MULTIPLE SCLEROSIS FOUNDATION, INC. FINANCIAL STATEMENTS

Years Ended December 31, 2015 and 2014





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INDEPENDENT AUDITORS' REPORT

To the Board of Directors Multiple Sclerosis Foundation, Inc.

We have audited the accompanying financial statements of Multiple Sclerosis Foundation, Inc., which comprise the statements of financial position as of December 31, 2015 and 2014, and the related statements of activities and change in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

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

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

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



Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Multiple Sclerosis Foundation, Inc. as of December 31, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Boca Raton, Florida March 18, 2016

Maryer Hoffman McCann G.C.

STATEMENTS OF FINANCIAL POSITION

December 31, 2015 and 2014

	_	2015	2014
<u>ASSETS</u>			
Cash and cash equivalents Unconditional promises to give and other receivables Investments Prepaid expenses Property and equipment, net Other assets	\$	2,724,088 249,444 2,721,802 95,467 156,266 15,000	\$ 2,907,023 257,999 1,742,754 64,037 150,073 15,000
TOTAL ASSETS	\$	5,962,067	\$ 5,136,886
LIABILITIES AND NET A LIABILITIES Accounts payable and accrued expenses Deferred rent expense	SSE \$	186,203 91,297	\$ 189,753 94,054
TOTAL LIABILITIES		277,500	283,807
NET ASSETS Unrestricted Temporarily restricted TOTAL NET ASSETS	_	5,559,840 124,727 5,684,567	 4,736,702 116,377 4,853,079
TOTAL LIABILITIES AND NET ASSETS	\$	5,962,067	\$ 5,136,886

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS

	Unrestricted			mporarily estricted		Total
SUPPORT AND REVENUES Contributions	\$	7,317,171	\$	140,334	\$	7,457,505
Special events, net of direct benefits	Ψ	7,517,171	Ψ	140,334	Ψ	7,437,505
to donors of \$79,223		6,264		-		6,264
Other revenue		1,141,310		-		1,141,310
Investment returns		14,930		-		14,930
Net assets released from restrictions		131,984	•	(131,984)		
TOTAL SUPPORT AND REVENUES		8,611,659		8,350		8,620,009
EXPENSES						
Program services		5,523,545		-		5,523,545
Fund-raising		1,589,869		-		1,589,869
Management and general		675,107				675,107
TOTAL EXPENSES		7,788,521				7,788,521
CHANGE IN NET ASSETS		823,138		8,350		831,488
NET ASSETS, January 1, 2015		4,736,702		116,377		4,853,079
NET ASSETS, December 31, 2015	\$	5,559,840	\$	124,727	\$	5,684,567

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS

OUDDODT AND DEVENIUE	Uı	nrestricted		mporarily estricted		Total
SUPPORT AND REVENUES	\$	7 604 070	φ	110 000	ф	7 704 070
Contributions Special events, net of direct benefits	Ф	7,684,978	\$	110,000	\$	7,794,978
to donors of \$73,113		78,971		_		78,971
Other revenue		1,359,772		_ _		1,359,772
Investment returns		111,255		_		111,255
Net assets released from restrictions		181,996		(181,996)		-
TOTAL SUPPORT AND REVENUES		9,416,972		(71,996)		9,344,976
EXPENSES						
Program services		5,382,811		-		5,382,811
Fund-raising		1,634,391		-		1,634,391
Management and general		614,566		-		614,566
TOTAL EXPENSES		7,631,768		<u>-</u> _		7,631,768
CHANGE IN NET ASSETS		1,785,204		(71,996)		1,713,208
NET ASSETS, January 1, 2014		2,951,498		188,373		3,139,871
NET ASSETS, December 31, 2014	\$	4,736,702	\$	116,377	\$	4,853,079

STATEMENT OF FUNCTIONAL EXPENSES

	Support Services						
		Program	_		Ma	nagement	
		Services	_Fı	ınd-raising	an	d General	 Total
Salaries and related costs	\$	2,518,731	\$	905,380	\$	196,985	\$ 3,621,096
Grants and donations		1,075,627		-		-	1,075,627
Printing and postage		556,210		148,323		37,080	741,613
Professional services		336,923		181,420		-	518,343
Awareness and education		374,225		-		-	374,225
Professional fees		104,893		57,413		33,745	196,051
Executives' salaries and related costs		184,653		36,371		73,301	294,325
Rent		89,781		89,781		89,782	269,344
Utilities		127,118		54,400		26,929	208,447
Miscellaneous		5,171		52,768		35,067	93,006
Supplies		10,597		198		78,417	89,212
Depreciation		23,579		23,579		23,579	70,737
Equipment and furniture		44,298		15,408		4,494	64,200
Advertising		39,846		4,978		258	45,082
Building repairs and maintenance		13,427		13,427		13,426	40,280
Bank charges		-		-		41,962	41,962
Insurance		18,466		6,423		1,874	26,763
Federal and state fees		-		-		17,049	17,049
Transportation						1,159	 1,159
TOTAL EXPENSES	\$	5,523,545	\$	1,589,869	\$	675,107	\$ 7,788,521

STATEMENT OF FUNCTIONAL EXPENSES

		Support Services					
	Program			Ma	nagement		
	 Services	Fu	ınd-raising	and	d General	_	Total
Salaries and related costs	\$ 2,308,053	\$	804,128	\$	200,773	\$	3,312,954
Grants and donations	1,050,998		-		-		1,050,998
Printing and postage	511,311		170,437		35,881		717,629
Professional services	388,181		209,317		-		597,498
Awareness and education	442,999		-		-		442,999
Professional fees	169,246		123,320		35,062		327,628
Executives' salaries and related costs	162,201		35,261		84,626		282,088
Rent	86,003		86,003		86,003		258,009
Utilities	105,130		45,566		26,143		176,839
Miscellaneous	10,871		50,999		33,887		95,757
Supplies	32,531		30,536		30,527		93,594
Depreciation	23,870		23,870		23,869		71,609
Equipment and furniture	46,547		15,516		5,396		67,459
Advertising	15,984		21,650		464		38,098
Building repairs and maintenance	12,517		12,518		12,518		37,553
Bank charges	-		-		26,565		26,565
Insurance	15,669		5,222		1,817		22,708
Federal and state fees	-		-		9,979		9,979
Transportation	 700		48		1,056		1,804
TOTAL EXPENSES	\$ 5,382,811	\$	1,634,391	\$	614,566	\$	7,631,768

STATEMENTS OF CASH FLOWS

Years Ended December 31, 2015 and 2014

	2015	2014
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 831,488	\$ 1,713,208
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation	70,737	71,609
Realized and unrealized (gains) losses on investments Change in operating assets and liabilities:	27,004	(90,789)
Unconditional promises to give and other receivables	8,555	113,293
Prepaid expenses	(31,430)	(9,369)
Accounts payable and accrued expenses	(3,550)	32,817
Deferred rent expense	 (2,757)	 3,243
NET CACH ELOWO EDOM ODEDATINO ACTIVITIES	 000 047	1 004 040
NET CASH FLOWS FROM OPERATING ACTIVITIES	 900,047	 1,834,012
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment	(76,930)	(14,500)
Purchase of investments	(2,246,031)	(2,165,973)
Proceeds from sales of investments	1,239,979	 1,350,978
NET CASH FLOWS FROM INVESTING ACTIVITIES	 (1,082,982)	 (829,495)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(182,935)	1,004,517
ONOTITIES ON THE CONTRACTOR	(102,000)	1,007,017
CASH AND CASH EQUIVALENTS, January 1	 2,907,023	 1,902,506
CASH AND CASH EQUIVALENTS, December 31	\$ 2,724,088	\$ 2,907,023

NOTES TO FINANCIAL STATEMENTS

(1) Summary of significant accounting policies

Nature of operations - The Multiple Sclerosis Foundation, Inc. ("MSF") is a national nonprofit organization headquartered in Fort Lauderdale, Florida which benefits all individuals whose lives are touched by this chronic neurological disorder. Since 1986, MSF's mission has been to provide programs and support services to those persons affected by MS that help them maintain their health, safety, self-sufficiency, and personal well being and to heighten public awareness of MS in order to elicit financial support for MSF's programs and services and promote understanding for those diagnosed with the illness. MSF's programs are supported nationally, primarily by contributions from individuals and corporations.

Financial statement presentation - MSF reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

Income tax status - MSF is currently exempt from income taxes under the provisions of Internal Revenue Code Section 501(c)(3).

MSF believes it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements. Interest accrued related to material unrecognized tax benefits is recognized in interest expense and penalties in operating expenses.

MSF files tax returns in the U.S. federal jurisdiction, and various state jurisdictions. MSF is no longer subject to U.S. federal, state and local tax examinations by tax authorities for years before 2012.

Use of estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("U.S. 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 financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and cash equivalents - MSF considers all highly liquid investments, except for those held for long-term investment, with maturities of three months or less when purchased to be cash equivalents. MSF maintains cash in accounts with financial institutions that, at times, may exceed federally insured limits and has not experienced losses related to its cash in excess of federally insured limits. As of December 31, 2015 and 2014, MSF's uninsured cash balances totaled approximately \$2,500,000 and \$2,700,000, respectively.

NOTES TO FINANCIAL STATEMENTS

(1) Summary of significant accounting policies (continued)

Property and equipment - Property and equipment are recorded at cost if purchased and at their estimated fair value if donated. Property and equipment donations are reported as unrestricted support unless the donor has restricted the use of the asset for a specific purpose. Contributions of cash, other assets and unconditional promises to give that are restricted for the purpose of acquiring property and equipment are reported as restricted support. When there are no explicit donor stipulations about how long those long-lived assets must be maintained, MSF reports expirations of donor restrictions when the acquired long-lived assets are placed in service. These expirations of donor restrictions are reported as reclassifications to unrestricted net assets. MSF's policy is to capitalize all assets with a cost greater than \$2,500.

Depreciation - Depreciation is computed using accelerated methods over the following estimated useful lives:

Assets	Useful Lives
Leasehold improvements	Shorter of lease term or 39 years
Furniture and equipment	7 years
Signs	7 years
Computer hardware	5 years
Software	3 years

Fair value measurements - Assets and liabilities carried at fair value are classified and disclosed in one of the following three categories:

- Level 1 Valuations based on quoted prices in active markets for identical assets or liabilities that MSF has the ability to access.
- Level 2 Valuations based on inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 Valuations derived from inputs that are unobservable.

There are three general valuation techniques that may be used to measure fair value

- Market Approach Uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities. Prices may be indicated by pricing guides, sales transactions, market trades or other sources.
- Cost Approach Based on the amount that currently would be required to replace the service capacity of an asset (replacement cost).
- Income Approach Uses valuation techniques to convert future amounts to a single
 present amount based on current market expectations about the future amounts
 (includes present value techniques and option-pricing models). Net present value
 is an income approach where a stream of expected cash flows is discounted at an
 appropriate market interest rate.

NOTES TO FINANCIAL STATEMENTS

(1) Summary of significant accounting policies (continued)

The availability of observable inputs can vary and is affected by a wide variety of factors. To the extent that valuation is based on inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Accordingly, the degree of judgment exercised in determining fair value is greatest for instruments categorized as Level 3.

Investments - Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at December 31, 2015 and 2014.

- Common stocks and exchange traded funds: Valued at the closing price reported on the active market on which the individual securities are traded.
- Corporate bonds: Valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available on comparable securities of issuers with similar credit ratings.
- Donated securities: Valued at the closing price reported on the active market on which the individual securities are traded on the date of the gift. Donated securities are generally immediately sold.
- Real estate: Valued at the fair value as of the dates the real estate is donated. Thereafter, such real estate investments are carried at current appraised values.

Realized and unrealized gains and losses are included in investment income in the accompanying statements of activities and change in net assets, net of expenses.

Contributions and promises to give - Contributions of cash, other assets, and unconditional promises to give are recognized when received from the donor. Classification of these contributions as unrestricted, temporarily restricted or permanently restricted is based upon any donor imposed stipulations that limit the use of the donated assets. When a donor imposed restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Restricted contributions whose donor imposed stipulations are met in the same reporting period as the contribution is received are classified as unrestricted.

Unconditional promises to give are recognized at their fair value based on the present value of estimated future cash flows using a discount rate commensurate with the risks involved.

Conditional promises to give are recognized as support when the donor imposed conditions have been met. Conditional promises to give depend on the occurrence of a specified and uncertain event.

NOTES TO FINANCIAL STATEMENTS

(1) Summary of significant accounting policies (continued)

Contributions and promises to give (continued)

Cash received with donor imposed restrictions limiting its use to long-term purposes is not considered cash for purposes of the statement of cash flows.

MSF uses the allowance method to estimate uncollectible unconditional promises to give. The allowance is based on prior experience and management's analysis of specific promises made.

Contributed services - Contributed services are recognized if the services received create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. MSF regularly utilizes the services of volunteers to support its programs and administrative functions. Volunteer services are not recognized in MSF's financial statements.

Other revenue and receivables - MSF provides certain services to unrelated organizations which promote awareness of Multiple Sclerosis and provide education services to individuals touched by the disease. Revenues from these services totaled approximately \$1,100,000 and \$1,400,000 for the years ended December 31, 2015 and 2014, respectively. Accounts receivable related to these services totaled approximately \$8,300 and \$29,000 as of December 31, 2015 and 2014, respectively.

Accounts receivable are stated at unpaid balances, less an allowance for doubtful accounts. MSF provides for losses on accounts receivable using the allowance method. The allowance is based on experience and other circumstances which may affect the ability of unrelated organizations to meet their obligations. It is MSF's policy to charge off uncollectible accounts receivable when management determines the receivable will not be collected. No allowance for doubtful accounts was recognized as of December 31, 2015 and 2014.

Advertising - MSF uses advertising to promote its programs and services. Advertising costs are expensed as incurred. Advertising expense for the years ended December 31, 2015 and 2014 were \$45,082 and \$38,098, respectively.

Joint cost allocation - During 2015 and 2014, MSF incurred joint costs of \$2,491,326 and \$2,477,720, respectively, for informational materials and activities that included fund-raising appeals. MSF allocated \$871,964 and \$867,202 of these costs to fund-raising expense in 2015 and 2014, respectively, and \$1,619,362 and \$1,610,518 of these costs to program services in 2015 and 2014, respectively.

Expense allocations - Functional expenses that are not specifically attributable to program services or supporting services are allocated by management based on various allocation factors.

NOTES TO FINANCIAL STATEMENTS

(2) <u>Unconditional promises to give and other receivables</u>

Unconditional promises to give and other receivables consist primarily of amounts due from bequests, pledges and automobile donation programs. Management believes all receivables to be fully collectible and, accordingly, no allowance for doubtful accounts has been provided. All unconditional promises to give and other receivables are expected to be realized in one year or less.

(3) Bequests

MSF has received indications of gifts in the form of bequests, which are revocable during the donors' lifetime, as well as bequests from deceased donors. Due to the uncertain nature of these intentions from active donors, MSF has not recognized an asset or contribution revenue for these gifts. For several bequests from deceased donors, information is not reasonably available to estimate the amount to be received from the estates. The estimated total intentions to give aggregated approximately \$1,424,000 and \$1,818,000 at December 31, 2015 and 2014, respectively.

(4) Investments and fair value measurements

Fair values of assets measured on a recurring basis at December 31, 2015 and 2014 are as follows:

		Fair Value Measurements Using:					
December 31, 2015:	 Fair Value	N	noted Prices in Active Markets for ntical Assets (Level 1)		Significant Other Observable Inputs (Level 2)		Significant nobservable Inputs (Level 3)
Common stock Fixed income index funds Donated land and property	\$ 1,148,454 1,568,543 4,805	\$	1,148,454 1,568,543 -	\$	- - 4,805	\$	- - -
	\$ 2,721,802	\$	2,716,997	\$	4,805	\$	<u>-</u>
December 31, 2014:							
Common stock Fixed income index funds Donated land and property	\$ 739,711 998,238 4,805	\$	739,711 998,238 -	\$	- - 4,805	\$	- - -
	\$ 1,742,754	\$	1,737,949	\$	4,805	\$	

NOTES TO FINANCIAL STATEMENTS

(4) <u>Investments and fair value measurements (continued)</u>

The following schedule summarizes the investment returns in the statements of activities and change in net assets for the years ended December 31, 2015 and 2014:

	 2015	2014		
Realized and unrealized gains (losses) Interest and dividend income Investment fees	\$ (27,004) 63,994 (22,060)	\$	90,789 29,148 (8,682)	
	\$ 14,930	\$	111,255	

(5) Property and equipment

As of December 31, 2015 and 2014, property and equipment consisted of the following:

	2015			2014
Software	\$	542,674	\$	465,744
Computer hardware		170,132		170,132
Leasehold improvements		102,486		102,486
Equipment		48,574		48,574
Furniture		25,715		25,715
Signs		2,515		2,515
Total cost		892,096	'	815,166
Accumulated depreciation		735,830		665,093
	\$	156,266	\$	150,073

Depreciation expense was \$70,737 and \$71,609 for the years ended December 31, 2015 and 2014, respectively.

(6) Commitments

On April 22, 2010, MSF entered into a non-cancelable operating lease agreement for office facilities in Fort Lauderdale, Florida to provide additional space and to replace the existing leases. The lease commenced in September 2010, expires December 31, 2022, and provides for two five year renewal options at increased monthly rents. Under the terms of the lease, MSF received a four month abatement of base rents which increase beginning January 2014 through the end of the lease term. Rent expense includes base rent, which is recognized monthly on the straight-line basis over the initial term of the new lease, plus maintenance, taxes and other allocable costs. Deferred rent expense related to the new lease totaled \$91,297 and \$94,054 at December 31, 2015 and 2014, respectively.

NOTES TO FINANCIAL STATEMENTS

(6) <u>Commitments (continued)</u>

MSF also leases office equipment under non-cancelable operating leases that expire in various years through 2017.

Future minimum rentals, considering rental abatement periods, under leases with remaining non-cancelable terms in excess of one year are approximately as follows:

Years Ending December 31,	. R 	Required Rental Payments			
2016	\$	234,000	\$	236,800	
2017		198,800		207,600	
2018		189,200		198,000	
2019		189,200		204,000	
2020		189,200		204,000	
Thereafter		378,500		420,000	
	\$	1,378,900	\$	1,470,400	

Rental expense under operating leases was \$323,957 and \$312,313 for the years ended December 31, 2015 and 2014, respectively, and is included in equipment and furniture expense and rent expense in the accompanying statements of functional expenses.

(7) <u>Temporarily restricted net assets</u>

Temporarily restricted net assets as of December 31, 2015 and 2014 are available for the following purposes:

	2015	2014	
Program services in Monroe County, Florida Awareness and Education March Awareness Program Research Assistive Technology	\$ 44,473 60,000 20,254	\$ 6,377 10,000 50,000 - 50,000	
	\$ 124,727	\$ 116,377	

NOTES TO FINANCIAL STATEMENTS

(7) <u>Temporarily restricted net assets (continued)</u>

Temporarily restricted net assets as of December 31, 2015 and 2014 were released from restrictions for the following purposes:

	2015		2014	
Program services in Monroe County, Florida	\$	6,377	\$	-
Assistive Technology		50,000		-
Awareness and Education		25,607		-
March Awareness Program		50,000		50,000
Homecare Grant		-		95,000
Support Groups News Letter		-		21,996
Balance Vest Program		-		10,000
Health and Wellness Program				5,000
	\$	131,984	\$	181,996

(8) Subsequent events

MSF has evaluated subsequent events through March 18, 2016, which is the date the financial statements were available to be issued. Management is not aware of any events that have occurred subsequent to the statement of financial position date that would require adjustment to, or disclosure in, the financial statements.