

Consolidated Financial Statements and Report of Independent Certified Public Accountants
The Visiting Nurse Association of Texas

June 30, 2013



Grant Thornton

REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

Board of Directors
The Visiting Nurse Association of Texas

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We have audited the accompanying consolidated financial statements of The Visiting Nurse Association of Texas and its affiliated entity (collectively, the “Corporation”), which comprise the consolidated balance sheet as of June 30, 2013, and the related consolidated statements of operations and changes in net assets and cash flows for the year then ended and the related notes to the financial statements.

Management’s responsibility for the financial statements

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

Auditor’s responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of The Visiting Nurse Association of Texas and its affiliated entity as of June 30, 2013, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other matters**Supplementary information**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying consolidating balance sheet, consolidating statement of operations and changes in net assets, and schedule of functional expenses as of and for the year ended June 30, 2013 is presented for purposes of additional analysis, rather than to present the financial position and results of operations of the individual funds, and is not a required part of the financial statements. Such supplementary information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures. These additional procedures included comparing and reconciling the information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America established by the American Institute of Certified Public Accountants. In our opinion, the supplementary information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Report on 2012 summarized comparative information

We have previously audited the Corporation's 2012 financial statements (not presented herein), and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 31, 2012. In our opinion, the accompanying summarized comparative information as of and for the year ended June 30, 2012 is consistent, in all material respects, with the audited financial statements from which it has been derived.



Dallas, Texas
November 8, 2013

The Visiting Nurse Association of Texas

CONSOLIDATED BALANCE SHEET

Year ended June 30, 2013
(with comparative totals for 2012)

| ASSETS | <u>2013</u> | <u>2012</u> |
|---|---------------------|---------------------|
| Cash and cash equivalents | \$ 3,470,283 | \$ 2,305,900 |
| Investments, at fair value | 8,547,616 | 9,606,637 |
| Accounts receivable, net of allowance for doubtful accounts of \$596,434 and \$709,393, respectively | 2,156,181 | 3,289,591 |
| Prepaid expenses and other assets | 210,011 | 296,182 |
| Property and equipment, net | <u>7,376,741</u> | <u>7,629,184</u> |
| Total assets | <u>\$21,760,832</u> | <u>\$23,127,494</u> |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable and accrued liabilities | \$ 2,425,937 | \$ 2,220,452 |
| Accrued payroll and vacation costs | <u>517,457</u> | <u>830,370</u> |
| Total liabilities | 2,943,394 | 3,050,822 |
| Commitments and contingencies | | |
| Net assets | | |
| Unrestricted | 13,733,308 | 14,595,730 |
| Temporarily restricted | 1,615,522 | 2,012,334 |
| Permanently restricted | <u>3,468,608</u> | <u>3,468,608</u> |
| Total net assets | <u>18,817,438</u> | <u>20,076,672</u> |
| Total liabilities and net assets | <u>\$21,760,832</u> | <u>\$23,127,494</u> |

The accompanying notes are an integral part of this statement.

The Visiting Nurse Association of Texas
CONSOLIDATED STATEMENT OF OPERATIONS
AND CHANGES IN NET ASSETS

Year ended June 30, 2013
(with comparative totals for 2012)

| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Permanently Restricted</u> | <u>2013 Total</u> | <u>2012 Total</u> |
|--|---------------------|-----------------------------------|-----------------------------------|-----------------------|-----------------------|
| REVENUE, GAINS AND OTHER SUPPORT | | | | | |
| Net patient service revenue | \$19,829,712 | \$ - | \$ - | \$19,829,712 | \$23,536,209 |
| Contributions | 1,746,387 | 2,503,596 | - | 4,249,983 | 3,769,895 |
| Investment income | 225,849 | - | - | 225,849 | 213,523 |
| Miscellaneous income | 15,382 | - | - | 15,382 | 116,412 |
| Net assets released from restrictions for capital | 99,896 | - | - | 99,896 | 196,873 |
| Net assets released from restrictions for operations | <u>2,800,512</u> | <u>(2,800,512)</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Total revenue, gains and other support | 24,717,738 | (296,916) | - | 24,420,822 | 27,832,912 |
| EXPENSES AND OTHER DEDUCTIONS | | | | | |
| Personnel costs | 15,528,630 | - | - | 15,528,630 | 17,958,731 |
| Supplies | 4,289,695 | - | - | 4,289,695 | 4,382,367 |
| Other operating expenses | 5,708,328 | - | - | 5,708,328 | 6,142,128 |
| Provision for bad debts | 407,815 | - | - | 407,815 | 390,454 |
| Depreciation and amortization | <u>700,907</u> | <u>-</u> | <u>-</u> | <u>700,907</u> | <u>678,894</u> |
| Total expenses and other deductions | <u>26,635,375</u> | <u>-</u> | <u>-</u> | <u>26,635,375</u> | <u>29,552,574</u> |
| Deficiency of revenue under expenses | (1,917,637) | (296,916) | - | (2,214,553) | (1,719,662) |
| NET UNREALIZED GAINS (LOSSES) ON INVESTMENTS | 1,055,215 | - | - | 1,055,215 | (133,936) |
| NET ASSETS RELEASED FROM RESTRICTIONS FOR CAPITAL | <u>-</u> | <u>(99,896)</u> | <u>-</u> | <u>(99,896)</u> | <u>(196,873)</u> |
| Change in net assets | (862,422) | (396,812) | - | (1,259,234) | (2,050,471) |
| Net assets at beginning of year | <u>14,595,730</u> | <u>2,012,334</u> | <u>3,468,608</u> | <u>20,076,672</u> | <u>22,127,143</u> |
| Net assets at end of year | <u>\$13,733,308</u> | <u>\$ 1,615,522</u> | <u>\$3,468,608</u> | <u>\$18,817,438</u> | <u>\$20,076,672</u> |

The accompanying notes are an integral part of this statement.

The Visiting Nurse Association of Texas

CONSOLIDATED STATEMENT OF CASH FLOWS

Year ended June 30, 2013
(with comparative totals for 2012)

| | <u>2013</u> | <u>2012</u> |
|--|---------------------|---------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Change in net assets | \$(1,259,234) | \$(2,050,471) |
| Adjustments to reconcile change in net assets to net cash used in operating activities | | |
| Depreciation and amortization | 700,907 | 678,894 |
| Net unrealized (gains) losses on investments | (1,055,215) | 133,936 |
| Investment income reinvested, net | (133,403) | (163,068) |
| Provision for bad debts | 407,815 | 390,454 |
| Loss on disposal of fixed assets | 995 | 101,093 |
| Changes in operating assets and liabilities | | |
| Accounts receivable | 725,595 | (689,065) |
| Prepaid expenses and other assets | 86,171 | (31,200) |
| Accounts payable and accrued liabilities | 205,485 | (293,865) |
| Accrued payroll and vacation costs | <u>(312,913)</u> | <u>29,127</u> |
| Net cash used in operating activities | (633,797) | (1,894,165) |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchases of property and equipment | (449,459) | (455,940) |
| Purchases of investments | (152,361) | (67,927) |
| Proceeds from insurance | - | 148,349 |
| Proceeds from sales of investments | <u>2,400,000</u> | <u>-</u> |
| Net cash provided by (used in) investing activities | <u>1,798,180</u> | <u>(375,518)</u> |
| Net increase (decrease) in cash and cash equivalents | 1,164,383 | (2,269,683) |
| Cash and cash equivalents at beginning of year | <u>2,305,900</u> | <u>4,575,583</u> |
| Cash and cash equivalents at end of year | <u>\$ 3,470,283</u> | <u>\$ 2,305,900</u> |

The accompanying notes are an integral part of this statement.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2013

NOTE A - NATURE OF OPERATIONS AND PRINCIPLES OF CONSOLIDATION

Nature of Operations

The Visiting Nurse Association of Texas began operations in 1934. The Visiting Nurse Association and its affiliated entity (collectively, the "Corporation") is engaged in community health programs to provide home health, hospice, nutrition, and long-term care services for residents of Dallas and nine other Texas counties.

In January 2013, the Corporation announced its decision to close three of its programs before the end of fiscal year 2013. The Home Care program stopped accepting new patients in January and had discharged all Home Care patients through normal plans of care by the end of February 2013. The Community Based Alternatives and Primary Home Care Programs also stopped accepting new patients in January and had discharged or transferred all patients in those programs to other agencies by the end of April 2013. At June 30, 2013, the Corporation was actively engaged in providing services in its Hospice, Meals, and Private Care Programs.

Principles of Consolidation

The consolidated financial statements include accounts of The Visiting Nurse Association of Texas ("VNA") and The Visiting Nurse Association of Texas Foundation (the "Foundation"). The Foundation is a Texas membership non-profit corporation. VNA is the sole corporate member of the Foundation and thus exercises legal control over the Foundation. All significant intercompany accounts and transactions have been eliminated.

The Foundation was organized in 1978 as an independently incorporated supporting organization for VNA operating exclusively for tax-exempt charitable and educational purposes within the meaning of Internal Revenue Code ("IRC") Section 501(c)(3). Under the Foundation's Articles of Incorporation and Bylaws, VNA's Board of Directors has authority to elect the Foundation's directors. Notwithstanding this relationship, the Foundation is not required by its Articles of Incorporation or Bylaws to make annual grants or distributions to VNA. The Foundation supports and benefits VNA by, among other things, soliciting, receiving, holding, investing and managing certain gifts, grants, contributions and bequests which are intended to benefit the long term goals, purposes and objectives of VNA.

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

- Unrestricted net assets - Net assets not subject to donor-imposed stipulations.
- Temporarily restricted net assets - Net assets subject to donor-imposed stipulations that may or will be met by actions of the Corporation and/or the passage of time.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

- Permanently restricted net assets - Net assets subject to donor-imposed stipulations that will never lapse, thus require the funds to be maintained permanently by the Corporation. Generally, the donors of these assets permit the Corporation to use all or part of the income earned on related investments for general or specific purposes.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

Contributions are recognized as revenues in the period unconditional promises to give are received. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value. Contributions to be received after one year are discounted at the risk free rate. Amortization of discount is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions.

Realized and unrealized gains (losses) and income on investments of endowment funds are reported as follows:

- as increases (decreases) in permanently restricted net assets if the terms of the gifts require that they be added to the principal of a permanent endowment fund;
- as increases (decreases) in temporarily restricted net assets if the terms of the gift impose restrictions on their use or until appropriate for expenditure;
- as increases (decreases) in unrestricted net assets if the restrictions on the income are met within the same year, and in all other cases.

Deficiency of Revenue Under Expenses

The statement of operations and changes in net assets includes deficiency of revenue under expenses. Changes in unrestricted net assets, which are excluded from deficiency of revenue under expenses, consistent with industry practice, include unrealized gains and losses on investments, capital campaign contributions and contributions of long-lived assets (including assets acquired using contributions restricted by the donor for the purposes of acquiring such assets).

Net Patient Service Revenue

Net patient service revenue is accounted for in the period in which the services are rendered and is reported at the estimated net realizable amounts from patients, third-party payors and others, including estimated retroactive adjustments under reimbursements with third-party payors. Retroactive adjustments are accrued on an estimated basis in the period the related services are rendered and adjusted in future periods as final settlement is determined.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Net patient service revenue percentages before the provision for bad debt by source for the years ended June 30, 2013 and 2012 are as follows:

| | <u>June 30,</u> | |
|---------------------------|-----------------|-------------|
| | <u>2013</u> | <u>2012</u> |
| Medicare | 47% | 46% |
| Medicaid | 4% | 5% |
| Private Pay and Insurance | 10% | 8% |
| State and County | <u>39%</u> | <u>41%</u> |
| Total | 100% | 100% |

Cash Equivalents

Cash equivalents are comprised of demand deposits and short-term investments with original maturities of three months or less.

Investments

The Corporation maintains marketable alternative investments carried at their net asset values as a practical expedient for determining fair value based on information provided by external investment managers at the most recent valuation date prior to fiscal year end. The Corporation believes that the carrying value of its alternative investments is a reasonable estimate of fair value and substantiated, in part, by the related investment fund's audited financial statements as of June 30, 2013 and 2012. The net realized and unrealized gains or losses on investments are reflected in the statement of operations and changes in net assets.

Accounts Receivable

The Corporation's accounts receivables relate to patient services. Credit is extended to patients and third-party payors and collateral is not required. Accounts receivable are due at the time services are rendered and are stated at amounts due from patients and third party payors net of contractual allowances and an allowance for doubtful accounts. Accounts are generally considered past due after 60 days. The Corporation determines its allowance for doubtful accounts based on past due accounts. Significantly past due invoices are charged to the allowance for doubtful accounts and payments subsequently received on such receivables are credited to the allowance for doubtful accounts.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Property and Equipment

The Corporation follows a policy of capitalizing property and equipment expenditures in excess of \$4,999. Property and equipment, except that which is received as donations, are recorded at cost. Donated assets are recorded at fair market value as of the date of donation. Assets are depreciated using the straight-line method over periods of three to forty years. Leasehold improvements are amortized over the shorter of their useful life or related lease term.

Income Taxes

The Corporation is given an exemption from federal income taxes under Section 501(a) as an organization described in Section 501(c)(3) of the Internal Revenue Code according to Internal Revenue Service determination letters dated March 31, 1935 for VNA and November 28, 1980 for the Foundation. The Corporation is potentially subject to tax on unrelated business income under Section 511(a) of the Code; however, the Corporation had no material unrelated business income for the years ended June 30, 2013 or 2012.

The Corporation has concluded that it does not have any unrecognized tax benefits resulting from current or prior period tax positions. Accordingly, no additional disclosures have been made on the financial statements regarding uncertain tax provisions. The Corporation does not have any outstanding interest or penalties, and none have been recorded in the consolidated statement of operations and changes in net assets for the years ended June 30, 2013 and 2012.

Advertising Expenses

The Corporation expenses advertising costs as incurred. Advertising expenses were approximately \$253,000 and \$118,000 for the years ending June 30, 2013 and 2012, respectively, and are included in other operating expenses in the accompanying consolidated statement of operations and changes in net assets.

Functional Allocation of Expenses

The costs of providing the various programs and other activities of the Corporation have been summarized on a functional basis in Note M. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Indigent Care

The Corporation, at its discretion, provides care to patients who are unable to pay. Such patients are identified based on financial information obtained from the patient. Indigent care is typically provided only to the extent the Corporation has temporarily restricted net assets available for such purposes.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE B - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("US GAAP") requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Comparative Financial Statements

The consolidated financial statements include certain prior year summarized comparative information. Such information does not include sufficient detail to constitute a presentation in conformity with US GAAP. Accordingly, such information should be read in conjunction with the Corporation's financial statements as of and for the year ended June 30, 2012, from which the summarized information was derived.

Charity Care and Other Community Benefits

VNA provides services to clients who lack financial resources and are deemed to be medically or financially indigent. The direct and indirect costs of providing charity services were approximately \$2,101,000 and \$1,657,000 in 2013 and 2012, respectively. The estimated cost of charity care services was determined using the average cost of providing an instance of that service to all clients for the period, multiplied by the number of instances of charity care. Total costs associated with providing care to charity clients include only the related costs for those clients who are financially unable to pay and qualify under VNA's policies and do not otherwise qualify for reimbursement from a governmental program. In addition, VNA provides services to other indigent clients under the Medicaid program. The Medicaid program pays providers amounts that are often less than the cost of the services provided to the recipients. Funds received to subsidize charitable services for the years ended June 30, 2013 and 2012, were approximately \$2,210,000 and \$2,253,000, respectively.

Subsequent Events

Subsequent events that would impact the consolidated financial statements or related disclosures have been evaluated through November 8, 2013, which is the date the consolidated financial statements were available to be issued. There were no unrecognized subsequent events to be recorded or disclosed in these consolidated financial statements.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE C - INVESTMENTS

Investments at market value consist of the following:

| | <u>June 30,</u> | |
|---|--------------------|--------------------|
| | <u>2013</u> | <u>2012</u> |
| Marketable alternative investments | \$8,041,056 | \$9,252,438 |
| Deferred compensation account investments | <u>506,560</u> | <u>354,199</u> |
| | <u>\$8,547,616</u> | <u>\$9,606,637</u> |

The following summarizes investment return:

| | <u>Years ended June 30,</u> | |
|--|-----------------------------|---------------------|
| | <u>2013</u> | <u>2012</u> |
| Dividend and interest income | \$ 225,849 | \$ 213,523 |
| Investment income | <u>\$ 225,849</u> | <u>\$ 213,523</u> |
| Net unrealized gains (losses) on investments | <u>\$1,055,215</u> | <u>\$ (133,936)</u> |

Investment fees were approximately \$30,000 and \$32,000 for the years ended June 30, 2013 and 2012, respectively, and are included in other operating expenses in the accompanying consolidated statement of operations and changes in net assets.

NOTE D - FAIR VALUE OF FINANCIAL INSTRUMENTS

The Corporation follows guidance establishing a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy assigns the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs that cannot be validated by readily determinable market data and generally involve considerable judgment by management (Level 3). Level 2 measurements are inputs that are observable for assets or liabilities, either directly or indirectly, other than quoted prices included within Level 1.

The Corporation's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the financial instrument.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE D - FAIR VALUE OF FINANCIAL INSTRUMENTS - Continued

The schedule below classifies the Corporation's financial instruments carried at fair value based upon the three-tier hierarchy:

| | | Fair Value Measurements Using | | |
|--|--------------------|--|---|--|
| | | Quoted Prices in Active Markets For Identical Assets (Level 1) | Significant other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| <u>As of June 30, 2013</u> | <u>Total</u> | | | |
| Marketable alternative investments | \$8,041,056 | \$ - | \$8,041,056 | \$ - |
| Deferred compensation account investments | <u>506,560</u> | <u>-</u> | <u>506,560</u> | <u>-</u> |
| | <u>\$8,547,616</u> | <u>\$ -</u> | <u>\$8,547,616</u> | <u>\$ -</u> |

| | | Fair Value Measurements Using | | |
|--|--------------------|--|---|--|
| | | Quoted Prices in Active Markets For Identical Assets (Level 1) | Significant other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) |
| <u>As of June 30, 2012</u> | <u>Total</u> | | | |
| Marketable alternative investments | \$9,252,438 | \$ - | \$9,252,438 | \$ - |
| Deferred compensation account investments | <u>354,199</u> | <u>-</u> | <u>354,199</u> | <u>-</u> |
| | <u>\$9,606,637</u> | <u>\$ -</u> | <u>\$9,606,637</u> | <u>\$ -</u> |

Marketable alternative investments are comprised of multi-strategy bond funds, which invest in dollar-denominated investment grade bonds and other fixed income securities, and multi-strategy equity funds, which invest in a portfolio of common stocks, and securities convertible into common stocks. Both funds are held with the same external investment manager. The Corporation may redeem these investments once a month, with five days' notice. There were no unfunded commitments related to these investments at June 30, 2013.

Deferred compensation account investments are comprised of mutual funds, including equity funds, bond funds, and multi-strategy funds. All funds are held with the same external investment manager. These investments may be redeemed at net asset value at any time. There were no unfunded commitments related to these investments at June 30, 2013. See also Note G.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE E - ACCOUNTS RECEIVABLE

Changes in the Corporation's allowance for doubtful accounts related to accounts receivable for the year ended June 30 are as follows:

| | <u>2013</u> | <u>2012</u> |
|-------------------------|-------------------|------------------|
| Beginning balance | \$ 709,393 | \$359,016 |
| Provision for bad debts | 407,815 | 390,454 |
| Accounts written-off | <u>(520,774)</u> | <u>(40,077)</u> |
| Ending balance | <u>\$ 596,434</u> | <u>\$709,393</u> |

Over \$500,000 was written off in 2013 representing accounts receivable of three managed care providers in our discontinued Primary Home Care and Community Based Alternatives programs.

NOTE F - PROPERTY AND EQUIPMENT

A summary of property and equipment is as follows:

| | <u>June 30,</u> <u>2013</u> | <u>2012</u> |
|--|--------------------------------|---------------------|
| Buildings and improvements | \$ 6,468,023 | \$ 6,379,369 |
| Equipment, furniture and fixtures | <u>6,462,261</u> | <u>6,618,450</u> |
| | 12,930,284 | 12,997,819 |
| Less accumulated depreciation and amortization | <u>(6,194,043)</u> | <u>(6,009,135)</u> |
| | 6,736,241 | 6,988,684 |
| Land | <u>640,500</u> | <u>640,500</u> |
| Ending Balance | <u>\$ 7,376,741</u> | <u>\$ 7,629,184</u> |

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE G - DEFERRED COMPENSATION PLAN

The Corporation entered into deferred compensation agreements with executive management. The agreements provide for thirty-five percent of annual compensation to be used either as taxable compensation to pay for insurance costs or income tax payments or tax-deferred compensation invested at the discretion of the employee.

The employee can withdraw the fair market value of the investment within ninety days of termination or may elect to defer commencement of payment of the benefit to a date no later than ten years after the employee's severance from employment.

Deferred compensation balances of \$506,560 and \$354,199 were included in investments and accounts payable and accrued liabilities in the accompanying consolidated balance sheet as of June 30, 2013 and 2012, respectively.

NOTE H - ESTIMATED THIRD-PARTY PAYOR SETTLEMENTS

The Corporation has agreements with third-party payors that provide for reimbursement to the Corporation at amounts different from its established rates. Contractual adjustments under third-party reimbursement programs represent the difference between the Corporation's established rates for services and the amounts reimbursed by third-party payors.

Medicare is the Corporation's most significant third-party payor, which accounted for 47% and 46% of net patient service revenue, respectively, for the years ended June 30, 2013 and 2012.

Reimbursement from Medicare in the Corporation's Home Care Program is made under the Prospective Payment System ("PPS"). Under PPS, a fixed payment is made for each sixty-day episode of service, depending on the patient's clinical diagnosis, functional severity, and service utilization.

Hospice patient services are reimbursed based on predetermined per diem rates, which vary among the different types of hospice payors. Medicare and Medicaid establish the benchmark per diem rates.

NOTE I - STATE PROGRAM REIMBURSEMENT

The Corporation provides services to patients under several state program contracts administered by the Texas Department of Aging and Disability Services. These contracts (Meals on Wheels, Primary Home Care and others) provide for reimbursement of services based on a negotiated fee for service. Local community-raised funds must be used to fund the portion of costs that is not reimbursed through state programs for these services. All state contracts are subject to annual renewal based on a competitive bidding system. State program reimbursement represented 38% and 41% of net patient service revenue for each of the years ended June 30, 2013 and 2012, respectively.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE J - RESTRICTIONS ON NET ASSETS

Permanently restricted net assets, the income from which is restricted for the following purposes, are as follows:

| | <u>June 30,</u> | |
|------------------|--------------------|--------------------|
| | <u>2013</u> | <u>2012</u> |
| Program services | \$3,023,097 | \$3,023,097 |
| Indigent care | 144,751 | 144,751 |
| Other purposes | <u>300,760</u> | <u>300,760</u> |
| | <u>\$3,468,608</u> | <u>\$3,468,608</u> |

Temporarily restricted net assets are restricted for the following purposes:

| | <u>June 30,</u> | |
|------------------------|--------------------|--------------------|
| | <u>2013</u> | <u>2012</u> |
| Capital campaign | \$ 373,195 | \$ 473,931 |
| Property and equipment | 458,363 | 326,844 |
| Indigent care | 768,498 | 1,182,251 |
| Other purposes | <u>15,466</u> | <u>29,308</u> |
| | <u>\$1,615,522</u> | <u>\$2,012,334</u> |

NOTE K - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of events specified by the donors, were as follows:

| | <u>Years ended June 30,</u> | |
|-----------------------------------|-----------------------------|--------------------|
| | <u>2013</u> | <u>2012</u> |
| Indigent care (at billable rates) | \$2,629,321 | \$2,316,350 |
| Other operating purposes | 170,710 | 21,690 |
| Capital campaign | 99,896 | 196,873 |
| Property and Equipment | <u>481</u> | <u>-</u> |
| | <u>\$2,900,408</u> | <u>\$2,534,913</u> |

NOTE L - DONATED SERVICES

The Corporation receives donated services from volunteers who provide assistance primarily with the Meals on Wheels and Hospice programs and are not reflected in the accompanying consolidated statement of operations and changes in net assets since these services do not create or enhance financial assets or require specialized skills which would typically need to be purchased if not contributed.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE M - FUNCTIONAL ALLOCATION OF EXPENSES

The Corporation incurred expenses relating to the following functional expense categories:

| | <u>Years ended June 30,</u> | |
|------------------------|-----------------------------|---------------------|
| | <u>2013</u> | <u>2012</u> |
| Program | \$21,790,152 | \$24,405,766 |
| Fundraising | 1,076,752 | 1,255,244 |
| Management and general | <u>3,768,471</u> | <u>3,891,564</u> |
| Total expenses | <u>\$26,635,375</u> | <u>\$29,552,574</u> |

NOTE N - LEASES

Leases as Lessee

The Corporation leases equipment, various branch offices, and the administrative office under operating leases expiring through July 31, 2016. Lease expense under these leases was approximately \$895,200 and \$880,200 during the years ended June 30, 2013 and 2012, respectively, and is included in other operating expenses in the accompanying consolidated statement of operations and changes in net assets.

Future minimum rentals on noncancelable leases with initial lease terms greater than one year are as follows at June 30, 2013:

| <u>Year ending</u> <u>June 30,</u> | |
|---------------------------------------|--------------------|
| 2014 | \$ 777,045 |
| 2015 | 762,590 |
| 2016 | 738,823 |
| 2017 | 69,560 |
| 2018 | 11,928 |
| Thereafter | <u>3,976</u> |
| | <u>\$2,363,922</u> |

Leases as Lessor

The Corporation leased building space to other businesses through operating leases. Rental income under these leases was \$0 and approximately \$8,800 for the years ended June 30, 2013 and 2012, and is included in miscellaneous income in the accompanying consolidated statement of operations and changes in net assets.

The Visiting Nurse Association of Texas

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS - CONTINUED

June 30, 2013

NOTE O - EMPLOYEE BENEFIT PLANS

A 403(b) defined contribution plan covers all employees who are at least 21 years of age and have completed one year and 1,000 hours of service. The Corporation matches 50% of the participant's contribution up to a maximum of 6% of the annual compensation of the participant. The Corporation also makes a contribution to the 403(b) plan of 3% of compensation, regardless of employee participation. The Corporation's contributions to both plans for the years ended June 30, 2013 and 2012 were approximately \$336,840 and \$392,000, respectively.

NOTE P - CONCENTRATION OF CREDIT RISK

Receivables from government agencies represent approximately 65% and 71% of gross accounts receivable from program services at June 30, 2013 and 2012, respectively, and are the only concentrated group of credit risk for receivables. Management does not believe that there are any significant credit risks associated with these governmental agencies. Non-governmental receivables consist of receivables from various payors, including insurance companies and individuals involved in diverse activities, subject to differing economic conditions, and do not represent concentrated credit risks to the Corporation. Furthermore, management continually monitors and adjusts its allowance for doubtful accounts associated with these receivables to reflect them at their net realizable values.

Other financial instruments that are exposed to concentrations of credit risk consist primarily of cash and cash equivalents and investments in marketable securities. The Corporation places its cash, cash equivalents and investments with high credit quality financial institutions, which, at times, may exceed federally insured limits. The Corporation has not experienced any losses in such accounts, and management monitors the financial institutions' ongoing business and does not believe undue investment risk exists.

NOTE Q - COMMITMENTS AND CONTINGENCIES

The Corporation has been named in various lawsuits seeking both actual and punitive damages. Although the ultimate outcome of these matters is uncertain, management, based on consultation with internal and external legal counsel, is of the opinion that their resolution will not have a material adverse effect on the consolidated financial statements.

NOTE R - RELATED PARTY TRANSACTIONS

Related parties include members of the Board of Directors. Transactions with related parties consist of contributions from board members. Board members, either individually or through foundations, have contributed a total of over \$1,500,000 to the Corporation over the last four fiscal years, including approximately \$400,000 and \$290,000, respectively, in the fiscal years ended June 30, 2013 and 2012.

The Visiting Nurse Association of Texas

CONSOLIDATING BALANCE SHEET

June 30, 2013

| ASSETS | <u>VNA</u> | <u>VNA of Texas Foundation</u> | <u>Consolidated Total</u> |
|--|---------------------|------------------------------------|-------------------------------|
| Cash and cash equivalents | \$ 3,470,283 | \$ - | \$ 3,470,283 |
| Investments, at fair value | 506,560 | 8,041,056 | 8,547,616 |
| Accounts receivable | 2,156,181 | - | 2,156,181 |
| Intercompany balances | 947,688 | (947,688) | - |
| Prepaid expenses and other assets | 185,643 | 24,368 | 210,011 |
| Property and equipment, net | <u>7,376,366</u> | <u>375</u> | <u>7,376,741</u> |
| Total assets | <u>\$14,642,721</u> | <u>\$7,118,111</u> | <u>\$21,760,832</u> |
| LIABILITIES AND NET ASSETS | | | |
| Current liabilities | | | |
| Accounts payable and accrued liabilities | \$ 2,425,335 | \$ 602 | \$ 2,425,937 |
| Accrued payroll and vacation costs | <u>493,598</u> | <u>23,859</u> | <u>517,457</u> |
| Total current liabilities | 2,918,933 | 24,461 | 2,943,394 |
| Net assets | | | |
| Unrestricted | 10,833,270 | 2,900,038 | 13,733,308 |
| Temporarily restricted | 890,518 | 725,004 | 1,615,522 |
| Permanently restricted | <u>-</u> | <u>3,468,608</u> | <u>3,468,608</u> |
| Total net assets | <u>11,723,788</u> | <u>7,093,650</u> | <u>18,817,438</u> |
| Total liabilities and net assets | <u>\$14,642,721</u> | <u>\$7,118,111</u> | <u>\$21,760,832</u> |

The Visiting Nurse Association of Texas

**CONSOLIDATING STATEMENT OF OPERATIONS
AND CHANGES IN NET ASSETS**

Year ended June 30, 2013

| | <u>VNA</u> | <u>VNA of Texas Foundation</u> | <u>Consolidated Total</u> |
|--|----------------------------|------------------------------------|-------------------------------|
| REVENUE, GAINS AND OTHER SUPPORT | | | |
| Net patient service revenue | \$19,829,712 | \$ - | \$19,829,712 |
| Contributions | 4,166,926 | 83,057 | 4,249,983 |
| Investment income | - | 225,849 | 225,849 |
| Miscellaneous income | 15,382 | - | 15,382 |
| Net assets released from restriction for capital | <u>99,896</u> | <u>-</u> | <u>99,896</u> |
| Total revenue, gains and other support | 24,111,916 | 308,906 | 24,420,822 |
| EXPENSES AND OTHER DEDUCTIONS | | | |
| Personnel costs | 14,964,816 | 563,814 | 15,528,630 |
| Supplies | 4,287,007 | 2,688 | 4,289,695 |
| Other operating expenses | 5,203,578 | 504,750 | 5,708,328 |
| Provision for bad debts | 407,815 | - | 407,815 |
| Depreciation and amortization | <u>695,405</u> | <u>5,502</u> | <u>700,907</u> |
| Total expenses and other deductions | <u>25,558,621</u> | <u>1,076,754</u> | <u>26,635,375</u> |
| Deficiency of revenue under expenses | (1,446,705) | (767,848) | (2,214,553) |
| NET UNREALIZED GAINS ON INVESTMENTS | - | 1,055,215 | 1,055,215 |
| NET ASSETS RELEASED FROM RESTRICTIONS FOR CAPITAL | <u>(99,896)</u> | <u>-</u> | <u>(99,896)</u> |
| Change in net assets | (1,546,601) | 287,367 | (1,259,234) |
| Net assets at beginning of year | <u>13,270,388</u> | <u>6,806,284</u> | <u>20,076,672</u> |
| Net assets at end of year | <u>\$11,723,787</u> | <u>\$7,093,651</u> | <u>\$18,817,438</u> |

The Visiting Nurse Association of Texas
SCHEDULE OF FUNCTIONAL EXPENSES
Year ended June 30, 2013

| | <u>Home Care</u> | <u>Hospice</u> | <u>Private Duty</u> | <u>CBA</u> | <u>Eldercare</u> | <u>Primary Care</u> | <u>Meals</u> | <u>Total Program</u> | <u>Fundraising</u> | <u>Management and General</u> | <u>FY 2013 Total</u> |
|-------------------------------------|--------------------|--------------------|-------------------------|--------------------|------------------|-------------------------|--------------------|--------------------------|--------------------|-----------------------------------|--------------------------|
| Expenses | | | | | | | | | | | |
| Salaries | \$2,163,964 | \$3,559,924 | \$ 833,780 | \$ 867,066 | \$ 2,769 | \$1,076,819 | \$1,830,298 | \$10,334,620 | \$ 446,096 | \$1,953,305 | \$12,734,021 |
| Retirement plans | 52,076 | 112,536 | 3,793 | 19,023 | 103 | 13,907 | 57,927 | 259,365 | 36,541 | 233,225 | 529,131 |
| Payroll taxes | 164,990 | 230,322 | 59,236 | 87,844 | 221 | 102,512 | 137,334 | 782,459 | 31,377 | 141,409 | 955,245 |
| Worker's injury | 9,071 | 26,470 | 3,377 | 11,617 | 20 | 24,636 | 16,437 | 91,628 | 502 | 3,033 | 95,163 |
| Employee insurance benefits | <u>212,172</u> | <u>474,360</u> | <u>56,306</u> | <u>70,574</u> | <u>427</u> | <u>41,066</u> | <u>170,777</u> | <u>1,025,682</u> | <u>49,296</u> | <u>140,092</u> | <u>1,215,070</u> |
| Total personnel costs | 2,602,273 | 4,403,612 | 956,492 | 1,056,124 | 3,540 | 1,258,940 | 2,212,773 | 12,493,754 | 563,812 | 2,471,064 | 15,528,630 |
| Insurance | 31,425 | 45,079 | 9,946 | 19,050 | 35 | 38,284 | 19,906 | 163,725 | 17,972 | 51,027 | 232,724 |
| Legal & audit | - | - | - | - | - | - | - | - | - | 167,896 | 167,896 |
| Professional fees | 76,073 | 226,406 | 1,885 | 3,821 | 74 | 2,913 | 13,738 | 324,910 | 23,806 | 80,572 | 429,288 |
| Patient DME/Inpt/Resp/R&B | - | 981,698 | - | - | - | - | - | 981,698 | - | - | 981,698 |
| Patient supplies & drug | 78,368 | 416,466 | 5,044 | 4,528 | 47,230 | 1,626 | - | 553,262 | - | - | 553,262 |
| Office supplies | 7,088 | 16,910 | 1,187 | 495 | 14 | 403 | 41,449 | 67,546 | 2,687 | 24,151 | 94,384 |
| Telecommunications | 72,052 | 98,844 | 4,367 | 13,104 | 313 | 9,291 | 24,624 | 222,595 | 1,387 | 110,709 | 334,691 |
| Postage & delivery | 14,480 | 18,468 | 365 | 1,524 | 154 | 1,618 | 3,985 | 40,594 | 342,249 | 24,054 | 406,897 |
| Occupancy | 202,622 | 328,462 | 38,118 | 75,526 | 424 | 63,918 | 146,291 | 855,361 | 48,385 | 291,312 | 1,195,058 |
| Printing & copying | 29,712 | 47,767 | 7,065 | 1,439 | 62 | 1,124 | 7,654 | 94,823 | 1,621 | 50,599 | 147,043 |
| Transportation | 163,613 | 341,771 | 12,234 | 27,800 | 828 | 5,940 | 35,120 | 587,306 | 1,440 | 18,427 | 607,173 |
| Conferences & meetings | 10,723 | 29,581 | 2,087 | 1,871 | 233 | 1,321 | 18,100 | 63,916 | 2,180 | 14,892 | 80,988 |
| Food | - | - | - | - | - | - | 3,417,977 | 3,417,977 | - | - | 3,417,977 |
| Recruitment & advertising | 115,927 | 94,029 | 4,895 | 10,893 | 511 | 6,480 | 12,926 | 245,661 | - | 7,212 | 252,873 |
| Computer services | 104,595 | 120,576 | 6,808 | 30,281 | 271 | 26,499 | 44,127 | 333,157 | - | 181,405 | 514,562 |
| Membership dues | 6,754 | 10,178 | 379 | 946 | 44 | 563 | 2,744 | 21,608 | 6,523 | 23,210 | 51,341 |
| Equipment | 37,662 | 22,193 | 1,513 | 6,264 | 127 | 5,078 | 85,034 | 157,871 | 28,085 | 49,631 | 235,587 |
| Other expenses | <u>7,015</u> | <u>24,142</u> | <u>49</u> | <u>108,656</u> | <u>-</u> | <u>52,907</u> | <u>6,469</u> | <u>199,238</u> | <u>31,103</u> | <u>64,240</u> | <u>294,581</u> |
| Total before non-cash items | 3,560,382 | 7,226,182 | 1,052,434 | 1,362,322 | 53,860 | 1,476,905 | 6,092,917 | 20,825,002 | 1,071,250 | 3,630,401 | 25,526,653 |
| Equipment depreciation | 58,118 | 69,526 | 3,939 | 9,272 | 79 | 7,685 | 159,178 | 307,797 | 2,502 | 106,096 | 416,395 |
| Leasehold improvements amortization | - | - | - | - | - | - | 199,638 | 199,638 | - | - | 199,638 |
| Amortization | 17,043 | 19,990 | 1,173 | 2,805 | 20 | 2,349 | 6,520 | 49,900 | 3,000 | 31,974 | 84,874 |
| Provision for bad debts | <u>114,597</u> | <u>(32,045)</u> | <u>29,323</u> | <u>72,998</u> | <u>-</u> | <u>126,145</u> | <u>96,797</u> | <u>407,815</u> | <u>-</u> | <u>-</u> | <u>407,815</u> |
| Total non-cash items | <u>189,758</u> | <u>57,471</u> | <u>34,435</u> | <u>85,075</u> | <u>99</u> | <u>136,179</u> | <u>462,133</u> | <u>965,150</u> | <u>5,502</u> | <u>138,070</u> | <u>1,108,722</u> |
| Total expenses | <u>\$3,750,140</u> | <u>\$7,283,653</u> | <u>\$1,086,869</u> | <u>\$1,447,397</u> | <u>\$53,959</u> | <u>\$1,613,084</u> | <u>\$6,555,050</u> | <u>\$21,790,152</u> | <u>\$1,076,752</u> | <u>\$3,768,471</u> | <u>\$26,635,375</u> |