Consolidated Financial Statements and Schedules

December 31, 2019 and 2018

(With Independent Auditors' Report Thereon)



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INDEPENDENT AUDITORS' REPORT

The Board of Directors of Cumberland Heights Foundation, Inc.:

We have audited the accompanying consolidated financial statements of Cumberland Heights Foundation, Inc. and Affiliate, which comprise the consolidated statements of financial position as of December 31, 2019 and 2018, and the related consolidated statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

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

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

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 Cumberland Heights Foundation, Inc. and Affiliate as of December 31, 2019 and 2018, 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.

Report on Supplementary Information

Our audits were made for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The consolidating information is presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position and statements of activities and changes in net assets of the individual entities and is not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

LBMC,PC

Brentwood, Tennessee May 19, 2020

Consolidated Statements of Financial Position

December 31, 2019 and 2018

<u>Assets</u>

		<u>2019</u>		<u>2018</u>	
Current assets:					
Cash and cash equivalents	\$	8,397,518	\$	13,372,594	
Accounts receivable		4,566,941		4,827,834	
Contributions receivable		477,770		275,589	
Other current assets		647,662		600,138	
Short-term investments				2,332,746	
Total current assets		14,089,891		21,408,901	
Property and equipment, net		29,440,102		22,793,338	
Contributions receivable, excluding current portion		825,261		832,266	
Investments	_	4,827,604		4,076,175	
	\$	49,182,858	\$	49,110,680	
<u>Liabilities and Net Assets</u>					
Current liabilities:					
Current installments of long-term debt	\$	1,566,750	\$	2,566,750	
Accounts payable		235,698		834,268	
Accrued expenses		1,819,721		1,563,083	
Total current liabilities		3,622,169		4,964,101	
Long-term debt, excluding current installments	_	2,388,896		3,955,646	
Total liabilities	_	6,011,065	_	8,919,747	
Net assets:					
Without donor restrictions		39,171,578		35,964,446	
With donor restrictions	_	4,000,215		4,226,487	
Total net assets	_	43,171,793		40,190,933	
	\$	49,182,858	\$ <u></u>	49,110,680	

Consolidated Statements of Activities and Changes in Net Assets

Years ended December 31, 2019 and 2018

		<u> 2019</u>		<u>2018</u>
Changes in net assets without donor restrictions:				
Revenue:				
Patient service revenue, net	\$	32,043,655	\$	32,637,830
Contributions		213,885		225,199
Investment income (loss)		155,865		(38,680)
Other	_	830,476		900,795
Total revenue		33,243,881		33,725,144
Satisfaction of restrictions	_	2,809,589		2,520,462
Total revenue without donor restrictions	_	36,053,470	_	36,245,606
Expenses:				
Program services:				
Clinical services		17,727,081		18,005,998
Ancillary services	_	5,848,139		5,805,618
Total program services		23,575,220		23,811,616
Supporting services:				
Administrative and fiscal		6,176,216		5,788,901
Marketing and public relations	_	3,094,902	_	2,630,887
Total supporting services	_	9,271,118	_	8,419,788
Total expenses	_	32,846,338	_	32,231,404
Increase in net assets without donor restrictions	_	3,207,132	_	4,014,202
Changes in net assets with donor restrictions:				
Contributions		2,049,556		3,259,907
Investment income (loss)		533,761		(159,319)
Net assets released from restrictions	_	(2,809,589)		(2,520,462)
Increase (decrease) in net assets with donor restrictions	_	(226,272)		580,126
Increase in net assets		2,980,860		4,594,328
Net assets at beginning of year	_	40,190,933		35,596,605
Net assets at end of year	\$_	43,171,793	\$	40,190,933

Consolidated Statements of Cash Flows

Years ended December 31, 2019 and 2018

		<u>2019</u>		<u>2018</u>
Cash flows from operating activities:				
Increase in net assets	\$	2,980,860	\$	4,594,328
Adjustments to reconcile change in net assets to net cash provided	·	, ,	•	, ,
by operating activities:				
Depreciation and amortization		1,510,061		1,461,527
Provision for doubtful accounts		-		1,201,740
Provision for uncollectible pledges		3,765		(15,715)
(Gain) loss on sale of property and equipment		(7,666)		18,138
Net (gain) loss on investments		(619,200)		257,776
(Increase) in operating assets:				
Accounts receivable		260,893		(1,351,249)
Contributions receivable		(198,941)		(911,028)
Other current assets		(47,524)		(279,740)
Increase (decrease) in operating liabilities:				
Accounts payable		(598,570)		503,560
Accrued expenses		256,638		263,607
Total adjustments		<u>559,456</u>		<u> 1,148,616</u>
Net cash provided by operating activities		3,540,316		5,742,944
Cash flows from investing activities:				
Proceeds from disposal of property and equipment		10,000		7,700
Purchases of property and equipment		(8,159,159)		(3,956,786)
Proceeds from sale of investments		2,482,646		57,458
Purchases of investments		(282,129)		(2,589,533 ₎
Net cash used by investing activities		(5,948,642)		(6,481,161)
Cash flows from financing activities:				
Repayments on long-term debt		(2,566,750)		(1,991,752)
Proceeds from long-term debt				6,000,000
Net cash provided (used) by financing activities		(2,566,750)		4,008,248
Increase (decrease) in cash and cash equivalents		(4,975,076)		3,270,031
Cash and cash equivalents at beginning of year		13,372,594		10,102,563
Cash and cash equivalents at end of year	\$	8,397,518	\$ <u> </u>	13,372,594
Supplemental disclosure of cash flow information:				
Cash paid during the year for:				
Interest	\$	148,783	\$	192,244

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(1) Nature of operations

Cumberland Heights Foundation, Inc. (the "Foundation") is a charitable organization that maintains and operates treatment centers for the rehabilitation of persons addicted to the use of alcohol and/or drugs. Cumberland Heights Professional Associates, Inc. (the "Affiliate") is a separate organization that was formed to provide medical and outpatient services to the patients of the Foundation. Due to the Foundation's economic interest in Cumberland Heights Professional Associates, Inc. and since the Foundation and the Affiliate share a common Board of Directors, the Affiliate has been included in the consolidated financial statements of the Foundation.

(2) Summary of significant accounting policies

The consolidated financial statements of the Foundation and Affiliate are presented on the accrual basis. The significant accounting policies followed are described below.

(a) Recently adopted accounting pronouncement

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-09, Revenue from Contracts with Customers ("ASC 606"). This guidance eliminates the transaction and industry-specific revenue recognition guidance under current generally accepted accounting principles ("GAAP") and replaces it with a principles-based approach. The core principle of the guidance in ASC 606 is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

ASC 606 requires companies to exercise more judgment and recognize revenue using a five step process. The five step model defined by ASC 606 requires the Foundation to: (i) identify the contract(s) with a customer, (ii) identify the performance obligations in the contract, (iii) determine the transaction price, (iv) allocate the transaction price to the performance obligations in the contract, and (v) recognize revenue when (or as) the entity satisfies a performance obligation. ASC 606 additionally enhances the required disclosures surrounding the nature, amount, timing and uncertainty of revenue and the associated cash flows arising from contracts with customers, significant judgments and changes in judgments and assets recognized from the costs to obtain or fulfill a contract.

The Foundation adopted this guidance on January 1, 2019, using the modified retrospective method. There was no cumulative effect adjustment to the opening balance of net assets as of January 1, 2019, as the adoption did not result in a material change to the Foundation's revenue recognition. Prior periods have not been adjusted and are presented in accordance with ASC Topic 605, *Revenue Recognition* ("ASC 605").

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

As a result of certain changes required by ASC 606, what was previously classified as the provision for doubtful accounts in the consolidated statement of activities and changes in net assets is now reflected as implicit price concessions (as defined in ASC 606) and therefore is included as a reduction to patient service revenue in 2019 instead of included within clinical services on the consolidated statement of activities and changes in net assets. For changes in credit issues not assessed at the date of service, the Foundation prospectively recognizes those amounts in clinical services on the statement of activities and changes in net assets. Additionally, upon adoption of ASC 606 the allowance for doubtful accounts of approximately \$934,000 as of January 1, 2019 was reclassified as a component of accounts receivable. On the consolidated statement of cash flows for the year ended December 31, 2019, the provision for doubtful accounts is now included as a component of accounts receivable as it is now considered an implicit price concession.

(b) Principles of consolidation

These consolidated financial statements include the accounts of the Foundation and its Affiliate (collectively, the "Organizations"). All significant intercompany accounts and transactions have been eliminated.

(c) 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 of the Foundation and Affiliate and changes therein are classified and reported as follows:

<u>Without donor restrictions</u> - Net assets without donor restrictions are free of donor-imposed restrictions. All revenues, gains, and losses that are not restricted by donors are included in this classification. All expenditures are reported in the without donor restrictions class of net assets, including expenditures funded by restricted contributions. Expenditures funded by restricted contributions are reported in the without donor restrictions net asset class because the use of restricted contributions in accordance with donor's stipulations results in the release of such restrictions.

<u>With donor restrictions</u> - Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Foundation and Affiliate and/or the passage of time. Net assets with donor restrictions are designated by donors for specific purposes, and include unconditional pledges, interests in trusts held by others, and accumulated appreciation on donor-restricted endowments. Some net assets with donor restrictions are required by donors to be held in perpetuity. The donors of substantially all net assets to be held in perpetuity permit the Foundation to use distributions from the related investments as needed in the year of receipt.

All contributions are considered to be available for use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as donor restricted support.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(d) Cash and cash equivalents

Cash and cash equivalents include cash and all highly liquid investments with a maturity of three months or less when purchased.

(e) Short-term investments

During 2018, the Foundation invested in debt securities, which typically mature in one year or less. These securities were held to maturity and valued at market, which approximates fair value. At December 31, 2018 the Foundation held short-term investments with an aggregate fair value of \$2,332,746 which were board-designated for the construction of the ARCH Academy (see Note 9). The Foundation did not have any short-term investments at December 31, 2019.

(f) Receivables and credit policies

The Foundation and Affiliate report accounts receivable for services rendered at net realizable amounts. The Foundation and Affiliate manage receivables by regularly reviewing its accounts and contracts and by providing appropriate implicit price concessions (formerly known as allowance for doubtful accounts). These implicit price concessions are determined using patient trends and historical collections data.

Prior to the adoption of ASC 606, the Foundation's allowance policy was recorded using historic write-off percentages. The allowance for doubtful accounts that would have been reported under ASC 605 amounted to \$758,069 at December 31, 2019. These amounts are now considered implicit price concessions under ASC 606 and included as a component of net accounts receivable.

(g) Investments

Investments in marketable equity securities with readily determinable fair values and all investments in debt securities are shown at their fair values in the consolidated statements of financial position. Investment income shown in the consolidated statements of activities and changes in net assets includes interest, dividends, and realized and unrealized gains and losses, net of investment expenses. Investment income is reported in the period earned as an increase in net assets without donor restrictions unless the use of the assets received is limited by donor-imposed restrictions. Investment income that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restrictions are met or expire in the year in which the income is recognized. Other donor-restricted investment income is reported as an increase in donor restricted net assets, depending on the nature of the restrictions. Interest and dividend income for donor restricted net assets held in perpetuity are reported as an increase in net assets without donor restrictions. Unrealized gains and losses on net assets with donor restrictions held in perpetuity are reported as increases or decreases in donor restricted net assets, based on the donor's explicit instructions.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(h) Property and equipment

Property and equipment are stated at cost. Donated property and equipment are recorded at their estimated market value at the date of the gift. Depreciation and amortization are provided over the assets' estimated useful lives using the straight-line method as follows:

	<u>Years</u>
Transportation equipment	5
Furniture and fixtures	3 - 5
Machinery and equipment	3 - 5
Buildings and improvements	3 - 30

Expenditures for maintenance and repairs are expensed when incurred. Expenditures for renewals or betterments are capitalized. When property is retired or sold, the cost and the related accumulated depreciation or amortization are removed from the accounts, and the resulting gain or loss is recorded as a change in net assets.

(i) Income taxes

The Foundation and Affiliate are exempt from federal and state income taxes under the provisions of Internal Revenue Code Section 501(c)(3), and, accordingly, no provision for income taxes is included in the consolidated financial statements.

Under GAAP, a tax position is recognized as a benefit only if it is "more likely than not" that the tax position would be sustained in a tax examination, with a tax examination being presumed to occur. The amount recognized is the largest amount of tax benefit that is greater than 50% likely of being realized on examination. For tax positions not meeting the "more likely than not" test, no tax benefit is recorded. The Foundation and Affiliate had no material uncertain tax positions that qualify for recognition or disclosure in the consolidated financial statements.

As of December 31, 2019 and 2018, the Organizations have no accrued interest or penalties related to uncertain tax positions. It is their policy to recognize interest and/or penalties related to income tax matters in income tax expense.

The Foundation and Affiliate file separate U.S. Federal information tax returns.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(j) Revenue recognition

Effective January 1, 2019, the Foundation adopted ASC 606. Under ASC 606, a contract with a customer (or patient) is an agreement which both parties have approved (whether explicitly or implicitly), that creates enforceable rights and obligations, has commercial substance, where payment terms are identified and collectibility is probable. Once the Foundation has entered into a contract, it is evaluated to identify performance obligations. The Foundation recognizes revenue in the period in which it satisfies the performance obligations under the contract by transferring the promised services to patients in an amount that reflects the consideration the Foundation expects to receive in exchange for providing patient care.

Net patient service revenue is recognized at the estimated net realizable amounts from patients, third-party payors, and others for services rendered, including estimated retroactive adjustments under reimbursement agreements with third-party payors. Retroactive adjustments are made on an estimated basis in the period the related services are rendered and adjusted in future periods, as final settlements are determined.

The Foundation has a Patient Assistance Fund that provides treatment scholarships for persons who have not had a previous treatment experience, who demonstrate a high level of motivation, and who have no financial resources. The Foundation also provides for indigent patients under certain circumstances. Revenue is not recognized in the consolidated financial statements for charity care. Direct and indirect costs of charity care which are based on the ratio of total costs to total gross charges were approximately \$503,000 and \$676,000 in 2019 and 2018, respectively.

(k) <u>Contributions</u>

Gifts of cash and other assets are reported as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities and changes in net assets as net assets released from restriction.

If a restriction is fulfilled in the same accounting period in which the contribution is received, the contribution is reported as increases in net assets without donor restrictions.

(I) Advertising and promotion costs

Advertising and promotion costs are expensed as incurred and amounted to \$600,697 and \$482,609 during 2019 and 2018, respectively.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(m) Long-lived assets

The carrying values of long-lived assets are reviewed whenever events or circumstances indicate that the carrying amount of an asset may not be recoverable. If this review indicates that the asset will not be recoverable, as determined based on the undiscounted cash flows of the operating entity or asset over the remaining amortization period, the carrying value of the asset will be reduced to its fair value.

(n) Fundraising costs

For the years ended December 31, 2019 and 2018, expenses totaling \$401,348 and \$343,684, respectively, were associated with fundraising and are classified in the consolidated statements of activities and changes in net assets under marketing and public relations.

(o) Reclassifications

Certain reclassifications have been made to the 2018 consolidated financial statements in order for them to conform to the 2019 presentation. These reclassifications had no effect on net assets or changes in net assets as previously reported.

(p) Events occurring after reporting date

The Organizations have evaluated events and transactions that occurred between December 31, 2019 and May 19, 2020 which is the date that the consolidated financial statements were available to be issued, for possible recognition or disclosure in the consolidated financial statements.

(3) Credit risk and other concentrations

The Foundation generally maintains cash and cash equivalents on deposit at banks in excess of federally insured amounts. All cash and cash equivalents balances in excess of FDIC insurance are secured under repurchase agreements or other deposit arrangements. The Foundation has not experienced any losses in such accounts and management believes the Foundation is not exposed to any significant credit risk related to cash and cash equivalents.

The Foundation utilizes various investment instruments. Investment securities, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the consolidated statements of financial position.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

The Foundation provides rehabilitation treatment for individuals with alcohol and other chemical dependencies under various payor programs. Accordingly, the concentration of accounts receivable and revenue as of and for the years ended December 31, 2019 and 2018, is summarized as follows:

	<u>2019</u>		<u>20</u> :	<u>18</u>
	Accounts <u>Receivable</u>	Revenue	Accounts <u>Receivable</u>	<u>Revenue</u>
Blue Cross/Magellan	22 %	40 %	35 %	39 %
Other private insurance	43	46	37	48
Individuals	<u>35</u>	<u>14</u>	<u>28</u>	<u>13</u>
	<u>100</u> %	<u>100</u> %	<u>100</u> %	<u>100</u> %

(4) Assets and liabilities measured at fair value

FASB Accounting Standards Codification ("ASC") 820, Fair Value Measurements and Disclosures, provides the framework for measuring fair value. That framework 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). The three levels of the fair value hierarchy are described below:

Level 1 - Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Foundation's management has the ability to access.

Level 2 - Inputs to the valuation methodology include:

- 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 to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

The following is a description of the valuation methodologies used for asset measurement at fair value. There have been no changes in the methodologies used at December 31, 2019 and 2018.

- (i) Mutual funds: Valued at the net asset value of shares held by the Foundation at year end based on quoted prices in an active market.
- (ii) Equity securities: Valued at the closing price reported on the active market on which the individual securities are traded.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Foundation's management believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following table sets forth by level, within the fair value hierarchy, the Foundation's assets at fair value as of December 31, 2019 and 2018:

					2019			
		<u>Level 1</u>		Level 2		Level 3		<u>Total</u>
Cash held in interest program	\$	125,376	\$	-	\$	-	\$	125,376
Mutual funds		1,723,650		-		-		1,723,650
Equity securities		2,435,327		-		-		2,435,327
Beneficial interest in								
perpetual trust	_	<u>543,251</u>	_	-	_	-	_	<u>543,251</u>
Total	\$_	4,827,604	\$_	-	\$_		\$_	4,827,604
					2018			
		<u>Level 1</u>		Level 2		Level 3		<u>Total</u>
Cash held in interest program	\$	130,073	\$	-	\$	-	\$	130,073
Mutual funds		1,502,595		-		-		1,502,595
Equity securities		1,951,208		-		-		1,951,208
Beneficial interest in								
perpetual trust	_	492,299	_	-	. <u>-</u>	-	_	492,299
Total	\$ <u>_</u>	4,076,175	\$_		\$		\$_	4,076,175

The beneficial interest in perpetual trust consists primarily of mutual funds and equity securities.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(5) Contributions receivable

The Foundation solicits pledges of support from board members and others for contributions to be used for specific purposes. The pledges are discounted when recorded to reflect the present value of expected future collections due after one year. Contributions receivable are reported as net assets with donor restrictions in the accompanying consolidated financial statements and are scheduled to be received as follows:

	<u>2019</u>		<u>2018</u>
Receivable in less than one year	\$ 483,820	\$	277,874
Receivable in one to five years	 <u>931,574</u>	_	914,850
	1,415,394		1,192,724
Less allowance for uncollectible pledges	(6,050)		(2,285)
Less discount	 <u>(106,313</u>)	_	<u>(82,584</u>)
	\$ 1,303,031	\$_	1,107,855

(6) Investments

A summary of the fair value of investments with and without donor restrictions as of December 31, 2019 and 2018 is as follows:

		<u>2019</u>		<u>2018</u>
Cash held in interest program	\$	125,376	\$	130,073
Mutual funds		1,723,650		1,502,595
Equity securities	_	2,435,327	_	1,951,208
	\$	4,284,353	\$	3,583,876

(7) Beneficial interest in perpetual trust

The Foundation is the beneficiary of a trust created by a donor, the assets of which are not in the possession of the Foundation. The Foundation has legally enforceable rights and claims to such income therefrom and receives annual cash distributions from the trust. Net realized and unrealized gains or losses related to the beneficial interest are reported as changes in net assets with donor restrictions based on the explicit donor stipulation. The fair value of the beneficial interest was \$543,251 and \$492,299 at December 31, 2019 and 2018, respectively, and is included in donor restricted net assets in the accompanying consolidated financial statements.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(8) <u>Investment income</u>

The following schedule summarizes the investment income (loss) in the consolidated statements of activities for 2019 and 2018:

	<u>2019</u>	<u>2018</u>
Interest and dividend income Net gain on investments Fees paid	\$ 124,758 619,200 (54,332)	\$ 110,745 (257,776) (50,968)
	\$ 689,626	\$ (197,999)

(9) Property and equipment

A summary of property and equipment as of December 31, 2019 and 2018 is as follows:

	<u>2019</u>	<u>2018</u>
Land	\$ 1,150,857	\$ 1,150,857
Buildings and improvements	32,420,059	30,731,954
Machinery and equipment	1,843,789	1,743,537
Transportation equipment	308,943	297,741
Furniture and fixtures	1,279,700	1,078,230
Construction in progress	<u>9,152,263</u>	3,209,081
	46,155,611	38,211,400
Accumulated depreciation and amortization	(16,715,509	<u>(15,418,062</u>)
	\$ <u>29,440,102</u>	\$ <u>22,793,338</u>

Depreciation and amortization expense amounted to approximately \$1,510,000 and \$1,462,000 for the years ended December 31, 2019 and 2018, respectively.

Construction in progress primarily consists of amounts incurred relating to the ARCH Academy project. At December 31, 2019, the estimated cost to complete all projects was approximately \$229,000.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(10) Liquidity and availability

The Foundation regularly monitors liquidity required to meet its operating needs and other commitments, while also striving to maximize the investment of its available funds. As part of the Foundations's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities and other obligations come due.

Financial assets available for general expenditures within one year of the statement of financial position as of December 31, 2019 are as follows:

Cash and cash equivalents	\$	8,397,518
Patient accounts receivable	_	4,566,941
	Ś	12,964,459

None of the above assets are subject to donor or other restrictions. The Foundation also has a \$950,000 line of credit that could be utilized (see Note 11).

(11) Line of credit

At December 31, 2019, and 2018, the Foundation had a \$950,000 revolving line of credit, payable on demand, which matures August 12, 2021. There were no borrowings on the line at December 31, 2019 and 2018. Borrowings under the line bear interest, payable monthly, at an annual interest rate equal to the one-month LIBOR plus 1.50 percentage points over the index. The line of credit is secured by accounts receivable.

The line of credit agreement is cross-collateralized with the related long-term debt (see Note 12). The security agreements with the bank contain certain financial covenants, including requirements for the maintenance of specified current ratios, minimum levels of debt service coverage and minimum earnings before interest, depreciation and amortization ("EBIDA").

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(12) Long-term debt

A summary of long-term debt as of December 31, 2019 and 2018 is as follows:

	<u>2019</u>	<u>2018</u>
Note payable to bank due in monthly installments of \$83,333 plus interest at a fixed rate of 3.17% per annum through March 21, 2023, with a required lump-sum payment of \$1,000,000 in March 2019 (see below).	\$ 3,250,000	\$ 5,250,000
Note payable to bank due in monthly installments of \$16,667 plus interest at a fixed rate of 2.75% per annum through August 1, 2020.	316,063	607,813
Note payable to bank due in monthly installments of \$22,917 plus interest at a fixed rate of 2.90% per annum through April 1, 2021.	 389,583	 664,58 <u>3</u>
Total	3,955,646	6,522,396
Less current installments	 1,566,750	 2,566,750
Long-term debt, excluding current installments	\$ 2,388,896	\$ 3,955,646

A summary of future maturities of long-term debt as of December 31, 2019 is as follows:

<u>Year</u>	<u>Amount</u>	
2020	\$ 1,566,75	0
2021	1,138,89	6
2022	1,000,00	0
2023	250,00	0
	\$ 3,955,64	6

In March 2018, the Foundation entered into a note payable to a bank in connection with \$6,000,000 Series 2018 Revenue Bonds issued by the Industrial Development Board of Cheatham County for the purpose of constructing a recovery treatment and rehabilitation center in Pegram, Tennessee. The notes payable to the banks are secured by a first mortgage of the Foundation's property, a negative pledge and the Foundation's equipment, respectively. Certain loan agreements also require maintenance of certain covenants (see Note 11).

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(13) Net assets

As of December 31, 2019 and 2018, the Board of Directors had designated \$1,095,610 and \$908,610, respectively, of net assets without donor restrictions as a general endowment fund to support the mission of the Organizations. Since that amount resulted from an internal designation and is not donor-restricted, it is classified and reported as net assets without donor restrictions.

Net assets with donor restrictions as of December 31, 2019 and 2018 are available for the following purposes:

	<u>2019</u>		<u>2018</u>
Patient assistance (including endowment net assets of \$3,188,742 and \$2,675,266 at			
December 31, 2019 and 2018, respectively)	\$ 3,456,964	\$	2,984,364
ARCH Academy	 	_	749,824
	\$ 3,456,964	\$	3,734,188

Some net assets with donor restrictions are held in perpetuity with the unrealized gain (loss) reflected as net assets with donor restrictions and the income from assets expendable to support certain programs. A summary of the net assets with donor restrictions for which the related income is expendable as of December 31, 2019 and 2018 is as follows:

	<u>2019</u>	<u>2018</u>		
Olcott Foundation	\$ 543,251	\$ 492,299		

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(14) Natural classification of expenses

A summary of the natural classification of expenses for the years ended December 31, 2019 and 2018 is as follows:

	_					2019				
		Clinical Services		Ancillary Services		ministrative and fiscal		arketing and blic relations		<u>Total</u>
Salaries and temporary										
labor	\$	14,015,547	\$	3,185,335	\$	2,738,892	\$	1,502,463	\$	21,442,237
Contract services		453,407		641,767		242,591		91,367		1,429,132
Depreciation and										
amortization		826,527		261,483		283,669		138,382		1,510,061
Interest		81,436		25,763		27,949		13,635		148,783
General insurance		15,110		-		623,693		-		638,803
Utilities		221,996		14,775		476,575		19,373		732,719
Food service		-		958,404		-		-		958,404
Supplies		483,448		234,134		20,817		5,283		743,682
Rent		639,483		76		3,337		-		642,896
Other	_	990,127	_	<u>526,402</u>		<u>1,758,693</u>		1,324,399	_	4,599,621
	\$_	17,727,081	\$_	5,848,139	\$_	6,176,216	\$_	3,094,902	\$_	32,846,338
	_					2018				
		Clinical		Ancillary	Δd	ministrative	M	arketing and		
		<u>Services</u>		<u>Services</u>		and fiscal		blic relations		<u>Total</u>
Salaries and temporary										
labor	\$	13,165,417	\$	3,175,675	\$	2,650,478	\$	1,253,515	\$	20,245,085
Contract services		520,484		620,452		217,729		61,757		1,420,422
Provision for doubtful										
accounts		1,201,740		-		-		-		1,201,740
Depreciation and										
amortization		815,978		263,475		262,626		119,448		1,461,527
Interest		107,331		34,657		34,544		15,712		192,244
General insurance		14,304		-		377,555		-		391,859
Utilities		207,781		16,428		706,798		16,517		947,524
Food service		-		977,606		-		-		977,606
Supplies		468,703		242,020		16,844		3,242		730,809
Rent		583,576		416		2,466		-		586,458
Other	_	920,684	_	474,889	_	1,519,861	_	<u>1,160,696</u>	-	4,076,130
	\$_	18,005,998	\$ <u>_</u>	5,805,618	\$	5,788,901	\$_	2,630,887	\$_	32,231,404

(15) Profit-sharing plan

Eligible employees of the Foundation may participate in the Cumberland Heights 401(k) Retirement Plan (the "Plan"). Employees are generally eligible after they reach age 20 1/2 and are employed for three months. The Foundation matches salary deferral contributions equal to 100% of salary contributions up to 5% of compensation. The Foundation made contributions of \$456,568 and \$407,337 to the Plan in 2019 and 2018, respectively.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

(16) Lease commitments

The Foundation leases office space and various office equipment under operating leases. Rent expense under these leases amounted to \$642,896 and \$586,458 in 2019 and 2018, respectively.

A summary of approximate future minimum payments under these leases as of December 31, 2019 is as follows:

<u>Year</u>	<u>Amount</u>
2020	\$ 513,000
2021	365,000
2022	278,000
2023	187,000
2024	141,000
2025 and later years	 106,000
	\$ 1,590,000

(17) Endowment

<u>Overview</u>: The Foundation's endowment funds consist of funds that hold investments in securities traded on the public market. The endowments include certain net assets with donor restrictions. As required by GAAP, net assets associated with these endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The primary objective of the Foundation's endowment funds is the preservation of capital. Secondly, the endowment funds should provide reasonable growth of principal within the unfolding market environment, as well as an adequate level of income to supplement the financial needs of the Foundation. The monies of the endowment funds are to be invested in a portfolio that is comprised of equity securities (50-70%), fixed income securities (30-50%) and cash reserves (0-10%).

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

Composition of and changes in endowment net assets by type of fund as of December 31, 2019 and is as follows:

	With Donor Restrictions											
		Without Donor Restrictions		Purpose Restrictions		erpetual in <u>Nature</u>		Total Net ndowment <u>Assets</u>				
Donor-restricted endowment funds Board-designated endowment	\$	-	\$	3,188,742	\$	543,251	\$	3,731,993				
funds	_	1,095,611	_					1,095,611				
Total funds	\$_	1,095,611	\$_	3,188,742	\$	543,251	\$_	4,827,604				
Endowment net assets,												
beginning of year	\$	908,610	\$	2,675,266	\$	492,299	\$	4,076,175				
Contributions		56,715		165,981		-		222,696				
Amounts appropriated for		(25 570)		(00.167)		(26.147)		(160 903)				
expenditure		(25,579)		(99,167)		(36,147)		(160,893)				
Gain on investment, net	_	<u> 155,865</u>	_	446,662		<u>87,099</u>	_	<u>689,626</u>				
Endowment net assets,												
end of year	\$_	1,095,611	\$_	3,188,742	\$_	<u>543,251</u>	\$_	4,827,604				

Composition of and changes in endowment net assets by type of fund as of December 31, 2018 and is as follows:

	With Donor Restrictions										
				Total Net							
	_	nout Donor		Purpose	Pe	erpetual in	E	ndowment			
	Re	<u>strictions</u>	R	<u>lestrictions</u>		<u>Nature</u>		<u>Assets</u>			
Donor-restricted endowment											
funds	\$	-	\$	2,675,266	\$	492,299	\$	3,167,565			
Board-designated endowment		000 640						000 640			
funds		908,610	_		_		_	908,610			
Total funds	\$	908,610	\$_	2,675,266	\$	492,299	\$_	4,076,175			
Endowment net assets,											
beginning of year	\$	882,178	\$	2,690,183	\$	562,261	\$	4,134,622			
Contributions		90,451		166,336		-		256,787			
Amounts appropriated for											
expenditure		(25,339)		(62,018)		(29,878)		(117,235)			
Gain on investment, net		(38,680)	_	(119,235)		(40,084)	_	(197,999)			
Endowment net assets,											
end of year	\$	908,610	\$_	2,675,266	\$_	492,299	\$_	4,076,175			

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

The endowment funds are primarily invested in equity and fixed income securities. As determined by the restrictions imposed by the donors and the guidelines established by the endowment committee, the donor restricted endowment funds are generally expended at a rate between 3% and 5% of the calendar year end principal balance.

Return Objectives and Risk Parameters: The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Endowment assets include assets of donor-restricted funds that the Foundation must hold in perpetuity. Under this policy, the endowment assets are invested in a manner that is intended to produce a moderate return while assuming a moderate level of investment risk.

Strategies Employed for Achieving Objectives: To satisfy its long-term rate-of-return objectives, the Foundation 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). The Foundation 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.

<u>Funds with Deficiencies</u>: From time to time, the fair value of assets associated with the individual donor-restricted endowment funds may fall below the level that the donor requires the Foundation to retain as a fund of perpetual duration. Cumulative deficiencies of this nature that are in excess of related net assets with donor restrictions are reported in net assets without donor restrictions. As of December 31, 2019 there was no deficiency. As of December 31, 2018 there was a deficiency of \$48,803.

<u>Spending Policy and How the Investment Objectives Relate to Spending Policy</u>: The Foundation disburses funds as needed within the guidelines of the endowments. Disbursements to the Foundation are used to assist with its programs and services according to donor restrictions.

(18) Contingencies

Self-insurance

Effective January 1, 2018, the Foundation is self-insured for employee medical insurance. The risk of loss retained by the Foundation is limited to \$55,000 for each employee's medical claims and \$3,105,451 and \$1,674,232 for 2019 and 2018, respectively in the aggregate annually. Claims expenditures and liabilities are reported under the self-insurance plan when it is probable that a loss has occurred and the amount of the loss is reasonably estimated. Reserves related to employee medical benefits amounted to approximately \$396,000 and \$233,000 as of December 31, 2019 and 2018, respectively. The liability is included within accrued expenses on the accompanying consolidated statement of financial position.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

Health care Industry

The delivery of personal and health care services entails an inherent risk of liability. Participants in the health care services industry have become subject to an increasing number of lawsuits alleging negligence or related legal theories, many of which involve large claims and result in the incurrence of significant exposure and defense costs. The Foundation and Affiliate are insured with respect to medical malpractice risk on a claims-made basis. The Foundation and Affiliate also maintain insurance for general liability, director and officer liability and property. Certain policies are subject to deductibles. In addition to the insurance coverage provided, the Foundation and Affiliate indemnify certain officers and directors for actions taken on behalf of the Organizations. Management is not aware of any claims against the Organizations which would have a material financial impact.

The health care industry is subject to numerous laws and regulations of federal, state and local governments. These laws and regulations include, but are not necessarily limited to, matters such as licensure, accreditation, government health care program participation requirements, reimbursement for patient services, and Medicare fraud and abuse. Recently, government activity has increased with respect to investigations and/or allegations concerning possible violations of fraud and abuse statutes and/or regulations by health care providers. Violations of these laws and regulations could result in expulsion from government health care programs together with the imposition of significant fines and penalties, as well as repayments for patient services previously billed. Management continues to implement policies, procedures, and compliance overview organizational structure to enforce and monitor compliance with the Health Insurance Portability and Accountability Act of 1996 and other government statutes and regulations. The Organizations' compliance with such laws and regulations is subject to future government review and interpretations, as well as regulatory actions which are unknown or unasserted at this time. Management believes that the Organizations are in compliance with fraud and abuse statutes, as well as other applicable government laws and regulations.

Health care Reform

The health care industry in the United States is subject to fundamental changes due to ongoing health care reform efforts and related political, economic and regulatory influences. Notably, the Patient Protection and Affordable Care Act and the Health Care and Education Reconciliation Act of 2010 (collectively, the "Affordable Care Act") resulted in expanded health care coverage to millions of previously uninsured people beginning in 2014 and has resulted in significant changes to the U.S. health care system. To help fund this expansion, the Affordable Care Act outlines certain reductions in Medicare reimbursements for various health care providers as well as certain other changes to Medicare payment methodologies. This comprehensive health care legislation has resulted and will continue to result in extensive rulemaking by regulatory authorities, and also may be altered, amended, repealed, or replaced.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

It is difficult to predict the full impact of the Affordable Care Act due to the complexity of the law and implementing regulations, as well as the Organizations' inability to foresee how CMS and other participants in the health care industry will respond to the choices available to them under the law. The Organizations also cannot accurately predict whether any new or pending legislative proposals will be adopted or, if adopted, what effect, if any, these proposals would have on the Organizations' business. Similarly, while the Organizations can anticipate that some of the rulemaking that will be promulgated by regulatory authorities will affect the Organizations' business and the manner in which the Organizations are reimbursed by the federal health care programs, the Organizations cannot accurately predict today the impact of those regulations on the Organizations' business. The provisions of the legislation and other regulations implementing the provisions of the Affordable Care Act or any amended or replacement legislation may increase costs, decrease revenues, expose the Organizations to expanded liability or require the Organizations to revise the ways in which it conducts business.

Litigation

The Foundation and Affiliate are involved in various legal actions arising in the normal course of business. In the opinion of management, such matters will not have a material adverse effect on the Foundation's consolidated financial position or consolidated results of operations. As these matters develop, it is reasonably possible management's estimate of their effect could change and an accrual for additional liabilities could be required.

(19) Related party transactions

The Foundation sometimes purchases goods or services from companies or organizations that are affiliated with or owned, directly or indirectly, by members of the Board of Directors. Additionally, the Foundation receives pledges from companies or organizations that are affiliated with or owned, directly or indirectly, by members of the Board of Directors. Approximately \$395,000 and \$560,000 of related party pledges were included in contributions receivable in the accompanying consolidated statement of financial position at December 31, 2019 and 2018, respectively.

(20) Subsequent events

In April 2020, the Foundation increased its line of credit from \$950,000 to \$2,500,000. The new campus for the ARCH Academy opened in April of 2020.

Notes to the Consolidated Financial Statements

December 31, 2019 and 2018

In December 2019, a novel strain of coronavirus (COVID-19) surfaced. The uncertainties over the emergence and spread of COVID-19 around the world in the first quarter of 2020 has caused market volatility across a broad section of industries on a global scale and has caused extensive disruptions to businesses and economic activities globally that could trigger a period of global economic slowdown. Given the uncertainty around the extent and timing of the potential future spread or mitigation of the coronavirus and around the imposition or relaxation of protective measures, management cannot reasonably estimate the impact to the Foundation's future results of activities and changes in net assets, cash flows, or financial condition. The effect of this impact has not been reflected in these consolidated financial statements. In April 2020, the Foundation and Affiliate received Payroll Protection Program loans from the United States Small Business Administration for approximately \$3,970,000 and \$140,000, respectively.

Consolidating Statement of Financial Position Information

December 31, 2019

						Eliminating Entries				
<u>Assets</u>	_	Cumberland Heights Foundation, Inc.	-	Cumberland Heights Professional Associates, Inc.	- 	Debit		Credit		Consolidated
Current assets:										
Cash and cash equivalents	\$	8,361,065	\$	36,453	\$	-	\$	-	\$	8,397,518
Accounts receivable		4,377,949		188,992		-		-		4,566,941
Receivable from related party		163,218		-			(a)	163,218		-
Contributions receivable, net		477,770		-		-		-		477,770
Other current assets	_	643,186		4,476	_	-		-		647,662
Total current assets		14,023,188		229,921		-		163,218		14,089,891
Property and equipment, net		29,440,102		-		-		_		29,440,102
Contributions receivable, excluding current portior		825,261		_		-		_		825,261
Investments		4,827,604		-	_	-		-		4,827,604
	\$	49,116,155	\$	229,921	\$	-	\$	163,218	\$	49,182,858
<u>Liabilities and Net Assets</u>										
Current liabilities:										
Current installments of long term debt	\$	1,566,750	\$	-	\$	-	\$	-	\$	1,566,750
Accounts payable		221,628		177,288	(a)	163,218				235,698
Accrued expenses	_	1,728,211		91,510	_			-	_	1,819,721
Total current liabilities		3,516,589		268,798		163,218		-		3,622,169
Long-term debt, excluding current installments	_	2,388,896		-	_	-		-		2,388,896
Total liabilities	_	5,905,485		268,798	_	163,218		-		6,011,065
Net assets										
Without donor restrictions		39,210,455		(38,877)		-		-		39,171,578
With donor restrictions	_	4,000,215		-	_	-		-		4,000,215
Total net assets	_	43,210,670		(38,877)	_	-		-		43,171,793
	\$_	49,116,155	\$	229,921	\$	163,218	\$	-	\$	49,182,858

⁽a) To eliminate intercompany receivables and payables.

See independent auditors' report

Consolidating Statement of Activities and Changes in Net Assets Information

Year ended December 31, 2019

			Elimina	Eliminating Entries				
	Cumberland Heights Foundation, Inc.	Cumberland Heights Professional Associates, Inc.	Debit	Credit	Consolidated			
Changes in net assets without donor restrictions:								
Revenue:								
Patient service revenue, net \$	31,069,886 \$	973,769	\$ -	\$ - \$	32,043,655			
Contributions	213,885	-	-	-	213,885			
Investment income	155,865	-	-	-	155,865			
Other	827,551	170,925	(a) 168,000	· -	830,476			
Total revenue	32,267,187	1,144,694	168,000	-	33,243,881			
Satisfaction of restrictions	2,809,589		<u> </u>	<u> </u>	2,809,589			
Total revenue without donor restrictions	35,076,776	1,144,694	168,000	· · · <u></u>	36,053,470			
Expenses:								
Program services:								
Clinical services	16,347,290	1,379,791	-	-	17,727,081			
Ancillary services	5,837,178	10,961	-	-	5,848,139			
Total program services	22,184,468	1,390,752	_	-	23,575,220			
Supporting services:								
Administrative and fiscal	6,325,068	19,148	-	(a) 168,000	6,176,216			
Marketing and public relations	3,094,902	-	-	-	3,094,902			
Total supporting services	9,419,970	19,148	-	168,000	9,271,118			
Total expenses	31,604,438	1,409,900	<u> </u>	168,000	32,846,338			
Increase (decrease) in net assets without donor restrictions	3,472,338	(265,206)	168,000	168,000	3,207,132			
Changes in net assets with donor restrictions:								
Contributions	2,049,556	-	-	-	2,049,556			
Investment income	533,761	-	-	-	533,761			
Net assets released from restrictions	(2,809,589)	-	<u> </u>	<u> </u>	(2,809,589)			
Decrease in net assets with donor restrictions	(226,272)		-	<u> </u>	(226,272)			
Increase (decrease) in net assets	3,246,066	(265,206)	168,000	168,000	2,980,860			
Net assets at beginning of year	39,964,604	226,329	<u> </u>	<u> </u>	40,190,933			
Net assets at end of year \$	43,210,670 \$	(38,877)	\$ 168,000	\$ 168,000 \$	43,171,793			

⁽a) To eliminate intercompany administrative fee income/expense.