16,920	-	34,988	8,995,154	-	8,995,154
Other direct expense	3,600	2,282	1,250	676,934	1,102	678,036
Miscellaneous	722	13,751	34,916	140,876	989	141,865
In-kind	-	-	-	2,173,671	-	2,173,671
<b>SUBTOTAL</b>	<b>\$ 1,417,406</b>	<b>\$ 125,312</b>	<b>\$ 1,350,467</b>	<b>\$ 34,962,542</b>	<b>\$ 1,710,766</b>	<b>\$ 36,673,308</b>
Over applied indirect costs	-	-	10,208	10,208	212,575	222,783
Eliminations	-	-	-	(2,173,671)	-	(2,173,671)
<b>TOTAL EXPENSES</b>	<b>\$ 1,417,406</b>	<b>\$ 125,312</b>	<b>\$ 1,360,675</b>	<b>\$ 32,799,079</b>	<b>\$ 1,923,341</b>	<b>\$ 34,722,420</b>

See independent auditor's report and accompanying notes to the financial statements.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINED STATEMENT OF FUNCTIONAL EXPENSES  
 FOR THE YEAR ENDED JULY 31, 2015

	Program Services						
	Child Development	Community Services	Economic Workforce Development	Energy	Hispanic-Lat. Community Services	Housing and Homeless	Nutrition and Health
<b>EXPENSES</b>							
Payroll	\$ 4,114,951	\$ 831,743	\$ 2,676,553	\$ 1,510,817	\$ 200,592	\$ 35,045	\$ 945,003
Payroll taxes	423,789	77,346	252,389	153,979	22,142	3,376	95,304
Fringe benefits	912,527	106,910	383,800	268,150	4,656	6,559	173,664
Workers comp. insurance	28,975	5,262	6,102	7,038	656	144	12,033
Retirement benefits	235,776	70,736	131,675	98,247	4,987	2,958	59,905
Consultant and contractual	24,102	28,100	2,111,471	848,165	108,854	93	21,970
Travel and transportation	84,766	24,670	83,512	38,312	1,061	1,228	50,151
Conferences and meetings	1,231	14,939	5,587	5,669	-	50	3,915
Occupancy	535,971	71,166	768,498	122,858	16,561	-	102,295
Advertising	1,809	-	7,120	682	25	-	620
Supplies	271,528	31,737	44,421	68,882	4,155	-	75,149
Equip. rentals and maintenance	29,215	298	28,945	18,352	560	-	13,873
Insurance	15,462	31,626	5,419	9,476	-	-	6,468
Telephone	68,933	22,159	52,504	35,216	1,702	-	48,059
Postage	4,618	1,234	1,834	35,078	214	348	3,783
Printing and publications	6,465	635	-	-	855	-	153
Subscriptions	38	1,837	127	58	-	-	-
Program support	-	29,051	1,123	-	5,820	-	-
Interest	13,734	-	-	-	-	-	-
Depreciation	38,195	2,708	6,533	12,740	5,621	-	2,146
Assistance to clients	12,751	466	1,768,434	8,349,886	3,494	49,920	467,042
Other direct expense	159,023	11,425	44,262	13,957	-	-	297,501
Miscellaneous	79,958	9,796	3,064	1,063	15,165	7	5,800
In-kind	1,759,528	-	-	-	-	-	-
Loss on disposal of assets	-	(1)	-	-	-	-	(1,750)
<b>SUBTOTAL</b>	<b>\$ 8,823,345</b>	<b>\$ 1,373,843</b>	<b>\$ 8,383,373</b>	<b>\$ 11,598,625</b>	<b>\$ 397,120</b>	<b>\$ 99,728</b>	<b>\$ 2,383,084</b>
Over applied indirect costs	-	-	-	-	-	-	-
Eliminations	(1,759,528)	-	-	-	-	-	-
<b>TOTAL EXPENSES</b>	<b>\$ 7,063,817</b>	<b>\$ 1,373,843</b>	<b>\$ 8,383,373</b>	<b>\$ 11,598,625</b>	<b>\$ 397,120</b>	<b>\$ 99,728</b>	<b>\$ 2,383,084</b>

See independent auditor's report and accompanying notes to the financial statements.



SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINED STATEMENT OF FUNCTIONAL EXPENSES (Continued)  
 FOR THE YEAR ENDED JULY 31, 2015

	Program Services				Support	Total
	Special	Volunteer	SNHS	Total Program	Management	
	Projects	Services	Management	Services	and	Expenses
			Corporation		General	
<b>EXPENSES</b>						
Payroll	\$ 66,991	\$ 89,887	\$ 354,656	\$ 10,826,238	\$ 1,231,767	\$ 12,058,005
Payroll taxes	6,864	8,600	28,941	1,072,730	102,617	1,175,347
Fringe benefits	8,245	14,316	45,902	1,924,729	128,605	2,053,334
Workers comp. insurance	938	189	3,330	64,667	6,331	70,998
Retirement benefits	3,366	3,739	22,384	633,773	113,420	747,193
Consultant and contractual	1,018,086	245	40,364	4,201,450	79,320	4,280,770
Travel and transportation	3,046	1,529	90,517	378,792	16,409	395,201
Conferences and meetings	5,207	635	30,907	68,140	2,579	70,719
Occupancy	12,267	-	203,384	1,833,000	42,180	1,875,180
Advertising	-	-	-	10,256	525	10,781
Supplies	697	2,355	5,610	504,534	44,850	549,384
Equip. rentals and maintenance	118	116	13,403	104,880	5,078	109,958
Insurance	-	1,053	25,399	94,903	11,006	105,909
Telephone	2,218	2,406	8,140	241,337	19,597	260,934
Postage	33	439	1,101	48,682	19,465	68,147
Printing and publications	-	-	463	8,571	-	8,571
Subscriptions	-	-	-	2,060	-	2,060
Program support	18,278	-	228,801	283,073	-	283,073
Interest	-	-	37,224	50,958	-	50,958
Depreciation	-	-	261,503	329,446	536	329,982
Assistance to clients	53,374	-	44,132	10,749,499	-	10,749,499
Other direct expense	10,011	714	361	537,254	299	537,553
Miscellaneous	784	1,987	13,662	131,286	1,501	132,787
In-kind	-	-	-	1,759,528	-	1,759,528
Loss on disposal of assets	-	-	(1,599)	(3,350)	-	(3,350)
<b>SUBTOTAL</b>	<b>\$ 1,210,523</b>	<b>\$ 128,210</b>	<b>\$ 1,458,585</b>	<b>\$ 35,856,436</b>	<b>\$ 1,826,085</b>	<b>\$ 37,682,521</b>
Over applied indirect costs	-	-	7,538	7,538	(293,047)	(285,509)
Eliminations	-	-	-	(1,759,528)	-	(1,759,528)
<b>TOTAL EXPENSES</b>	<b>\$ 1,210,523</b>	<b>\$ 128,210</b>	<b>\$ 1,466,123</b>	<b>\$ 34,104,446</b>	<b>\$ 1,533,038</b>	<b>\$ 35,637,484</b>

See independent auditor's report and accompanying notes to the financial statements.

## SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

## COMBINED STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED JULY 31, 2016 AND 2015

	<u>2016</u>	<u>2015</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ 2,232,944	\$ 1,902,363
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation	338,948	329,982
Gain on disposal of assets	-	(3,350)
Donation of low-income housing projects	(833,080)	-
Unrealized (gain) loss on investments	195,356	(24,840)
(Increase) decrease operating assets:		
Contracts receivable (net)	(286,476)	972,251
Accounts receivable (net)	355,656	(100,870)
Prepaid expenses	(50,334)	473
Under applied overhead	222,787	(110,574)
Increase (decrease) in operating liabilities:		
Accounts payable	101,906	24,213
Accrued payroll and payroll taxes	(11,712)	80,194
Accrued comp. absences	(148,628)	24,907
Accrued other liabilities	(161,252)	(490,544)
Refundable advances	(48,247)	(639,481)
Tenant security deposits	(2,396)	9,444
Total adjustments	(327,472)	71,805
<b>NET CASH FLOWS FROM OPERATING ACTIVITIES</b>	<u>1,905,472</u>	<u>1,974,168</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of fixed assets	(1,795,586)	(1,240,206)
Proceeds from sale of fixed assets	-	63,882
Purchase of investments	(304,954)	(377,357)
Deposit to restricted cash accounts	(152,559)	(23,065)
Cash received on acquisition of housing projects	452,033	-
<b>NET CASH FLOWS FROM INVESTING ACTIVITIES</b>	<u>(1,801,066)</u>	<u>(1,576,746)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Payments on long-term debt	(100,091)	(98,058)
<b>CHANGE IN CASH AND CASH EQUIVALENTS</b>	<u>4,315</u>	<u>299,364</u>
<b>CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR</b>	<u>5,833,648</u>	<u>5,534,284</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u>\$ 5,837,963</u>	<u>\$ 5,833,648</u>

See independent auditor's report and accompanying notes to the financial statements.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINED STATEMENTS OF CASH FLOWS (CONTINUED)  
 FOR THE YEARS ENDED JULY 31, 2016 AND 2015

**SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION**

	<u>2016</u>	<u>2015</u>
Cash paid during the year for interest	<u>\$ 47,434</u>	<u>\$ 50,958</u>
Noncash investing and financing activities:		
Acquisition of low-income housing projects:		
Other current assets	\$ 7,812	\$ -
Property and equipment	1,955,100	-
Current liabilities	(56,739)	-
Notes payable	(1,387,571)	-
Previous equity investment	(137,555)	-
Equity acquired	<u>(833,080)</u>	<u>-</u>
	<u>(452,033)</u>	<u>-</u>
Cash received on acquisition	<u>452,033</u>	<u>-</u>
	<u>\$ -</u>	<u>\$ -</u>

See independent auditor's report and accompanying notes to the financial statements.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS

JULY 31, 2016 AND 2015

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NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

**Nature of the Organization**

Southern New Hampshire Services, Inc. (SNHS) is an umbrella corporation that offers an array of services to the elderly, disabled, and low-income households in New Hampshire's Hillsborough County and Rockingham County. The Organization's programs provide assistance in the areas of education, child development, employment, energy and its conservation, housing and homelessness prevention. The Organization is committed to providing respectful support services and assisting individuals and families in achieving self-sufficiency by helping them overcome the causes of poverty. The primary source of revenues is derived from governmental contracts. Services are provided through Southern New Hampshire Services, Inc. and SNHS Management Corporation.

**Basis of Accounting and Presentation**

The Organization prepares its combined financial statements in accordance with accounting principles generally accepted in the United States of America, which involves the application of accrual accounting; and accordingly reflect all significant receivables, payables, and other liabilities. Net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

*Unrestricted net assets* - Unrestricted net assets of the Organization are net assets that are neither permanently restricted nor temporarily restricted by donor-imposed restrictions.

*Temporarily restricted net assets* - Temporarily restricted net assets are net assets resulting from contributions and other inflows of assets whose use by the Organization is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the Organization pursuant to those stipulations.

*Permanently restricted net assets* - Permanently restricted net assets are net assets resulting from contributions and other inflows of assets whose use by the Organization is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization.

The Organization has no temporarily restricted or permanently restricted net assets at July 31, 2016 and 2015.

**Combined Financial Statements – Change in Reporting Entity**

All significant intercompany items and transactions have been eliminated from the basic combined financial statements. The combined financial statements include the accounts of SNHS Management Corporation because Southern New Hampshire Services, Inc. controls more than 50% of the voting power. The previously issued 2015 combined financial statements included certain low-income housing corporations. Management has elected not to combine these entities in the 2016 combined financial statements and retrospectively adjusted the 2015 combined financial statements to reflect the new reporting entity for comparative purposes. The adjustment increased the 2015 change in net assets by \$1,330,881.

**Use of Estimates**

The preparation of combined financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reported period. Actual results may differ from these amounts.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

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NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

**Cash and Cash Equivalents**

For the purpose of the combined statements of cash flows, the Organization considers all unrestricted highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

**Current Vulnerabilities Due to Certain Concentrations**

The Organization maintains its cash balances at several financial institutions located in New Hampshire and Maine. The balances are insured by the Federal Deposit Insurance Organization (FDIC) up to \$250,000 per financial institution. In addition, on October 2, 2008, the Organization entered into an agreement with its principal banking partner to collateralize deposits in excess of the FDIC insurance limitation on some accounts. The balances, at times, may exceed amounts covered by the FDIC and collateralization agreements. It is the opinion of management that there is no significant risk with respect to these deposits at this time.

**Accounts and Contracts Receivable**

All accounts and contracts receivable are stated at the amount management expects to collect from balances outstanding at year-end. Receivables are recorded on the accrual basis of accounting primarily based on reimbursable contracts, grants and agreements. Balances outstanding after management has used reasonable collection efforts are written off through a charge to bad debt expense and a credit to the applicable accounts receivable. Management does not believe an allowance for uncollectible accounts receivable is necessary at July 31, 2016 and 2015.

**Revenue Recognition**

The Organization's revenue is recognized primarily from federal and state grants and contracts generally structured as reimbursed contracts for services and therefore revenue is recognized based on when their individual allowable budgeted expenditures occur. Federal and state grant revenue comprised approximately 90% of total revenue in the fiscal years ended July 31, 2016 and 2015, respectively.

**Contributions and In-Kind Donations**

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a 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 combined statements of activities as net assets released from restrictions. In-kind revenues and expenses represent fair market value of volunteer services and non-paid goods which were donated to the Organization during the current fiscal year. All in-kind revenues in the fiscal year 2016 and 2015 were generated through the Head Start and Economic Workforce Development programs.

**Investments**

The Organization carries investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the combined statements of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying combined statements of activities.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

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NOTE 1: ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

**Fixed Assets**

Fixed assets acquired by the Organization are capitalized at cost if purchased or fair value if donated. It is the Organization's policy to capitalize expenditures for these items in excess of \$5,000. Major additions and renewals are capitalized, while repairs and maintenance are expensed as incurred. Depreciation is calculated using the straight-line basis over the estimated useful lives of the assets, which range from three to forty years. Depreciation expense for July 31, 2016 and 2015 was \$338,948 and \$329,982, respectively.

Fixed assets purchased with grant funds are owned by the Organization while used in the program for which they were purchased or in other future authorized programs. However, the various funding sources have a reversionary interest in the fixed assets purchased with grant funds. The disposition of fixed assets, as well as the ownership of any proceeds is subject to funding source regulations.

**Advertising**

The Organization uses advertising to promote programs among the people it serves. The production costs of advertising are expensed as incurred.

**Functional Allocation of Expenses**

The costs associated with providing program services and management and general support services are presented by natural classification on the combined statement of functional expenses and have been summarized on a functional basis on the combined statements of activities.

**Subsequent Events**

Management has made an evaluation of subsequent events through April 28, 2017, which represents the date on which the combined financial statements were available to be issued and determined that any subsequent events that would require recognition or disclosure have been considered in the preparation of these combined financial statements.

**Reclassifications**

Certain reclassifications have been made to the 2015 combined financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

NOTE 2: RESTRICTED CASH

The Organization, as stipulated in many of the loan agreements associated with the housing projects included in SNHS Management Corporation, is required to maintain separate accounts and make monthly deposits into certain restricted reserves for the replacement of property and other expenditures. In addition, the Organization is required to maintain separate accounts for tenant security deposits and any surplus cash that may result from annual operations. These accounts are also not available for operating purposes and generally need additional approval from oversight agencies before withdrawal and use of these funds can occur.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

NOTE 3: FAIR VALUE MEASUREMENTS

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

The three levels of the fair value hierarchy under Financial Accounting Standards Board Accounting Standards Codification 820, *Fair Value Measurements*, are described as follows:

- Level 1: Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the plan has the ability to access at the measurement date.
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly, such as:
- Quoted prices for similar assets or liabilities in active markets;
  - Quoted prices for identical or similar assets or liabilities in inactive markets;
  - Inputs other than quoted prices that are observable for the asset or liability;
  - Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3: Inputs that are unobservable for the asset or liability.

The following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at July 31, 2016 and 2015.

*Mutual Funds*: Valued at the closing price reported on the active market on which the individual securities are traded.

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of July 31, 2016 and 2015:

	2016			
	<u>(Level 1)</u>	<u>(Level 2)</u>	<u>(Level 3)</u>	<u>Total</u>
Mutual Funds	<u>\$6,352,626</u>	\$ _____	\$ _____	<u>\$6,352,626</u>

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS

(Continued)

JULY 31, 2016 AND 2015

NOTE 3: FAIR VALUE MEASUREMENTS (Continued)

	2015			
	<u>(Level 1)</u>	<u>(Level 2)</u>	<u>(Level 3)</u>	<u>Total</u>
Mutual Funds	\$ <u>6,243,028</u>	\$ <u>      -</u>	\$ <u>      -</u>	\$ <u>6,243,028</u>

NOTE 4: INVESTMENTS

The following is a summary of investments as of July 31:

	2016			2015		
	<u>Cost</u>	<u>Fair Market Value</u>	<u>Unrealized Gains</u>	<u>Cost</u>	<u>Fair Market Value</u>	<u>Unrealized Gains</u>
Mutual Funds	\$ <u>5,007,298</u>	\$ <u>6,352,626</u>	\$ <u>1,345,328</u>	\$ <u>4,702,343</u>	\$ <u>6,243,028</u>	\$ <u>1,540,685</u>

The activities of the Organization's investment account are summarized as follows:

	<u>2016</u>	<u>2015</u>
Fair Value – Beginning of Year	\$ <u>6,243,028</u>	\$5,840,831
Dividends and Capital Gains	<u>304,954</u>	377,357
Unrealized Gains (Losses)	<u>(195,356)</u>	<u>24,840</u>
Fair Value – End of Year	\$ <u>6,352,626</u>	\$ <u>6,243,028</u>

NOTE 5: LONG-TERM DEBT

The following is a summary of long-term debt as of July 31:

	<u>2016</u>	<u>2015</u>
<u>SNHS, Inc.</u>		
Mortgage payable to City of Manchester, secured by real estate located in Manchester, NH. A balloon payment of \$11,275 was due on June 30, 2010. Interest is at 0.000%. SNHS, Inc. is currently negotiating with the City of Manchester to write off this debt.	\$ 11,275	\$ 11,275
Mortgage payable to bank, secured by real estate located on Temple St., Nashua, NH, payable in fixed monthly principal installments of \$1,833 plus interest through 2020. Interest is at 4.000%.	<u>304,669</u>	<u>326,669</u>
<u>Subtotal</u>	<u>\$ 315,944</u>	<u>\$ 337,944</u>



SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

NOTE 5: LONG-TERM DEBT (Continued)

	<u>2016</u>	<u>2015</u>
<u>Subtotal Carried Forward</u>	\$ 315,944	\$ 337,944
<u>SNHS Management Corporation</u>		
Mortgage payable to New Hampshire Housing Authority secured by real estate located in Epping, NH, payable in monthly installments of \$1,084 including interest through 2042. Interest is at 3.500%.	217,571	-
Mortgage payable to City of Nashua secured by real estate located on Vine St., Nashua, NH. Mortgage will be forgiven only if real estate remains low income housing for 30 years. Interest is at 10.000%, forgiven annually.	900,000	-
Note payable to City of Nashua secured by real estate located on Vine St., Nashua, NH. Mortgage will be forgiven only if real estate remains low income housing for 30 years. Interest is at 10.000%, forgiven annually.	20,000	-
Mortgage payable to New Hampshire Community Loan Fund secured by real estate located on, Vine St., Nashua, NH. Mortgage will be forgiven only if real estate remains low income housing for 30 years. Interest is at 10.000%, forgiven annually.	250,000	-
Mortgage payable to bank, secured by real estate located on West Pearl St., Nashua, NH. Mortgage will be forgiven only if real estate remains low income housing for 40 years. Interest is at 0.000%.	170,000	170,000
Mortgage payable to bank secured by real estate located on Silver St., Manchester, NH, payable in monthly installments of \$2,619 including interest through 2019. Interest is at 3.750%.	74,954	102,947
Mortgage payable to bank, secured by real estate located on Allds St., Nashua, NH, payable in fixed monthly principal installments of \$2,613 plus interest through 2021. Interest is at 3.246%.	151,556	182,912
Mortgage payable to MH Parsons and Sons Lumber, secured by real estate located in Derry, NH, payable in monthly installments of \$3,715 including interest through 2031. Interest is at 5.500%.	<u>459,464</u>	<u>478,206</u>
	\$ 2,559,489	\$ 1,272,009
Less: Current Portion	<u>119,080</u>	<u>262,975</u>
Long-term debt, net of current portion	<u>\$ 2,440,409</u>	<u>\$ 1,009,034</u>

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

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NOTE 5: LONG-TERM DEBT (Continued)

Principal maturities of long-term debt are as follows:

2017	\$ 119,080
2018	110,245
2019	97,103
2020	82,883
2021	273,862
Thereafter	<u>1,876,316</u>
Total	\$ <u>2,559,489</u>

NOTE 6: OPERATING LEASES

The Organization leases various facilities and equipment under several operating leases. Total lease payments for the years ended July 31, 2016 and 2015 equaled \$741,027 and \$789,051, respectively. The leases expire at various times through January 2018. Some of the leases contain renewal options that are contingent upon federal funding and some contain renewal options subject to renegotiation of lease terms.

The following is a schedule of future minimum lease payments for the operating leases as of July 31, 2016:

2017	\$ 445,890
2018	<u>43,552</u>
Total	\$ <u>489,442</u>

NOTE 7: RETIREMENT BENEFITS

The Organization has an Employer-Sponsored 403(b) plan offering coverage to all of its employees. Participating employees must contribute at least 5% of their wages, while the Organization contributes 10% of their wages. The pension expense for the years ended July 31, 2016 and 2015 was \$756,990 and \$747,193, respectively.

NOTE 8: RISKS AND UNCERTAINTIES

The Organization is operated in a heavily regulated environment. The operations of the Organization are subject to the administrative directives, rules and regulations of federal, state and local regulatory agencies. Such administrative directives, rules, and regulations are subject to change by an act of Congress or Legislature. Such changes may occur with little notice or inadequate funding to pay for the related cost, including the additional administrative burden, to comply with a change.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

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NOTE 9: CONTINGENCIES AND CONTINGENT LIABILITIES

The Organization receives contract funding from various sources. Under the terms of these agreements, the Organization is required to use the funds within a certain period and for purposes specified by the governing laws and regulations. If expenditures were found not to have been made in compliance with the laws and regulations, the Organization might be required to repay the funds. No provisions have been made for this contingency because specific amounts, if any, have not yet been determined.

**Cotton Mill Square**

In 2015, SNHS Management Corporation entered into a contract as part of the Community Development Investment Tax Credit Program with the Community Development Finance Authority (CDFA) and was awarded \$1,000,000 to provide funding for the development and adaptive reuse of an abandoned historic cotton mill in downtown Nashua, NH. Under this program, the Project (Cotton Mill Square) created 109 units of housing and was required to reserve 55 of these units for low to moderate income households.

As stipulated by the contract and after a 20% program fee retained by the CDFa, SNHS Management Corporation entered into a subrecipient agreement with the owners of the Project (Cotton Mill Square LLC) to provide a promissory note and mortgage of the remaining award amount of \$800,000. The 20 year note to Cotton Mill Square LLC is non-interest bearing and the principle is forgivable at a rate of 5% each year the Project maintains the required minimum of 55 low to moderate income household units.

The Cotton Mill Square Project was awarded the certificate of occupancy on August 22, 2014 and remains in full compliance with the required regulations as of July 31, 2016 and 2015. SNHS Management Corporation feels that it is extremely unlikely that the Project will fall into noncompliance in future periods. Therefore, SNHS Management Corporation has not recorded any contingent receivable or liability related to this transaction. The current unforgiven principle amount at July 31, 2016 and 2015 is \$720,000 and \$760,000, respectively. The note repayment is accelerated if the units fall out of compliance.

**J. Brown Homestead Property**

On July 1, 2011, Rockingham Community Acton (RCA) was acquired by SNHS. As part of this merger, SNHS assumed all the assets, liabilities and obligations of RCA which included the J. Brown Homestead Property.

The J. Brown Homestead Property was conveyed to RCA in 1999 by the Town of Raymond for \$1 and a mortgage lien of \$604,418. The property contains four apartments limited to low-income seniors, office space for the Outreach operations, space for the Food Pantry operation, and a common meeting room for use by Town of Raymond organizations. The Town of Raymond included a requirement that the property be used for a social service center for a period of 20 years, called the benefit period, after which this requirement terminates.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

NOTES TO COMBINED FINANCIAL STATEMENTS  
(Continued)

JULY 31, 2016 AND 2015

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NOTE 9: CONTINGENCIES AND CONTINGENT LIABILITIES (Continued)

**J. Brown Homestead Property (Continued)**

In the event that SNHS sells or otherwise conveys the property within the benefit period, the remaining lien will be either paid from the proceeds of the sale or remain with the land to any subsequent purchaser for the remaining benefit period.

This mortgage lien has no scheduled principle or interest payments and is forgivable at a rate of 5% each year of the benefit period until it is completely forgiven in year 2019. The value of this lien at July 31, 2016 and 2015 is \$120,884 and \$151,105, respectively. SNHS has no plans to sell or transfer this property. Therefore, the contingent mortgage lien liability has not been included in the financial statements.

NOTE 10: AQUISITIONS OF LOW-INCOME HOUSING PROJECTS

During 2016, SNHS Management Corporation acquired J.B. Milette Limited Partnership (Milette Manor), located in Nashua, NH and Epping Senior Housing Associates Limited Partnership (Whispering Pines), located in Epping, NH. SNHS Management Corporation obtained the project operations and assumed all assets, liabilities, debt and equity for both projects at fair market value. The acquisition and allocation of both projects was as follows:

	<u>Milette Manor</u>	<u>Whispering Pines</u>	<u>Total</u>
Cash	\$ 264,763	\$ 187,270	\$ 452,033
Other Current Assets	-	7,812	7,812
Property and Equipment	1,238,400	716,700	1,955,100
Current Liabilities	(16,148)	(40,591)	(56,739)
Notes Payable	(1,170,000)	(217,571)	(1,387,571)
Previous Equity Investment	-	(137,555)	(137,555)
Equity Acquired (Contribution)	<u>(317,015)</u>	<u>(516,065)</u>	<u>(833,080)</u>
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
 COMBINING SCHEDULE OF FINANCIAL POSITION  
 JULY 31, 2016

Schedule A

	SNHS, Inc.	SNHS Management Corporation	Sub-Total	Elimination	Total
<b>ASSETS</b>					
<b>CURRENT ASSETS</b>					
Cash	\$ 72,641	\$ 5,765,322	\$ 5,837,963	\$ -	\$ 5,837,963
Investments	-	6,352,626	6,352,626	-	6,352,626
Contracts receivable	3,126,168	289,050	3,415,218	-	3,415,218
Accounts receivable	-	636,656	636,656	-	636,656
Prepaid expenses	35,397	72,704	108,101	-	108,101
Under applied overhead	67,158	-	67,158	-	67,158
Due from other corporations	2,200,994	(1,436,059)	764,935	(764,935)	-
Total current assets	<u>5,502,358</u>	<u>11,680,299</u>	<u>17,182,657</u>	<u>(764,935)</u>	<u>16,417,722</u>
<b>FIXED ASSETS</b>					
Land	219,849	2,098,933	2,318,782	-	2,318,782
Buildings and improvements	1,570,775	8,855,884	10,426,659	-	10,426,659
Vehicles and equipment	870,445	404,922	1,275,367	-	1,275,367
Total fixed assets	<u>2,661,069</u>	<u>11,359,739</u>	<u>14,020,808</u>	<u>-</u>	<u>14,020,808</u>
Less - accumulated depreciation	1,391,175	3,125,458	4,516,633	-	4,516,633
Net fixed assets	<u>1,269,894</u>	<u>8,234,281</u>	<u>9,504,175</u>	<u>-</u>	<u>9,504,175</u>
<b>OTHER ASSETS</b>					
Restricted cash	22,433	386,898	409,331	-	409,331
Total other assets	<u>22,433</u>	<u>386,898</u>	<u>409,331</u>	<u>-</u>	<u>409,331</u>
<b>TOTAL ASSETS</b>	<u>\$ 6,794,685</u>	<u>\$ 20,301,478</u>	<u>\$ 27,096,163</u>	<u>\$ (764,935)</u>	<u>\$ 26,331,228</u>
<b>LIABILITIES AND NET ASSETS</b>					
<b>CURRENT LIABILITIES</b>					
Current portion of long-term debt	\$ 33,275	\$ 85,805	\$ 119,080	\$ -	\$ 119,080
Accounts payable	451,787	92,557	544,344	-	544,344
Accrued payroll and payroll taxes	477,322	497,667	974,989	-	974,989
Accrued compensated absences	-	498,403	498,403	-	498,403
Accrued other liabilities	203,158	8,579	211,737	-	211,737
Refundable advances	1,310,895	5,413	1,316,308	-	1,316,308
Tenant security deposits	22,083	40,571	62,654	-	62,654
Due to other corporations	629,298	135,637	764,935	(764,935)	-
Total current liabilities	<u>3,127,818</u>	<u>1,364,632</u>	<u>4,492,450</u>	<u>(764,935)</u>	<u>3,727,515</u>
<b>LONG-TERM LIABILITIES</b>					
Long-term debt, less current portion	282,669	2,157,740	2,440,409	-	2,440,409
Total long-term liabilities	<u>282,669</u>	<u>2,157,740</u>	<u>2,440,409</u>	<u>-</u>	<u>2,440,409</u>
<b>TOTAL LIABILITIES</b>	<u>3,410,487</u>	<u>3,522,372</u>	<u>6,932,859</u>	<u>(764,935)</u>	<u>6,167,924</u>
<b>NET ASSETS</b>					
Unrestricted	3,384,198	16,779,106	20,163,304	-	20,163,304
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 6,794,685</u>	<u>\$ 20,301,478</u>	<u>\$ 27,096,163</u>	<u>\$ (764,935)</u>	<u>\$ 26,331,228</u>

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
COMBINING SCHEDULE OF ACTIVITIES  
FOR THE YEAR ENDED JULY 31, 2016

	SNHS, Inc.	SNHS Management Corporation	Sub-Total	Elimination	Total
<b>REVENUES, GAINS AND OTHER SUPPORT</b>					
Grant/contract revenue	\$ 33,036,202	\$ -	\$ 33,036,202	\$ -	\$ 33,036,202
Program service fees	84,333	892,956	977,289	-	977,289
Local funding	37,596	299,944	337,540	-	337,540
Rental income	-	637,038	637,038	-	637,038
Gifts and contributions	242,554	841,948	1,084,502	-	1,084,502
Interest Income	136	305,161	305,297	-	305,297
Unrealized loss on investments	-	(195,356)	(195,356)	-	(195,356)
In-kind	2,173,671	-	2,173,671	(2,173,671)	-
Miscellaneous	390,426	382,426	772,852	-	772,852
<b>TOTAL REVENUES, GAINS AND OTHER SUPPORT</b>	<b>35,964,918</b>	<b>3,164,117</b>	<b>39,129,035</b>	<b>(2,173,671)</b>	<b>36,955,364</b>
<b>EXPENSES</b>					
Program services:					
Child Development	9,765,805	-	9,765,805	(2,173,671)	7,592,134
Community Services	1,584,465	-	1,584,465	-	1,584,465
Economic and Workforce Dev.	7,490,754	-	7,490,754	-	7,490,754
Energy	10,350,805	-	10,350,805	-	10,350,805
Hispanic-Latino Com. Services	293,600	-	293,600	-	293,600
Housing and Homeless	183,374	-	183,374	-	183,374
Nutrition and Health	2,400,554	-	2,400,554	-	2,400,554
Special Projects	1,417,406	-	1,417,406	-	1,417,406
Volunteer Services	125,312	-	125,312	-	125,312
SNHS Management Corporation	-	1,360,675	1,360,675	-	1,360,675
Total program services	33,612,075	1,360,675	34,972,750	(2,173,671)	32,799,079
Support services:					
Management and general	1,923,341	-	1,923,341	-	1,923,341
<b>TOTAL EXPENSES</b>	<b>35,535,416</b>	<b>1,360,675</b>	<b>36,896,091</b>	<b>(2,173,671)</b>	<b>34,722,420</b>
<b>CHANGE IN NET ASSETS</b>	<b>429,502</b>	<b>1,803,442</b>	<b>2,232,944</b>	<b>-</b>	<b>2,232,944</b>
<b>NET ASSETS - BEGINNING OF YEAR</b>	<b>2,954,696</b>	<b>14,975,664</b>	<b>17,930,360</b>	<b>-</b>	<b>17,930,360</b>
<b>NET ASSETS - END OF YEAR</b>	<b>\$ 3,384,198</b>	<b>\$ 16,779,106</b>	<b>\$ 20,163,304</b>	<b>\$ -</b>	<b>\$ 20,163,304</b>

**OUELLETTE & ASSOCIATES, P.A.**  
CERTIFIED PUBLIC ACCOUNTANTS

Keith H. Allen, C.P.A., M.S.T.  
Mark R. Carrier, C.P.A.  
Michael R. Dunn, C.P.A.  
Jonathan A. Hussey, C.P.A., M.S.T.

Steven R. Lamontagne, C.P.A.  
Gary W. Soucy, C.P.A.  
Gary A. Wigant, C.P.A.  
C. Joseph Wolverton, C.P.A.

*INDEPENDENT ACCOUNTANT'S COMPILATION REPORT*

To the Board of Directors of  
Southern New Hampshire Services, Inc.  
Manchester, New Hampshire

We have compiled the accompanying schedules of revenues and expenses – by contract of Southern New Hampshire Services, Inc. as of July 31, 2016. We have not audited or reviewed the accompanying schedules of revenues and expenses – by contract and, accordingly, do not express an opinion or provide any assurance about whether the schedules of revenues and expenses – by contract are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the schedules of revenues and expenses – by contract in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the schedules of revenues and expenses – by contract.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of schedules of revenues and expenses – by contract without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the schedules of revenues and expenses – by contract.

*Ouellette & Associates, P.A.*  
Certified Public Accountants

April 28, 2017  
Lewiston, Maine

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

SCHEDULE OF REVENUES AND EXPENSES - BY CONTRACT

FOR THE YEAR ENDED JULY 31, 2016

State of NH Governor's Office of Energy & Community Services

Headstart Program

For the Period

August 1, 2015 to July 31, 2016

Fund # 305

**REVENUES**

Program funding	\$ 4,373,965
In-kind	1,734,143
Allocated corporate unrestricted revenue	2,819
Total revenue	6,110,927

**EXPENSES**

Payroll	2,312,267
Payroll taxes	244,345
Fringe benefits	623,506
Workers comp. insurance	51,209
Retirement benefits	133,117
Consultant and contractual	25,867
Travel and transportation	46,573
Conference and meetings	1,800
Occupancy	252,311
Advertising	955
Supplies	135,436
Equip. rentals and maintenance	14,886
Insurance	10,098
Telephone	36,245
Postage	1,543
Printing and publications	3,606
Depreciation	7,544
Assistance to clients	11,400
Other direct expense	54,558
Miscellaneous	9,069
In-kind	1,734,143
Administrative costs	400,449
Total expenses	6,110,927

Excess of expenses over revenue	\$ -
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See independent accountant's compilation report.



SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
SCHEDULE OF REVENUES AND EXPENSES - BY CONTRACT  
FOR THE YEAR ENDED JULY 31, 2016

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State of NH Governor's Office of Energy & Community Services  
LIHEAP Program  
For the Period  
October 1, 2015 to July 31, 2016  
Fund # 630-16

**REVENUES**

Program funding	\$ 7,557,216
Other revenue	41
Allocated corporate unrestricted revenue	5,124
Total revenue	<u>7,562,381</u>

**EXPENSES**

Payroll	394,111
Payroll taxes	43,035
Fringe benefits	91,033
Workers comp. insurance	1,260
Retirement benefits	22,258
Consultant and contractual	20,346
Travel and transportation	5,567
Conference and meetings	80
Occupancy	42,187
Advertising	75
Supplies	20,581
Equip. rentals and maintenance	3,386
Insurance	670
Telephone	12,362
Postage	19,809
Subscriptions	60
Depreciation	5,115
Assistance to clients	6,811,660
Other direct expense	1,445
Miscellaneous	525
Administrative costs	66,816
Total expenses	<u>7,562,381</u>

Excess of expenses over revenue	<u>\$ -</u>
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See independent accountant's compilation report.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

SCHEDULE OF REVENUES AND EXPENSES - BY CONTRACT

FOR THE YEAR ENDED JULY 31, 2016

State of NH Governor's Office of Energy & Community Services

LIHEAP Program

For the Period

August 1, 2015 to September 30, 2015

Fund # 630-15

**REVENUES**

Program funding	\$ 177,596
Total revenue	<u>177,596</u>

**EXPENSES**

Payroll	96,462
Payroll taxes	8,696
Fringe benefits	15,001
Workers comp. insurance	325
Retirement benefits	5,478
Consultant and contractual	6,025
Travel and transportation	1,390
Occupancy	12,554
Supplies	8,506
Insurance	578
Telephone	2,402
Postage	1,812
Printing and publications	654
Assistance to clients	488
Other direct expense	1,141
Miscellaneous	362
Administrative costs	15,722
Total expenses	<u>177,596</u>

Excess of expenses over revenue	<u>\$ -</u>
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See independent accountant's compilation report.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE

SCHEDULE OF REVENUES AND EXPENSES - BY CONTRACT

FOR THE YEAR ENDED JULY 31, 2016

State of NH Governor's Office of Energy & Community Services  
 Early Headstart Program  
 For the Period  
 August 1, 2015 to July 31, 2016  
 Fund # 300

**REVENUES**

Program funding	\$ 1,300,550
In-kind	296,655
Allocated corporate unrestricted revenue	6,532
<b>Total revenue</b>	<u>1,603,737</u>

**EXPENSES**

Payroll	676,674
Payroll taxes	67,660
Fringe benefits	143,776
Workers comp. insurance	15,047
Retirement benefits	38,664
Consultant and contractual	3,448
Travel and transportation	6,418
Occupancy	101,726
Advertising	530
Supplies	36,838
Equip. rentals and maintenance	2,410
Insurance	2,583
Telephone	21,837
Postage	69
Printing and publications	804
Interest	12,879
Depreciation	25,036
Other direct expense	29,444
Miscellaneous	3,587
In-kind	296,655
Administrative costs	117,652
<b>Total expenses</b>	<u>1,603,737</u>

Excess of expenses over revenue	<u>\$ -</u>
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See independent accountant's compilation report.

SOUTHERN NEW HAMPSHIRE SERVICES, INC. AND AFFILIATE  
SCHEDULE OF REVENUES AND EXPENSES - BY CONTRACT  
FOR THE YEAR ENDED JULY 31, 2016

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Electric Energy Assistance

For the Period  
August 1, 2015 to July 31, 2016  
Fund # 665

**REVENUES**

Other revenue	\$ 776,567
Allocated corporate unrestricted revenue	<u>(1)</u>
Total revenue	<u>776,566</u>

**EXPENSES**

Payroll	416,847
Payroll taxes	44,306
Fringe benefits	91,854
Workers comp. insurance	1,286
Retirement benefits	20,444
Consultant and contractual	22,667
Travel and transportation	3,525
Conference and meetings	55
Occupancy	48,943
Supplies	23,444
Equip. rentals and maintenance	3,386
Insurance	782
Telephone	14,463
Postage	12,512
Other direct expense	2,232
Miscellaneous	420
Administrative costs	69,400
Total expenses	<u>776,566</u>

Excess of expenses over revenue	<u>\$ -</u>
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See independent accountant's compilation report.