

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

FINANCIAL STATEMENTS  
With Independent Auditor's Report

YEARS ENDED MARCH 31, 2018 AND 2017



THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

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INDEPENDENT AUDITOR'S REPORT

November 14, 2018

Board of Directors  
The Humane Society for Seattle/King County  
Bellevue, Washington

We have audited the accompanying financial statements of The Humane Society for Seattle/King County, a nonprofit corporation, which comprise the statements of financial position as of March 31, 2018 and 2017, 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. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

**Opinion**

In our opinion, the financial statements referred to in the first paragraph of this letter present fairly, in all material respects, the financial position of The Humane Society for Seattle/King County as of March 31, 2018 and 2017, 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.

*Jacobson Jarvis & Co, PLLC*

Jacobson Jarvis & Co, PLLC

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

STATEMENTS OF FINANCIAL POSITION

MARCH 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
<u>ASSETS</u>		
Current Assets		
Cash and cash equivalents	\$ 2,544,696	\$ 3,724,117
Investments	9,079,314	7,627,373
Promises to give	1,960,240	501,906
Other receivables	321,635	171,282
Prepaid expenses and other assets	213,362	216,821
Inventory	<u>95,887</u>	<u>144,726</u>
Total Current Assets	14,215,134	12,386,225
Cash and Cash Equivalents, Capital Campaign	217,398	6,650,813
Investments, Capital Campaign	-	115,024
Promises to Give, Capital Campaign	1,921,380	4,222,280
Beneficial Interest in Trust	5,497,598	4,677,410
Endowment Investments	1,150,236	1,078,745
Property and Equipment, net	<u>26,856,772</u>	<u>15,084,684</u>
	<u>\$49,858,518</u>	<u>\$44,215,181</u>
<u>LIABILITIES AND NET ASSETS</u>		
Current Liabilities		
Accounts payable and accrued expenses	\$ 1,104,500	\$ 2,761,556
Unearned revenue	<u>251,305</u>	<u>195,425</u>
Total Current Liabilities	1,355,805	2,956,981
Revolving Credit Note	<u>3,200,000</u>	-
Total Liabilities	<u>4,555,805</u>	<u>2,956,981</u>
Net Assets		
Unrestricted	10,614,158	8,622,926
Unrestricted - invested in property and equipment	<u>26,856,772</u>	<u>15,084,684</u>
Total Unrestricted Net Assets	37,470,930	23,707,610
Temporarily restricted	7,179,787	16,898,594
Permanently restricted	<u>651,996</u>	<u>651,996</u>
Total Net Assets	<u>45,302,713</u>	<u>41,258,200</u>
	<u>\$49,858,518</u>	<u>\$44,215,181</u>

See notes to financial statements.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

STATEMENTS OF ACTIVITIES

YEARS ENDED MARCH 31, 2018 AND 2017

	2018				2017			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>OPERATING:</b>								
Public Support and Revenue								
Public Support								
Contributions	\$ 2,921,381	\$ 1,140,086	\$ -	\$ 4,061,467	\$ 3,461,733	\$ 4,542,841	\$ -	\$ 8,004,574
Bequests	2,023,131	-	-	2,023,131	623,350	-	-	623,350
Special events, less direct cost of benefits provided to participants of \$201,683 and \$174,267	2,132,201	-	-	2,132,201	1,074,770	-	-	1,074,770
In-kind donations	224,515	-	-	224,515	117,572	-	-	117,572
Total Public Support	<u>7,301,228</u>	<u>1,140,086</u>	<u>-</u>	<u>8,441,314</u>	<u>5,277,425</u>	<u>4,542,841</u>	<u>-</u>	<u>9,820,266</u>
Revenue								
Adoption fees	550,734			550,734	647,425			647,425
Other program service fees	299,137			299,137	245,753			245,753
Merchandise sales, net of cost of goods sold of \$19,625 and \$15,859	13,609			13,609	43,543			43,543
Total Revenue	<u>863,480</u>			<u>863,480</u>	<u>936,721</u>			<u>936,721</u>
Net Assets Released from Purpose Restrictions	<u>1,328,508</u>	<u>(1,328,508)</u>		<u>-</u>	<u>436,996</u>	<u>(436,996)</u>		<u>-</u>
Total Operating Public Support and Revenue	<u>9,493,216</u>	<u>(188,422)</u>	<u>-</u>	<u>9,304,794</u>	<u>6,651,142</u>	<u>4,105,845</u>	<u>-</u>	<u>10,756,987</u>
Expenses								
Program services	6,434,873			6,434,873	5,464,702			5,464,702
Management and general	589,030			589,030	554,981			554,981
Fundraising	1,024,245			1,024,245	757,507			757,507
Total Operating Expenses	<u>8,048,148</u>			<u>8,048,148</u>	<u>6,777,190</u>			<u>6,777,190</u>
Operating Change in Net Assets	<u>1,445,068</u>	<u>(188,422)</u>	<u>-</u>	<u>1,256,646</u>	<u>(126,048)</u>	<u>4,105,845</u>	<u>-</u>	<u>3,979,797</u>
<b>NON-OPERATING:</b>								
Investment income, gains and losses, net	625,996	114,001		739,997	649,295	116,820		766,115
Change in value of trust	-	1,055,618		1,055,618	-	401,885		401,885
Gain on disposal of asset	3,100			3,100				
Capital campaign contributions	-	1,155,135		1,155,135	-	3,426,784		3,426,784
Capital campaign costs	(165,983)			(165,983)	(179,652)			(179,652)
Net assets released - capital campaign	<u>11,855,139</u>	<u>(11,855,139)</u>		<u>-</u>	<u>13,195,328</u>	<u>(13,195,328)</u>		<u>-</u>
Non-Operating Change in Net Assets	<u>12,318,252</u>	<u>(9,530,385)</u>	<u>-</u>	<u>2,787,867</u>	<u>13,664,971</u>	<u>(9,249,839)</u>	<u>-</u>	<u>4,415,132</u>
Total Change in Net Assets	<u>13,763,320</u>	<u>(9,718,807)</u>	<u>-</u>	<u>4,044,513</u>	<u>13,538,923</u>	<u>(5,143,994)</u>	<u>-</u>	<u>8,394,929</u>
Net Assets - beginning of year	<u>23,707,610</u>	<u>16,898,594</u>	<u>651,996</u>	<u>41,258,200</u>	<u>10,168,687</u>	<u>22,042,588</u>	<u>651,996</u>	<u>32,863,271</u>
Net Assets - end of year	<u>\$ 37,470,930</u>	<u>\$ 7,179,787</u>	<u>\$ 651,996</u>	<u>\$ 45,302,713</u>	<u>\$ 23,707,610</u>	<u>\$ 16,898,594</u>	<u>\$ 651,996</u>	<u>\$ 41,258,200</u>

See notes to financial statements.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED MARCH 31, 2018

	PROGRAM SERVICES				SUPPORTING SERVICES			
	Adoption Services	Veterinarian Clinic Services	Education Programs and Other Services	Total Program Services	Management and General	Fundraising	Capital Campaign	Total
Salaries	\$ 3,154,108	\$ 220,522	\$ 137,379	\$ 3,512,009	\$ 418,750	\$ 133,225	\$ 29,245	\$ 4,093,229
Payroll taxes and benefits	662,235	42,697	25,839	730,771	66,889	21,858	8,306	827,824
Total Payroll Expenses	3,816,343	263,219	163,218	4,242,780	485,639	155,083	37,551	4,921,053
Food, supplies, and medicine	598,659	115,590	108,880	823,129	1,789	2,372	(236)	827,054
Repairs, maintenance, and occupancy	468,829	5,665	10,765	485,259	12,006	77,928	20,000	595,193
Printing	46,265	333	2,566	49,164	886	316,422	8,373	374,845
Depreciation	275,265	7,714	10,721	293,700	4,699	7,399	-	305,798
Fundraising support	343	3	72	418	7	188,605	15,355	204,385
Utilities	182,751	1,386	10,873	195,010	3,115	2,804	-	200,929
Investment and bank fees	77,023	2,005	9,454	88,482	45,278	4,357	23,561	161,678
Marketing and promotions	49,373	329	2,622	52,324	875	56,273	33,426	142,898
Travel and meetings	111,610	2,392	1,586	115,588	2,028	7,256	763	125,635
Postage	5,084	117	142	5,343	96	101,207	16,043	122,689
Professional fees	23,080	841	690	24,611	29,589	2,290	35,548	92,038
Insurance	70,915	783	5,171	76,869	652	684	-	78,205
Telephone	34,487	229	3,076	37,792	850	117	-	38,759
Taxes and licenses	12,567	507	3,484	16,558	210	659	-	17,427
Grants to others	3,053	2	6	3,061	7	7	-	3,075
Miscellaneous	(21,645)	180	(53,750)	(75,215)	1,304	100,782	(24,401)	2,470
Total Expenses	\$ 5,754,002	\$ 401,295	\$ 279,576	\$ 6,434,873	\$ 589,030	\$ 1,024,245	\$ 165,983	\$ 8,214,131

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED MARCH 31, 2017

	PROGRAM SERVICES				SUPPORTING SERVICES			
	Adoption Services	Veterinarian Clinic Services	Education Programs and Other Services	Total Program Services	Management and General	Fundraising	Capital Campaign	Total
Salaries	\$ 2,723,569	\$ 151,215	\$ 85,413	\$ 2,960,197	\$ 361,330	\$ 113,762	\$ 98,484	\$ 3,533,773
Payroll taxes and benefits	623,619	27,296	25,536	676,451	61,367	17,211	21,391	776,420
Total Payroll Expenses	3,347,188	178,511	110,949	3,636,648	422,697	130,973	119,875	4,310,193
Food, supplies, and medicine	530,687	70,433	155,676	756,796	1,224	1,553	1,075	760,648
Repairs, maintenance, and occupancy	421,647	3,202	8,651	433,500	13,228	58,933	-	505,661
Printing	52,391	404	10,167	62,962	1,927	272,936	10,476	348,301
Depreciation	127,186	3,523	8,157	138,866	2,389	3,778	-	145,033
Fundraising support	255	1	4	260	1,686	128,932	14,868	145,746
Utilities	84,378	1,350	9,962	95,690	1,176	346	-	97,212
Investment and bank fees	64,887	765	8,514	74,166	72,234	4,990	-	151,390
Marketing and promotions	54,716	199	635	55,550	748	61,202	2,990	120,490
Travel and meetings	49,763	1,214	330	51,307	1,284	68	560	53,219
Postage	6,898	45	3,128	10,071	137	82,529	1,764	94,501
Professional fees	17,381	564	581	18,526	31,411	8,092	53,880	111,909
Insurance	43,232	257	2,608	46,097	368	253	-	46,718
Telephone	33,394	145	2,700	36,239	773	66	-	37,078
Taxes and licenses	13,852	374	4,063	18,289	483	2,309	-	21,081
Grants to others	191	1	2	194	3	2	-	199
Miscellaneous	28,793	437	311	29,541	3,213	545	(25,836)	7,463
Total Expenses	\$ 4,876,839	\$ 261,425	\$ 326,438	\$ 5,464,702	\$ 554,981	\$ 757,507	\$ 179,652	\$ 6,956,842



THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

STATEMENTS OF CASH FLOWS

YEARS ENDED MARCH 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
<b>Cash Flows from Operating Activities</b>		
Cash received from donors	\$ 7,251,458	\$ 5,676,258
Cash received from adoptions	550,734	647,425
Cash received from other program service fees	148,784	170,925
Cash received from sale of merchandise	33,234	59,402
Cash paid to employees	(4,847,244)	(4,315,462)
Cash paid to vendors	(2,926,556)	(2,191,824)
Cash paid for interest	(23,561)	-
Net Cash Provided by Operating Activities	<u>186,849</u>	<u>46,724</u>
<b>Cash Flows from Investing Activities</b>		
Purchases of property and equipment	(13,787,309)	(10,780,851)
Purchases of investments	(4,227,689)	(18,876,449)
Sales of investments	<u>3,559,278</u>	<u>30,678,505</u>
Net Cash (Used) Provided by Investing Activities	<u>(14,455,720)</u>	<u>1,021,205</u>
<b>Cash Flows from Financing Activities</b>		
Proceeds from revolving credit note	3,200,000	-
Proceeds from contributions restricted to capital campaign	<u>3,456,035</u>	<u>5,465,145</u>
Net Cash Provided by Financing Activities	<u>6,656,035</u>	<u>5,465,145</u>
Change in Cash and Cash Equivalents	(7,612,836)	6,533,074
Cash and Cash Equivalents - beginning of year	<u>10,374,930</u>	<u>3,841,856</u>
Cash and Cash Equivalents - end of year	<u>\$ 2,762,094</u>	<u>\$ 10,374,930</u>

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

STATEMENTS OF CASH FLOWS

YEARS ENDED MARCH 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
<b>Reconciliation of Changes in Net Assets to Net Cash Flows from Operating Activities</b>		
Changes in net assets	\$ 4,044,513	\$ 8,394,929
Adjustments to reconcile changes in net assets to net cash provided by operating activities		
Depreciation	305,798	145,033
Beneficial interest in trust	(820,188)	(4,677,410)
Capital campaign contributions	(1,155,135)	(3,426,784)
Reinvested dividends	(217,861)	(370,616)
Net gain on investments	(522,136)	(395,499)
Net gain on disposal of equipment	(3,100)	-
(Increase) decrease in:		
Promises to give	(1,458,334)	101,667
Other receivables	(150,353)	(74,828)
Prepaid expenses and other assets	3,459	258,882
Inventory	48,839	56,040
Increase (decrease) in:		
Accounts payable and accrued expenses	55,467	62,155
Unearned revenue	<u>55,880</u>	<u>(26,845)</u>
Net Cash Provided by Operating Activities	<u>\$ 186,849</u>	<u>\$ 46,724</u>

# THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

## NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

### NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

The Humane Society for Seattle/King County (Seattle Humane) is an independent, not-for-profit, community-supported organization. First opening its doors in 1897, Seattle Humane is not a chapter or affiliate of any national animal organization. Seattle Humane's mission is to proudly promote the human-animal bond by saving and serving pets in need.

#### Capital Campaign

Seattle Humane built a first for our region – an adoption center, primary care teaching hospital, and animal shelter under one roof. Seattle Humane broke ground in mid-2016 and opened doors to the public in August 2017. Seattle Humane is on track to truly change the face of animal welfare in the State of Washington. Despite the best efforts of Seattle Humane and many other rescue groups in the region, over five thousand adoptable pets are euthanized in Washington every year. Age, medical condition, or a behavioral issue could be the difference between life and death for a pet who could be adopted by a loving family if given more time and special attention. At the same time, pet overpopulation is a pervasive problem as many choose not to – or cannot afford to – have their pet spayed or neutered. Still more animals are sadly surrendered at shelters by their owners who lack the funds to buy pet food or pay for medical care. Many shelters are short on space and other resources needed to handle the demands placed on them by these challenges. While Seattle Humane's "live-save rate" is among the best in the nation, our previous shelter was unable to meet the needs of the community. Seattle Humane worked with Animal Arts Design and other nationally recognized experts to ensure the new facility incorporates the best practices for animal health, welfare, and high-volume medical care and adoptions. The 57,000-square-foot adoption center, primary care teaching hospital, and animal shelter replaced Seattle Humane's old facilities on its current site in Bellevue. It is a practical place constructed with durable materials and spaces that work for both the animals and the people who care for them. This is a place of happiness and health, without the stigma that has plagued animal shelters in the past.

Major programs and services offered to the community include the following:

**Adoption Services:** Seattle Humane accepts cats and dogs from the public and transfers from municipal shelters, as well as a variety of small animals, including rabbits, hamsters, and rodents, and keeps them available for adoption, providing medical care and training as needed. Adoptable companion animals are provided to the general public for a fee and provided to senior citizens and disabled individuals at discounted fees or at no charge. Seattle Humane neither euthanizes animals for lack of space nor places time limits on animals available for adoption. For each of the years ended March 31, 2018 and 2017, the placement rate was 98.7%.

**Spay and Neuter Clinic:** Seattle Humane operates a spay/neuter clinic for low-income pet owners and offers microchipping services. Spay or neuter surgery is performed on every dog or cat prior to adoption.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

**Education Programs and Other Services:** Seattle Humane is the cornerstone of nurturing successful relationships between people and pets. Workshops focus on strengthening companionship, such as Introducing Babies and Pets, or animal behavior topics. Seattle Humane's dog training classes enhance companionship by not only training animals for better dispositions, but also improving their socialization skills. Other programs and services include:

§ *Veterinary Student Training Programs:* Seattle Humane and Washington State University's College of Veterinary Medicine have formed a formal Strategic Alliance for on-site training of fourth-year veterinary students. Formal two-week elective rotations began in May 2013. The alliance between our two leading organizations is already having dramatic results. Veterinary students are currently doing rotations at Seattle Humane, with 61 students cycling through in fiscal year 2017/18. Many of these students, after working at Seattle Humane, will make careers out of shelter medicine or volunteer for their local shelter.

WSU is in the top tier of veterinary medicine programs nationwide. It graduates over 100 students each year, and is a leader in discovering new ways to improve the lives of both people and animals. Innovative education programs in professionalism, ethics, leadership and medical communications prepare entry-level veterinarians who are best able to serve society.

§ *Community Outreach Programs:* Seattle Humane provides a variety of services and programs for the community.

§ *Pet Loss Support Group:* Because the death of your animal friend can be one of the most difficult experiences you face, Seattle Humane offers a free Pet Loss Support Group with trained facilitators.

§ *Pet Food Bank:* Seattle Humane provides pet food to pets of low-income senior citizens.

§ *Pet Project:* Seattle Humane provides pet food, litter, grooming services, and facilitates veterinary care to pets of low-income individuals disabled by AIDS and those undergoing treatment for cancer.

§ *Adventure Camp for Kids:* Seattle Humane offers summer sessions for school-age children to have fun while learning about animals.

§ *Humane Teen Club:* The Humane Teen Club (HTC) provides volunteer opportunities for young people and exposes them to the benefits of animal companionship. This program is for 13-15 year olds. The HTC focuses on the importance of animal companionship and welfare.

§ *Visiting Pets Program:* Seattle Humane volunteers, with their dogs, cats and even birds and a bunny, visit facilities for seniors, adults and children with disabilities, and people recovering from chemical dependency. This program enriches the physical and psychological well-being of the people we visit and promotes the human-animal bond.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Basis of presentation

In accordance with financial accounting standards, Seattle Humane 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. The net assets of Seattle Humane are classified as follows:

Unrestricted net assets are available without restriction for support of Seattle Humane's mission.

Temporarily restricted net assets are restricted by the donors to be used for certain purposes or future periods. Temporarily restricted net assets are available as follows:

	<u>2018</u>	<u>2017</u>
Capital campaign	\$ 217,398	\$ 10,917,402
Beneficial interest in trust	5,497,598	4,677,410
Community outreach programs	253,712	309,324
Unappropriated endowment earnings	498,240	426,749
Lexus Fund - Medical care for dogs	568,478	519,709
Life-Saver rescue program	47,113	-
Various projects benefiting animals	95,550	44,952
Disaster preparedness	1,698	3,048
	<u>\$ 7,179,787</u>	<u>\$ 16,898,594</u>

Permanently restricted net assets are endowment gifts given with the intent that the principal will be maintained intact in perpetuity, and the income may be used as specified by the donors.

Non-operating activities

Seattle Humane's non-operating activities include a major capital campaign, investment activities and other non-operating gains or losses.

Use of estimates

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

Cash and cash equivalents

Cash and cash equivalents consist of checking, savings, and money market accounts. Seattle Humane maintains cash deposits in bank accounts which exceed federally insured limits. Seattle Humane has not experienced any losses in these accounts, and management does not believe it is exposed to any significant credit risk.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair value measurements (See Note B)

In accordance with financial accounting standards, a three-tiered hierarchy of input levels is used for measuring fair value. Financial accounting standards defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Valuation techniques utilized to determine fair value are consistently applied. The three tiers of inputs used for fair value measurements are as follows:

Level 1: Fair values are based on quoted prices in active markets for identical assets and liabilities.

Level 2: Fair values are based on observable inputs that include: quoted market prices for similar assets or liabilities; quoted market prices that are not in an active market; or other inputs that are observable in the market and can be corroborated by observable market data for substantially the full term of the assets.

Level 3: Fair values are calculated by the use of pricing models and/or discounted cash flow methodologies, and may require significant management judgment or estimation. These methodologies may result in a significant portion of the fair value being derived from unobservable data.

Investments

Investments are carried at fair value and consist of the following at March 31, 2018:

	Ordinary Funds	Capital Campaign Funds	Endowment Funds	Total
Cash held for investment	\$ 641,402	\$ -	\$ 4,494	\$ 645,896
Equity securities	4,557,143	-	819,036	5,376,179
Corporate and government bonds	<u>3,880,769</u>	<u>-</u>	<u>326,706</u>	<u>4,207,475</u>
	<u>\$ 9,079,314</u>	<u>\$ -</u>	<u>\$ 1,150,236</u>	<u>\$ 10,229,550</u>

Investments are carried at fair value and consist of the following at March 31, 2017:

	Ordinary Funds	Capital Campaign Funds	Endowment Funds	Total
Cash held for investment	\$ 125,587	\$ 115,024	\$ 4,590	\$ 245,201
Equity securities	3,993,407	-	756,917	4,750,324
Corporate and government bonds	<u>3,508,379</u>	<u>-</u>	<u>317,238</u>	<u>3,825,617</u>
	<u>\$ 7,627,373</u>	<u>\$ 115,024</u>	<u>\$ 1,078,745</u>	<u>\$ 8,821,142</u>

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Return on investments consists of the following for the years ended March 31:

	<u>2018</u>	<u>2017</u>
Interest and dividends	\$ 217,861	\$ 370,616
Realized and unrealized gains, net	<u>522,136</u>	<u>395,499</u>
	<u>\$ 739,997</u>	<u>\$ 766,115</u>

Promises to give

Unconditional promises to give are stated at net realizable value. In accordance with financial accounting standards, unconditional promises to give are recognized as support in the period received. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

Bequests receivable

Seattle Humane has been named as beneficiary in certain bequests. Bequests that are revocable have not been reflected in the financial statements. Once recorded, bequests receivable are stated at estimated net realizable value and included in promises to give.

Receivables

Receivables are stated at net realizable value.

Inventory

Inventory is stated at the lower of cost or market under the first-in, first-out method of accounting and consists of merchandise, medical supplies, pet food, and supplies.

Property and equipment

Land, building and equipment are stated at cost. Long-lived asset purchases that exceed \$2,000 are capitalized and depreciated using the straight-line method over the estimated useful lives of the assets.

Property and equipment consisted of the following at March 31:

	Estimated <u>Useful Lives</u>	<u>2018</u>	<u>2017</u>
Land		\$ 296,524	\$ 296,524
Construction in progress		-	14,594,924
Building	5 - 35 years	25,674,415	749,634
Equipment	5 - 10 years	<u>1,754,497</u>	<u>896,434</u>
		27,725,436	16,537,516
Less accumulated depreciation		<u>(868,664)</u>	<u>(1,452,832)</u>
		<u>\$ 26,856,772</u>	<u>\$ 15,084,684</u>

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Unearned revenue

Unearned revenue represents fees received in advance of events and will be recognized when the related event occurs.

In-kind donations

In accordance with financial accounting standards, the financial statements reflect only those contributed services requiring specific expertise that Seattle Humane would otherwise need to purchase. Contributed services are recorded at rates that would have been paid for similar services if purchased. However, many individuals volunteer their time and perform a variety of tasks, such as assisting with adoptions, foster parenting, special events, and dog behavior and socialization. During the years ended March 31, 2018 and 2017, Seattle Humane received 158,601 (unaudited) and 166,997 (unaudited) volunteer hours, respectively.

For the year ended March 31, 2018, in-kind donations included donated office space of \$147,878.

Restricted and unrestricted support

Donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reported as net assets released from restrictions.

Gifts of equipment are reported as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those assets must be maintained, expirations of donor restrictions are reported when the donated or acquired long-lived assets are placed in service.

Functional allocation of expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities and functional expenses. Accordingly, certain costs have been allocated between the program and supporting services benefited. Total fundraising expenses were \$1,024,245 and \$757,507, respectively, for the years ended March 31, 2018 and 2017.

Advertising

Seattle Humane expenses the production costs of advertising as incurred. Advertising expense was \$142,898 and \$117,500, respectively, for the years ended March 31, 2018 and 2017, and is included in marketing and promotions expense.



THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE A - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Federal income taxes

The Internal Revenue Service has recognized The Humane Society for Seattle/King County as exempt from federal income taxes under provision of Section 501(a) of the Internal Revenue Code as an entity described in Section 501(c)(3) and not as a private foundation.

NOTE B - FAIR VALUE MEASUREMENTS

Fair value of assets measured on a recurring basis (at least annually) are as follows:

	Quoted Prices (Level 1)	Observable Inputs (Level 2)	Unobservable Inputs (Level 3)	Total
As of March 31, 2018				
Equity securities	\$ 5,376,179	\$ -	\$ -	\$ 5,376,179
Corporate and government bonds	<u>4,207,475</u>	-	-	<u>4,207,475</u>
Investments	9,583,654	-	-	9,583,654
Beneficial interest in trust	-	-	<u>5,497,598</u>	<u>5,497,598</u>
Total Assets Shown at Fair Value	<u>\$ 9,583,654</u>	<u>\$ -</u>	<u>\$ 5,497,598</u>	<u>\$ 15,081,252</u>
As of March 31, 2017				
Equity securities	\$ 4,750,324	\$ -	\$ -	\$ 4,750,324
Corporate and government bonds	<u>3,825,617</u>	-	-	<u>3,825,617</u>
Investments	8,575,941	-	-	8,575,941
Beneficial interest in trust	-	-	<u>4,677,410</u>	<u>4,677,410</u>
Total Assets Shown at Fair Value	<u>\$ 8,575,941</u>	<u>\$ -</u>	<u>\$ 4,677,410</u>	<u>\$ 13,253,351</u>

Assets measured at fair value on a recurring basis using significant unobservable inputs (Level 3):

Beneficial Interest in Trust	Beneficial Interest in Trust
Fair Value as of April 1, 2016	\$ -
Additions	4,500,553
Total gains included in change in net assets	<u>176,857</u>
Fair Value as of March 31, 2017	4,677,410
Additions	-
Total gains included in change in net assets	<u>820,188</u>
Fair Value as of March 31, 2018	<u>\$ 5,497,598</u>

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE B - FAIR VALUE MEASUREMENTS (Continued)

Assets and liabilities carried at fair value on a nonrecurring basis using level 2 inputs generally include donated goods, facilities, and services. Long-term promises to give are valued on a nonrecurring basis using the net present value of future cash flows discounted at a risk-free rate of return which is a level 3 input.

NOTE C - PROMISES TO GIVE

Pledges and bequests receivable at March 31, 2018 are as follows:

Receivable in less than one year	\$ 3,353,729
Receivable in one to five years	<u>603,317</u>
	3,957,046
Less: allowance for doubtful accounts	(19,908)
Less: present value discount	<u>(55,518)</u>
	<u>\$ 3,881,620</u>

Pledges receivable for capital purposes are included in long-term promises to give on the statements of financial position, as the assets are considered for long-term use. Receivables due in more than one year are recorded at the present value of estimated future cash flows using a discount rate of 2.74%.

NOTE D - REVOLVING CREDIT NOTE

In March 2016, Seattle Humane entered into a revolving credit note for construction costs. The note is collateralized by Seattle Humane's investment accounts and subject to compliance with certain financial covenants. There was a balance outstanding of \$3,200,000 at March 31, 2018. Terms of the note are as follows: reducing revolving credit note with a principal amount up to \$10,000,000, maturing in March 2022 and bearing interest at the prime rate or at 75 basis points above the LIBOR rate. Seattle Humane may convert up to \$5,000,000 of this note into a term loan maturing in March 2027.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE E - BENEFICIAL INTEREST IN TRUST

Seattle Humane has a 20 percent beneficial interest in an irrevocable trust called the Helen Mull Foundation, held by an independent trustee. During 2016, Seattle Humane was notified of Helen Mull's death, at which time Seattle Humane's interest in the trust became irrevocable. Under the terms of the agreement, the beneficiaries are to receive distributions totaling one percent of net fair market value of the Foundation's assets, valued annually on the first business day of each calendar year, over the remaining term of the trust. Seattle Humane will receive 1/5th of the remaining trust balance at the end of the designated term. The total present value of future benefits to be received is estimated to be \$5,497,598, based on the 138 year remaining life of the gift and a discount rate of 5 percent. The distributions to Seattle Humane during the years ended March 31, 2018 and 2017 were \$235,430 and \$225,028, respectively.

NOTE F - ENDOWMENT

Seattle Humane's endowment consists of four individual donor-restricted funds established for a variety of purposes. Under U.S. generally accepted accounting principles, the net assets of endowment funds, including funds designated by the Board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

Under the Uniform Prudent Management of Institutional Funds Act (UPMIFA), as in effect in the State of Washington and as interpreted by the Board of Directors, the original amount of donor-restricted contributions to the endowment plus any required accumulations are not expendable.

Accordingly, Seattle Humane classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

In accordance with UPMIFA, Seattle Humane considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of the organization and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the organization
- (7) The investment policies of the organization

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE F - ENDOWMENT (Continued)

Return Objectives and Risk Parameters

Seattle Humane has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that Seattle Humane must hold in perpetuity or for a donor-specified period(s).

Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to meet or outperform, net of fee, the total return of a predetermined blended benchmark weighted in proportion to their strategic asset allocation mixes for all rolling three-year and five-year periods. Investment earnings from Seattle Humane's endowment funds are classified as temporarily restricted net assets to be used for certain purposes or time periods, as stipulated by the donors.

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, Seattle Humane relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). Seattle Humane targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy

Distribution from the endowment funds will occur on an annual basis. The distribution amount is determined by calculating the moving average of the beginning-period market values of the endowment over the past 20 quarters, times 3.5%. This annual income distribution may be drawn from ordinary earned income, as well as appreciation, earned and unearned. If an annual distribution would result in an invasion of the original contributed principal, the annual distribution shall be reduced so as not to use principal.

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE F - ENDOWMENT (Continued)

Endowment net assets by fund type as of March 31, 2018:

	<u>Unrestricted</u>	Temporarily <u>Restricted</u>	Permanently <u>Restricted</u>	<u>Total</u>
Donor-restricted endowment funds				
General Endowment	\$ -	\$ 49,220	\$ 59,140	\$ 108,360
James A. Gilruth Endowment for the preservation and maintenance of dogs and cats	-	387,686	400,000	787,686
Leah Buhner Veterinary Care Endowment	-	25,869	91,896	117,765
Sammie's Fund Endowment	-	<u>35,465</u>	<u>100,960</u>	<u>136,425</u>
Total endowment funds	<u>\$ -</u>	<u>\$ 498,240</u>	<u>\$ 651,996</u>	<u>\$ 1,150,236</u>

Change in endowment net assets for the year ended March 31, 2018:

	<u>Unrestricted</u>	Temporarily <u>Restricted</u>	Permanently <u>Restricted</u>	<u>Total</u>
Endowments, beginning of year	\$ -	\$ 426,749	\$ 651,996	\$ 1,078,745
Investment return:				
Investment income	-	24,364	-	24,364
Net gains	-	<u>89,637</u>	-	<u>89,637</u>
Total investment return	-	114,001	-	114,001
Contributions, net	-	-	-	-
Appropriated for expenditure	-	<u>(42,510)</u>	-	<u>(42,510)</u>
Endowments, end of year	<u>\$ -</u>	<u>\$ 498,240</u>	<u>\$ 651,996</u>	<u>\$ 1,150,236</u>

Endowment net assets by fund type as of March 31, 2017:

	<u>Unrestricted</u>	Temporarily <u>Restricted</u>	Permanently <u>Restricted</u>	<u>Total</u>
Donor-restricted endowment funds				
General Endowment	\$ -	\$ 42,514	\$ 59,140	\$ 101,654
James A. Gilruth Endowment for the preservation and maintenance of dogs and cats	-	338,663	400,000	738,663
Leah Buhner Veterinary Care Endowment	-	18,550	91,896	110,446
Sammie's Fund Endowment	-	<u>27,022</u>	<u>100,960</u>	<u>127,982</u>
Total endowment funds	<u>\$ -</u>	<u>\$ 426,749</u>	<u>\$ 651,996</u>	<u>\$ 1,078,745</u>

THE HUMANE SOCIETY FOR SEATTLE/KING COUNTY

NOTES TO FINANCIAL STATEMENTS

YEARS ENDED MARCH 31, 2018 AND 2017

NOTE F - ENDOWMENT (Continued)

Change in endowment net assets for the year ended March 31, 2017:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowments, beginning of year	\$ -	\$ 350,446	\$ 651,996	\$ 1,002,442
Investment return:				
Investment income	-	20,293	-	20,293
Net gains	-	96,527	-	96,527
Total investment return	-	116,820	-	116,820
Contributions, net	-	-	-	-
Appropriated for expenditure	-	(40,517)	-	(40,517)
Endowments, end of year	<u>\$ -</u>	<u>\$ 426,749</u>	<u>\$ 651,996</u>	<u>\$ 1,078,745</u>

NOTE G - RELATED PARTIES

During the years ended March 31, 2018 and 2017, no board members directly profited from any company doing business with Seattle Humane. Several board members are employed by companies that provided goods and/or services to Seattle Humane during the course of the year. Any fees charged for goods and services provided by these companies were negotiated without the involvement of the board member and the board member did not directly benefit.

NOTE H - SUBSEQUENT EVENTS

Management has evaluated events occurring subsequent to March 31, 2018 through November 14, 2018, which is the date the financial statements were available to be issued, and has recognized in the financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at March 31, 2018, including the estimates inherent in the processing of financial statements.