

- **Consolidated Financial Statements**
- with Supplemental Information in Accordance with Governmental Auditing Standards, Uniform Guidance and Other Matters

Southeast, Inc. and Affiliates

- June 30, 2016 and 2015



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To the Board of Directors
Southeast, Inc. and Affiliates
Columbus, Ohio

Independent Auditor's Report

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Southeast, Inc. and Affiliates, which comprise the consolidated statements of financial position as of June 30, 2016 and 2015, and the related consolidated statements of activities and changes in net assets, functional expenses and cash flows for the years then ended and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits 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.

To the Board of Directors
Southeast, Inc. and Affiliates
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Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Southeast, Inc. and Affiliates as of June 30, 2016 and 2015, 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.

Other Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying supplementary information is presented for purposes of additional analysis and is not a required part of the basic consolidated financial statements of Southeast, Inc. and Affiliates. The supplementary information includes consolidating statements of financial position and activities and changes in net assets as of and for the year ended June 30, 2016. A portion of the supplementary information also includes the accompanying schedule of expenditures of federal awards and is presented for purposes of additional analysis as required by Title 2 U.S. *Code of Federal Regulations* (CFR) Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards*. Additionally, there is certain supplementary information required by the Franklin County Board of Alcohol, Drug Addiction and Mental Health Services, as well as for the Ohio Development Services Agency, that is not a required part of the basic 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 applied in the audit of the consolidated financial statements 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.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated December 8, 2016, on our consideration of Southeast, Inc. and Affiliates' internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Southeast, Inc. and Affiliates' internal control over financial reporting and compliance.

GBQ Partners LLC

Columbus, Ohio
December 8, 2016

SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Financial Position
June 30, 2016 and 2015

	ASSETS	2016	2015
Current Assets			
Cash and cash equivalents	\$ 10,333,767	\$ 6,077,738	
Investments	10,300,173	9,986,042	
Accounts receivable, net of allowance for doubtful accounts	3,225,634	4,040,590	
Inventory	201,845	397,346	
Other current assets	74,175	67,003	
Total current assets	24,135,594	20,568,719	
Note Receivable	225,000		-
Property and Equipment, net	4,995,035	5,036,743	
TOTAL ASSETS	\$ 29,355,629	\$ 25,605,462	
LIABILITIES AND NET ASSETS			
Current Liabilities			
Long-term obligations, current maturities	\$ 274,579	\$ 266,005	
Accounts payable	476,993	524,483	
Amounts held in trust	310,769	395,605	
Accrued payroll and related liabilities	2,068,766	1,883,280	
Deferred revenue	2,597,164	326,400	
Total current liabilities	5,728,271	3,395,773	
Long-Term Obligations, net of current portion	2,221,782	2,374,197	
Total liabilities	7,950,053	5,769,970	
Net Assets			
Unrestricted:			
Undesignated	19,440,248	17,924,035	
Board designated	1,865,806	1,815,721	
Total unrestricted net assets	21,306,054	19,739,756	
Temporarily restricted	99,522	95,736	
Total net assets	21,405,576	19,835,492	
TOTAL LIABILITIES AND NET ASSETS	\$ 29,355,629	\$ 25,605,462	

The accompanying notes are an integral part of the consolidated financial statements.

SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Activities and Changes in Net Assets
For the Years Ended June 30, 2016 and 2015

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	2016	2015
Changes in Unrestricted Net Assets		
Operating revenues and support:		
ADAMH purchase-of-service	\$ 8,968,839	\$ 6,521,442
ADAMH cost reimbursement	1,399,749	2,321,194
Medicaid - Franklin County	7,097,137	6,603,848
Medicaid match - Franklin County	3,825,334	3,715,030
Apothecare pharmacy	8,803,155	8,584,544
First and third party fees	268,968	216,557
Contracts	6,244,147	6,345,263
Medicaid - out of county	567,599	562,789
Medicaid match - out of county	343,182	335,661
Other operating income	463,511	491,486
In-kind donations	375,529	382,327
Forgiveness of advances from OMHAS	61,733	61,733
Release of restrictions	29,342	56,651
	38,448,225	36,198,525
Operating expenses:		
Clinical services	18,949,237	17,508,068
Housing	2,746,979	2,756,267
Vocational	3,861,505	3,494,110
Apothecare pharmacy	7,087,957	7,328,107
Prevention education	361,389	324,152
Homeless shelter programs	1,045,724	995,044
General and administrative	2,844,477	2,561,422
Loss on sale of property and equipment	18,124	68,948
	36,915,392	35,036,118
Increase in unrestricted net assets from operations	1,532,833	1,162,407
Other income (expense):		
Interest and dividend income	888,210	277,777
Unrealized and realized losses on investments	(621,942)	(116,867)
Contributions	61,773	559,305
Rental income	60,109	52,924
Rental expenses	(354,685)	(321,362)
	33,465	451,777
Increase in Unrestricted Net Assets	1,566,298	1,614,184
Changes in Temporarily Restricted Net Assets:		
Special events, net	33,128	27,025
Contributions	-	13,911
Release of restrictions	(29,342)	(56,651)
Increase (Decrease) in Temporarily Restricted Net Assets	3,786	(15,715)
Increase in Net Assets	1,570,084	1,598,469
Net Assets, Beginning of Year	19,835,492	18,237,023
Net Assets, End of Year	\$ 21,405,576	\$ 19,835,492

The accompanying notes are an integral part of the consolidated financial statements.

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SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Functional Expenses
For the Year Ended June 30, 2016

	Clinical Services	Housing	Vocational	Apothecare Pharmacy	Prevention Education	Homeless Shelter Programs
Salaries and benefits	\$ 13,868,846	\$ 1,494,104	\$ 2,988,489	\$ 693,346	\$ 348,251	\$ 502,387
Contract services	893,089	-	60,509	4,830	-	36,277
Computer expenses	226,708	43,872	51,885	27,705	-	-
Operating supplies and expenses	731,000	852,824	81,207	25,285	4,532	29,192
Office expenses	406,632	128,630	406,531	49,446	-	82,085
Cost of goods sold - pharmacy	-	-	-	6,281,986	-	-
Mileage / transportation	599,754	47,234	62,694	-	4,989	4,772
Building and grounds	1,270,805	134,924	120,574	-	3,617	85,560
Interest	68,094	1,273	33,469	-	-	-
Insurance expense	286,674	15,531	20,497	-	-	19,835
In-kind expenses	130,980	-	-	-	-	244,550
	18,482,582	2,718,392	3,825,855	7,082,598	361,389	1,004,658
Depreciation and amortization	466,655	28,587	35,650	5,359	-	41,066
Total	\$ 18,949,237	\$ 2,746,979	\$ 3,861,505	\$ 7,087,957	\$ 361,389	\$ 1,045,724

The accompanying notes are an integral part of the consolidated financial statements.

SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Functional Expenses (continued)
For the Year Ended June 30, 2016

	Total Program	General and Administrative	Total Operating Expenses	Rental Operations	Total Expenses
Salaries and benefits	\$ 19,895,423	\$ 2,122,124	\$ 22,017,547	\$ -	\$ 22,017,547
Contract services	994,705	3,597	998,302	-	998,302
Computer expenses	350,170	13,600	363,770	-	363,770
Operating supplies and expenses	1,724,040	29,497	1,753,537	-	1,753,537
Office expenses	1,073,324	427,575	1,500,899	-	1,500,899
Cost of goods sold - pharmacy	6,281,986	-	6,281,986	-	6,281,986
Mileage / transportation	719,443	51,138	770,581	-	770,581
Building and grounds	1,615,480	-	1,615,480	324,954	1,940,434
Interest	102,836	-	102,836	-	102,836
Insurance expense	342,537	196,946	539,483	29,731	569,214
In-kind expenses	375,530	-	375,530	-	375,530
	33,475,474	2,844,477	36,319,951	354,685	36,674,636
Depreciation and amortization	577,317	-	577,317	-	577,317
Total	\$ 34,052,791	\$ 2,844,477	\$ 36,897,268	\$ 354,685	\$ 37,251,953

The accompanying notes are an integral part of the consolidated financial statements.

SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Functional Expenses
For the Year Ended June 30, 2015

	Clinical Services	Housing	Vocational	Apothecare Pharmacy	Prevention Education	Homeless Shelter Programs
Salaries and benefits	\$ 12,416,942	\$ 1,337,581	\$ 2,679,606	\$ 620,023	\$ 311,461	\$ 452,638
Contract services	1,087,307	-	73,030	5,830	-	43,784
Computer expenses	181,866	35,195	41,623	22,226	-	-
Operating supplies and expenses	822,069	1,066,155	101,520	31,610	5,666	36,494
Office expenses	400,060	111,962	353,854	43,039	-	71,448
Cost of goods sold - pharmacy	-	-	-	6,599,422	-	-
Mileage / transportation	454,983	35,832	47,561	-	3,785	3,620
Building and grounds	1,138,206	120,846	107,992	-	3,240	76,632
Interest	57,766	1,080	28,392	-	-	-
Insurance expense	292,306	15,836	20,900	-	-	20,225
In-kind expenses	137,777	-	-	-	-	244,550
	16,989,282	2,724,487	3,454,478	7,322,150	324,152	949,391
Depreciation and amortization	518,786	31,780	39,632	5,957	-	45,653
Total	\$ 17,508,068	\$ 2,756,267	\$ 3,494,110	\$ 7,328,107	\$ 324,152	\$ 995,044

The accompanying notes are an integral part of the consolidated financial statements.

SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Functional Expenses (continued)
For the Year Ended June 30, 2015

	Total Program	General and Administrative	Total Operating Expenses	Rental Operations	Total Expenses
Salaries and benefits	\$ 17,818,251	\$ 1,897,304	\$ 19,715,555	\$ -	\$ 19,715,555
Contract services	1,209,951	4,341	1,214,292	-	1,214,292
Computer expenses	280,910	11,121	292,031	-	292,031
Operating supplies and expenses	2,063,514	36,876	2,100,390	-	2,100,390
Office expenses	980,363	372,171	1,352,534	-	1,352,534
Cost of goods sold - pharmacy	6,599,422	-	6,599,422	-	6,599,422
Mileage / transportation	545,781	38,794	584,575	-	584,575
Building and grounds	1,446,916	-	1,446,916	291,047	1,737,963
Interest	87,238	-	87,238	-	87,238
Insurance expense	349,267	200,815	550,082	30,315	580,397
In-kind expenses	382,327	-	382,327	-	382,327
	31,763,940	2,561,422	34,325,362	321,362	34,646,724
Depreciation and amortization	641,808	-	641,808	-	641,808
Total	\$ 32,405,748	\$ 2,561,422	\$ 34,967,170	\$ 321,362	\$ 35,288,532

The accompanying notes are an integral part of the consolidated financial statements.

SOUTHEAST, INC. AND AFFILIATES
Consolidated Statements of Cash Flows
For the Years Ended June 30, 2016 and 2015

	2016	2015
Cash Flows from Operating Activities:		
Increase in net assets	<u>\$ 1,570,084</u>	\$ 1,598,469
Adjustments to reconcile increase (decrease) in net assets to net cash and cash equivalents provided by operating activities:		
Depreciation and amortization	577,317	641,808
Unrealized and realized losses on investments	621,942	116,867
Loss on disposal of property and equipment	-	68,948
Forgiveness of advances from OMHAS	(61,733)	(61,733)
Contribution received in acquisition of COVA	-	(482,311)
(Increase) decrease in operating assets:		
Accounts receivable	814,956	(775,835)
Inventory	195,501	(117,702)
Other current assets	(7,172)	(10,316)
Increase (decrease) in operating liabilities:		
Accounts payable	(47,490)	19,000
Amounts held in trust	(84,836)	(17,926)
Accrued payroll and related liabilities	185,486	(35,219)
Deferred revenue	2,270,764	41,200
Total adjustments	<u>4,464,735</u>	<u>(613,219)</u>
Net cash and cash equivalents provided by operating activities	<u>6,034,819</u>	985,250
Cash Flows from Investing Activities:		
Proceeds from sale of investments	50	50
Purchases of investments	(936,123)	(45,863)
Purchases of property and equipment	(479,405)	(335,183)
Cash from acquisition of COVA	-	40,265
Issuance of note receivable	(225,000)	-
Net cash and cash equivalents used in investing activities	<u>(1,640,478)</u>	<u>(340,731)</u>
Cash Flows from Financing Activities:		
Principal payments on notes payable	(41,676)	(661,571)
Proceeds from issuance of notes payable	-	644,000
Principal payments on capital leases obligations	(96,636)	(72,916)
Net cash and cash equivalents used in financing activities	<u>(138,312)</u>	<u>(90,487)</u>
Net Increase in Cash and Cash Equivalents	4,256,029	554,032
Cash and Cash Equivalents - Beginning of Year	6,077,738	5,523,706
Cash and Cash Equivalents - End of Year	\$ 10,333,767	\$ 6,077,738
Supplemental Disclosure of Cash Flow Information:		
Cash paid during the year for interest	\$ 102,836	\$ 87,238
Supplemental Disclosure of Non-Cash Investing and Financing Activities:		
Acquisitions of fixed assets through financing	<u>\$ 76,701</u>	\$ 467,475
During fiscal year 2015, the Company acquired certain assets of Center of Vocational Alternatives (COVA). In conjunction with the acquisition, certain liabilities were assumed and a contribution was received as follows:		
Fair value of assets acquired	1,644,525	
Cash received	40,265	
Fair value of liabilities assumed	(1,202,479)	
Contribution received in acquisition of COVA	<u>\$ 482,311</u>	

The accompanying notes are an integral part of the consolidated financial statements.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Nature and Scope of Activities

Southeast, Inc. and Affiliates (the Organization) are non-profit Ohio corporations organized to develop and administer a comprehensive mental health and behavioral healthcare recovery service system, to provide services to homeless persons throughout Ohio, to provide housing to lower-income, mentally disabled individuals and provide vocational services to individuals overcoming mental, emotional and other challenges. Services and programming are provided primarily in Central and Eastern Ohio locations. Affiliates include Alternative Lifestyles, Inc. (ALS), which owns two facilities and provides housing for the low-income community, and Friends of the Homeless, Inc. (FOH), which operates emergency shelter and other residential facilities.

In fiscal year 2014, Southeast, Inc. (Southeast) renewed their accreditations with the Ohio Mental Health and Addiction Services Board. The accreditations are one way Southeast shows its commitment to the quality improvement of its services to the community.

Southeast also operates a pharmacy (Apothecare) located in the Southeast-owned building in Columbus, Ohio. Southeast operates Apothecare as a specialty pharmacy to serve people with cognitive and/or other mental dysfunctions.

Summary of Significant Accounting Policies

Principles of Consolidation

The consolidated statements include the financial positions and results of operations of Southeast, FOH and ALS corporations. Intercompany transactions and balances were eliminated upon consolidation.

Use of Estimates

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP) requires management to make estimates and assumptions that affect certain reported amounts of assets and liabilities, disclosures of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of support and revenue and expenses during the reporting periods. Accordingly, actual results could differ from those estimates.

Consolidated Financial Statement Presentation

The Organization reports information regarding its consolidated financial position and activities according to three classes of net assets:

- Unrestricted Net Assets – Unrestricted net assets are neither permanently nor temporarily restricted by donor-imposed restrictions and are available for use in the Organization's ongoing operations.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Summary of Significant Accounting Policies (continued)

Consolidated Financial Statement Presentation (continued)

- Temporarily Restricted Net Assets – Temporarily restricted net assets are limited as to use by donor-imposed restrictions that either expire by passage of time, the receipt of funds or can be fulfilled and removed by action of the Organization pursuant to those restrictions.
- Permanently Restricted Net Assets – Permanently restricted net assets are limited as to use by donor-imposed restrictions that generally allow only the use of investment earnings for unrestricted or restricted purposes. The principal is generally not available for use. As of June 30, 2016 and 2015, there were no permanently restricted net assets.

Cash and Cash Equivalents

For purposes of reporting cash flows, cash and cash equivalents include all cash on hand, demand deposits and highly liquid investments with original maturities of three months or less. Cash and cash equivalents also include amounts held in trust, which are described herein. Cash and cash equivalents exclude money market funds held in an investment portfolio that are reported as investments.

Investments

Investments are classified as available-for-sale and carried at their fair values. Management determines the appropriate classification of investments at the time of purchase as available-for-sale, held-to-maturity or trading. An investment is classified as available-for-sale if management does not intend to hold the investment until maturity and the investment was not purchased for the purpose of selling it in the near term. No classification changes occurred during 2016 or 2015.

Realized and unrealized gains and losses are included in the change in net assets in the accompanying consolidated statements of activities and changes in net assets.

Investments are exposed to various risks such as interest rate, market and credit risks. Accordingly, it is at least reasonably possible that changes in the values of investments may occur in the near term, which could be material.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Summary of Significant Accounting Policies (continued)

Accounts Receivable and Revenues

Exchange Transactions

The Organization's revenue is generally derived from federal, state, county and local sources. Generally, accounts receivable and revenue are recorded in the month the related services are provided at estimated realizable values. The Organization provides services to certain consumers covered by various third-party payor arrangements that provide payments at amounts different than established billing rates. Accordingly, in most cases, accounts receivable and revenue are adjusted for contractual allowances based on third-party established rates. In certain cases, accounts receivable and revenue are recorded on the basis of preliminary estimates of the amounts to be received from third-party payors. Final adjustments are made in the period such amounts are finally determined.

The Organization is in contracts with the Franklin County and the Belmont, Harrison, and Monroe Counties (BHM) Alcohol, Drug Addiction and Mental Health Services Boards (ADAMH), whereby it receives funds based on billable units of mental health, alcohol and substance abuse counseling and other related services and programs provided. The Organization also receives various block grants that are passed through these Boards. The Organization receives Medicaid funds from the Ohio Department of Job and Family Services (ODJFS) and the Ohio Department of Mental Health and Addiction Services (OMHAS, formerly known as the Ohio Department of Mental Health (ODMH)). The Organization also receives grant funding from the Ohio Development Services Agency (ODSA) used in providing services to homeless persons. Billing or requests for reimbursement are submitted generally on a monthly-basis subsequent to the month in which service was provided. Delayed collection of accounts receivable from such agencies are considered past due; however, no interest can be charged to the agencies.

Contributions

Certain other grants and donations are classified as contributions. Unconditional contributions are appropriately recognized as revenue upon notification of approval of the grant or contribution. Conditional contributions are recognized as revenue when the contingent condition is substantially eliminated.

All contributions are considered to be available for unrestricted 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 temporarily restricted or permanently restricted support. When a donor restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions. However, if a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as unrestricted.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Summary of Significant Accounting Policies (continued)

Accounts Receivable and Revenues (continued)

Allowance for Doubtful Accounts

Management determines an allowance for doubtful accounts based on historical activity with funding sources, consumers and donors, as well as current economic conditions. On a continuing basis, management analyzes delinquent receivables and once these receivables are determined to not be collectible, they are written-off.

GAAP requires healthcare entities that recognize significant amounts of patient service revenue at the time services are rendered, even though they do not assess the patient's ability to pay, to present the provision for bad debts related to those revenues as a deduction from patient service revenue (net of contractual allowances and discounts), as opposed to an operating expense.

Charity Care

Management does not provide charity care from the standpoint of not expecting any payment for services provided.

Inventory

Inventory consists of pharmaceutical medications and is recorded at the lower of cost or net realizable value using the first-in, first-out inventory accounting method.

Property and Equipment

Property and equipment are recorded at purchased cost less accumulated depreciation and amortization. Donated property and equipment are recorded at fair value at the date of donation. Depreciation and amortization are calculated using the straight-line method over the estimated useful lives of the assets with a pro-rata partial year of depreciation being recorded in the year of acquisition. The Organization does not assign time restrictions on the use of donated property and equipment unless a donor stipulates how long a contributed asset must be used for a specific purpose.

The cost of maintenance and repairs is charged to operations as incurred; significant renewals and betterments are capitalized. Upon disposal of assets, the cost and related accumulated depreciation or amortization is removed from the accounts and any gain or loss is included in income.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

Summary of Significant Accounting Policies (continued)

Property and Equipment (continued)

Depreciation and amortization are provided over the estimated useful lives of the assets as follows:

Buildings and improvements	15 – 39 years
Equipment	3 – 5 years
Furniture	5 – 7 years
Software	3 years
Vehicles	5 years
Leased office equipment	3 – 5 years
Leasehold improvements	3 years

Impairment of Assets

The carrying value of long-lived assets is reviewed for impairment whenever events or changes in circumstances indicate the amount of the assets may not be recoverable. When an indication of impairment is present and the undiscounted cash flows estimated to be generated by the related assets are less than the assets' carrying amount, an impairment loss will be recorded based on the difference between the carrying amount of the assets and their estimated fair value. Management determined that no impairment existed at June 30, 2016 or 2015.

Amounts Held in Trust

The Organization maintains three custodial bank accounts held on behalf of clients who are unable to manage their own funds. The corresponding liabilities are included in amounts held in trust and funds held are included in cash and cash equivalents on the consolidated statements of financial position.

Donated Services

Donated services are recognized as contributions only if the services create or enhance non-financial assets or require specialized skills, are performed by people with those skills and would otherwise be purchased. For the years ended June 30, 2016 and 2015, there were no donated services identified that met this criteria. The Organization generally pays for services requiring specific expertise. Many individuals volunteer their time and perform a variety of tasks that assist with the homeless shelter program fundraising events and other initiatives.

Donated Materials

The Organization receives donated food, paper goods and other supplies for use by individuals receiving services in the homeless shelter programs. The value of donated materials is estimated based on a historical cost estimate (\$6 per individual per day) multiplied by the number of individuals served during the year. The value of the donated materials is recorded as in-kind revenue and in-kind expense.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Summary of Significant Accounting Policies (continued)

Functional Expenses Allocation

Indirect expenses are generally allocated to the various program services based on full-time equivalents assigned to the programs.

Income Taxes

Each of the corporations is a separate tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code. Management represents that the Organization had no unrelated business income during the years ended June 30, 2016 and 2015. Accordingly, no provisions for federal, state or local taxes are included in the consolidated financial statements.

The Organization performs an annual assessment for any uncertainty in income tax positions, which includes an analysis of whether there are any tax positions the Organization takes with regard to unrelated business income, related deductions applied, or other activities that may jeopardize their tax exempt status and thus would meet the definition of an uncertain tax position. No tax liability accrual was recorded relating to material uncertain positions taken as management believes there are none.

Fair Value Measurements

GAAP established a fair value hierarchy that prioritizes the inputs to measure the fair value of the assets or liabilities being measured. Fair value is defined as the exchange value that would be received on the measurement date to sell an asset or to value the amount paid to transfer a liability in the principal or most advantageous market available to the entity in an orderly transaction between market participants. The three levels of the fair value hierarchy are as follows:

- Level 1 inputs are unadjusted quoted prices in active markets for identical assets or liabilities that the entity has the ability to access at the measurement date. Level 1 inputs provide the most reliable measure of fair value as of the measurement date.
- Level 2 inputs are based on significant observable inputs, including unadjusted quoted market prices for similar assets and liabilities in active markets, unadjusted quoted prices for identical or similar assets or liabilities in markets that are not active, or inputs other than quoted prices that are observable for the asset or liability.
- Level 3 are significant unobservable inputs for the asset or liability.

The level of the fair value hierarchy within which a fair value measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

Summary of Significant Accounting Policies (continued)

Change in Accounting Principle

In July 2015, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2015-11, *Simplifying the Measurement of Inventory*. ASU 2015-11 applies to all inventory that is measured using methods other than last-in, first-out or the retail inventory method, including inventory that is measured using first-in, first-out or average cost. ASU 2015-11 requires entities to measure inventory at the lower of cost and net realizable value, defined as the estimated selling prices in the ordinary course of business, less reasonably predictable costs of completion, disposal, and transportation. The guidance is effective for non-public business entities for fiscal years beginning after December 15, 2016, and interim periods with fiscal years beginning after December 15, 2017, and is required to be applied prospectively. Early adoption is permitted and the Organization adopted ASU 2015-11 for the year ended June 30, 2016. The adoption of this guidance did not have any impact on the Organization's consolidated financial statements.

Cash and Cash Equivalents

Cash and cash equivalents are held in 21 accounts with 3 different financial institutions. Balances in these accounts may periodically exceed federally insured limits.

Investments

Following is a description of the valuation methodologies used for investments measured at fair value.

Money Market Funds: Valued at the net asset value of shares held by the Organization at year-end.

Mutual Funds: Valued at the net asset value of shares held by the Organization at year-end.

Fixed Income Funds: Includes asset backed securities and corporate bonds valued based on prices provided by independent pricing services. Such prices may be determined by taking into account benchmark yields, reported trades, broker/dealer quotes, issuer spreads, two-sided markets, benchmark securities, bids, offers and reference data.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date. There have been no changes in the methodologies used at June 30, 2016 and 2015.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

Investments (continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's investments at fair value as of June 30, 2016 and 2015:

2016	Level 1	Level 2	Level 3	Total
Money Market Funds				
Mutual Funds:				
Growth funds	\$ 465,535	\$ -	\$ -	\$ 465,535
Blend funds	1,117,546	-	-	1,117,546
Value funds	811,746	-	-	811,746
Bond funds	817,660	-	-	817,660
Allocation funds	1,859,492	-	-	1,859,492
Stock funds	2,453,553	-	-	2,453,553
Emerging markets funds	370,239	-	-	370,239
	28,389	-	-	28,389
Fixed Income Funds:				
Asset backed securities	—	2,277,954	—	2,277,954
Total assets at fair value	<u>\$ 7,924,160</u>	<u>\$ 2,277,954</u>	<u>\$ —</u>	<u>\$ 10,202,114</u>

2015	Level 1	Level 2	Level 3	Total
Money Market Funds				
Mutual Funds:				
Growth funds	\$ 323,511	\$ -	\$ -	\$ 323,511
Blend funds	1,117,137	-	-	1,117,137
Value funds	797,827	-	-	797,827
Bond funds	769,762	-	-	769,762
Allocation funds	1,823,081	-	-	1,823,081
Stock funds	2,342,133	-	-	2,342,133
Emerging markets funds	383,235	-	-	383,235
	30,336	-	-	30,336
Fixed Income Funds:				
Asset backed securities	—	2,302,432	—	2,302,432
Total assets at fair value	<u>\$ 7,587,022</u>	<u>\$ 2,302,432</u>	<u>\$ —</u>	<u>\$ 9,889,454</u>

Accumulated unrealized gains on investments were approximately \$929,000 and \$1,071,000 as of June 30, 2016 and 2015, respectively.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

Investments (continued)

Money market funds are not federally insured. Certificates of deposit are federally-insured up to \$250,000 per certificate of deposit. Amounts in certificates of deposits exceeded federally insured limits as of June 30, 2016 by \$213.

Accounts Receivable

Accounts receivable consisted of the following at June 30:

	2016	2015
Franklin County ADAMH Board	\$ 570,418	\$ 1,390,643
Delaware County ADAMH Board	66,657	31,248
BHM Counties ADAMH Board	263,713	161,917
Pharmacy – multiple sources	453,362	585,120
Other grants and contracts	768,953	612,481
OMHAS out of county	1,173,047	1,373,321
ODSA	224,224	136,089
U.S. Department of Housing and Urban Development	40,717	69,518
Employees	13,788	16,609
Other	<u>31,842</u>	<u>44,731</u>
Less: allowance for uncollectible accounts	<u>(381,087)</u>	<u>(381,087)</u>
 Total	 <u>\$ 3,225,634</u>	 <u>\$ 4,040,590</u>

Note Receivable

The Organization has an unsecured convertible note receivable from an unrelated entity with interest accruing annually at 4.00%. The entity provides information technology services to the Organization. The note and unpaid accrued interest can be converted into shares of stock in the entity, pursuant to a series of triggering events. Subject to demand for payment by the majority holders of like notes, the note may be repaid in cash at the earlier of a) the maturity date, b) the time immediately prior to the occurrence of a triggering event, or c) the date upon an event of default occurs. The note matures July 31, 2020. The balance as of June 30, 2016, was \$225,000. As of June 30, 2016, management determined that the outstanding balance was collectible, and no reserve has been recorded against the outstanding balance.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

Property and Equipment

Property and equipment consisted of the following at June 30:

	2016	2015
Land	\$ 521,378	\$ 521,378
Buildings and improvements	9,286,299	8,944,153
Equipment	1,312,813	1,208,508
Furniture	181,776	181,776
Software	1,035,282	1,004,703
Vehicles	457,566	457,566
Leased office equipment	544,177	790,665
Leasehold improvements	174,753	174,753
Artwork	75,847	75,847
	<u>13,589,891</u>	13,359,349
Less: accumulated depreciation and amortization	(8,594,856)	(8,322,606)
Total	<u>\$ 4,995,035</u>	<u>\$ 5,036,743</u>

Notes Payable – Line of Credit

The Organization has a revolving line of credit agreement with a bank that provides for borrowings of up to \$3,000,000. Interest is charged on any outstanding balance at the LIBO rate (3.46% and 4.00% as of June 30, 2016 and 2015, respectively). The line of credit is secured by all assets of the Organization. The line of credit agreement matures on April 8, 2017. There was no amount outstanding as of June 30, 2016 and 2015.

Long-Term Obligations

Notes payable consisted of the following as of June 30:

	2016	2015
Mortgage note payable to a commercial bank in monthly installments of \$4,277, with total final payment of outstanding principal and accrued interest due in August 2024. The note bears interest at 4.99% and is secured by real estate owned by Southeast.	\$ 606,509	\$ 626,506
Mortgage note payable to a commercial bank in monthly installments of \$175 through April 2024. The note bears interest at 7.75% and is secured by real estate owned by FOH.	12,277	13,383

SOUTHEAST, INC. AND AFFILIATES
Notes to Consolidated Financial Statements
June 30, 2016 and 2015

Long-Term Obligations (continued)

	2016	2015
Mortgage note to the City of Columbus payable when underlying real estate is sold or transferred or when FOH stops operating as a homeless facility. The note is interest free and is secured by real estate owned by FOH.	10,000	10,000
Mortgage note to the City of Columbus payable when underlying real estate is sold or transferred or when FOH stops operating as a homeless facility. The note is interest free and is secured by real estate owned by FOH.	15,000	15,000
Mortgage note to the City of Columbus payable when underlying real estate is sold or transferred or when FOH stops operating as a homeless facility. The note is interest free and is secured by real estate owned by FOH.	10,000	10,000
Mortgage note to the City of Columbus payable when underlying real estate is sold or transferred or when FOH stops operating as a homeless facility. The note is interest free and is secured by real estate owned by FOH with a net book value of approximately \$229,000 at June 30, 2016.	136,000	136,000
Mortgage note payable to the OMHAS to be forgiven in monthly amounts through May 2026, as long as the facilities are used to provide mental health care services, pursuant to the contract. The note is interest free and is secured by real estate owned by Southeast with a net book value of approximately \$132,000 at June 30, 2016.	62,346	68,634
Mortgage note payable to the OMHAS to be forgiven in monthly amounts through April 2020, as long as the facilities are used to provide mental health care services, pursuant to the contract. The note is interest free and is secured by real estate owned by Southeast with a net book value of approximately \$149,000 at June 30, 2016.	24,626	30,984

SOUTHEAST, INC. AND AFFILIATES
Notes to Consolidated Financial Statements
June 30, 2016 and 2015

Long-Term Obligations (continued)

	2016	2015
Mortgage note payable to the OMHAS to be forgiven in monthly amounts through September 2032, as long as the facilities are used to provide mental health care services, pursuant to the contract. The note is interest free and is secured by real estate owned by Southeast with a net book value of approximately \$171,000 at June 30, 2016.	108,881	115,616
Mortgage note payable to the OMHAS to be forgiven in 480 equal monthly amounts through August 2030, as long as the facilities are used to provide mental health care services, pursuant to the contract. The note is interest free and is secured by real estate owned by Southeast with a net book value of approximately \$681,000 at June 30, 2016.	440,259	471,509
Mortgage note payable to the OMHAS to be forgiven in monthly amounts through July 2018, as long as the facilities are used to provide mental health care services, pursuant to the contract. During 2010, Southeast sold the land secured by the note, but has not yet repaid the remaining amount not forgiven as of the date of the sale. The note was interest free and was secured by real estate owned by Southeast.	63,244	63,244
Mortgage note payable to the OMHAS to be forgiven in monthly amounts through December 2040, as long as the facilities are used to provide mental health care services, pursuant to the contract. The note is interest free and is secured by real estate owned by Southeast with a net book value of approximately \$1,220,000 at June 30, 2016.	283,131	294,234

SOUTHEAST, INC. AND AFFILIATES
Notes to Consolidated Financial Statements
June 30, 2016 and 2015

Long-Term Obligations (continued)

	2016	2015
Mortgage note payable to the United States Department of Housing and Urban Development in installments of \$2,579 through March 2028. The note bears interest at 9.25% and is secured by real estate owned by ALS with a net book value of approximately \$133,000 at June 30, 2016.	221,281	231,255
Mortgage note payable to the United States Department of Housing and Urban Development in monthly installments of \$1,742 through April 2023. The note bears interest at 9.25% and is secured by real estate owned by ALS with a net book value of approximately \$108,000 at June 30, 2016.	105,562	116,161
Total	2,099,116	2,202,526
Less: current portion	(169,212)	(166,100)
Long-term portion	\$ 1,929,904	\$ 2,036,426

The aggregate maturities of long-term debt through maturity as of June 30, 2016, were as follows:

Fiscal Year Ended	
2017	\$ 169,212
2018	109,234
2019	112,767
2020	115,712
2021	114,366
Thereafter	<u>1,477,825</u>
Total notes payable future payments	<u>\$ 2,099,116</u>

The Organization leases office equipment under capital leases expiring at various times through 2020. The assets and liabilities under these capital leases are recorded at the lower of the present value of the minimum lease payments or the fair value of the asset. The assets are amortized over their estimated useful lives. Amortization of assets held under capital leases is included in depreciation and amortization expense.

SOUTHEAST, INC. AND AFFILIATES
Notes to Consolidated Financial Statements
June 30, 2016 and 2015

Long-Term Obligations (continued)

Following is a summary of office equipment held under the capital leases at June 30:

	2016	2015
Office equipment Less: accumulated amortization	\$ 544,177 <u>(168,718)</u>	\$ 790,665 <u>(364,948)</u>
Office equipment, net	<u>\$ 375,459</u>	<u>\$ 425,717</u>

Future minimum lease payments required under the lease agreements at June 30, 2016, were as follows:

Fiscal Year Ended	
2017	\$ 136,512
2018	136,512
2019	136,512
2020	<u>52,259</u>
Total minimum lease payments	461,795
Less: amount representing interest	<u>(64,550)</u>
Present value of minimum lease payments	<u>\$ 397,245</u>

At June 30, 2016, the present value of minimum lease payments due within one year is \$105,367.

Operating Lease Obligations

The Organization leases office space under operating leases expiring through 2019. Office lease expense was approximately \$25,000 and \$32,000 for the years ended June 30, 2016 and 2015, respectively.

In addition, the Organization leases four parcels of land at its 131 North High Street location. These leases have ninety-nine year lease terms and are renewable into perpetuity. Land lease expense associated with these leases was approximately \$47,000 and \$49,000 for the years ended June 30, 2016 and 2015, respectively.

The Organization leases office equipment under operating leases expiring at various times through 2018. Office equipment lease expense was approximately \$23,000 and \$20,000 for the years ended June 30, 2016 and 2015, respectively.

SOUTHEAST, INC. AND AFFILIATES
Notes to Consolidated Financial Statements
June 30, 2016 and 2015

Operating Lease Obligations (continued)

Approximate minimum future lease obligations under non-cancelable operating leases for office space, land and equipment with terms in excess of one year as of June 30, 2016, were as follows:

Fiscal Year Ended	
2017	\$ 121,000
2018	73,000
2019	57,000
2020	50,000
2021	<u>50,000</u>
Total	<u>\$ 351,000</u>

Rental Income

One of the buildings that the Organization owns is a 66,000 square foot building located at 131 North High Street in Columbus, Ohio. Southeast occupies approximately 80% of this building, and the remainder is leased to unrelated parties or is available for lease. Non-cancelable lease agreements are in place through 2019. Approximate minimum future rentals to be received are as follows:

Fiscal Year Ended	
2017	\$ 47,000
2018	48,000
2019	<u>8,000</u>
Total	<u>\$ 103,000</u>

Net Assets

Board Designated Net Assets

The Board of Directors designated certain net assets to be used for employee scholarships and risk management. The Scholarship Fund represents resources that are to be used for scholarships to employees taking accredited courses directly applicable to their professional employment or development plans at the Organization. The Risk Management Fund represents resources that are reserved to manage the risk associated with providing services funded by multiple revenue streams, which may prove to be inadequate to cover the cost associated with uncompensated care. In addition, funds are set aside to allow for successful transitions to newly mandated funding mechanisms. Board designated net assets are held primarily in investments and cash and cash equivalents.

SOUTHEAST, INC. AND AFFILIATES
Notes to Consolidated Financial Statements
June 30, 2016 and 2015

Net Assets (continued)

Activity in Board designated net assets is summarized as follows:

	Scholarship Fund	Risk Management Fund	Total Designated Net Assets
Balances - June 30, 2014	\$ 295,288	\$ 1,533,173	\$ 1,828,461
Scholarship expenditures	(12,814)	-	(12,814)
Investment income	<u>74</u>	<u>-</u>	<u>74</u>
Balances - June 30, 2015	282,548	1,533,173	1,815,721
Board designation	50,000	-	50,000
Investment income	<u>85</u>	<u>-</u>	<u>85</u>
Balances - June 30, 2016	<u>\$ 332,633</u>	<u>\$ 1,533,173</u>	<u>\$ 1,865,806</u>

Temporarily Restricted Net Assets

Temporarily restricted net assets are held primarily in cash and cash equivalents to be used to support the Fresh A.I.R. Gallery.

Retirement Plan

The Organization has a 401(k) defined contribution retirement plan for substantially all employees. The Organization contributes a safe harbor matching contribution equal to 100% up to the first 3%, and 50% of the next 2% of compensation contributed by the employee. The Organization may also make additional discretionary contributions. Retirement plan expenses included in the consolidated statements of activities were approximately \$262,000 and \$214,000 for the years ended June 30, 2016 and 2015, respectively.

Southeast has a 457(b) top hat plan to provide deferred compensation payments for a select group within management. Southeast did not make any contributions to this Plan for the years ended June 30, 2016 and 2015.

FOH maintained a 401(k) defined contribution retirement plan which allowed full-time employees that had one year of service and who were at least 21 years old to participate. Due to the acquisition of FOH by Southeast, all FOH employees became Southeast employees, effectively freezing the Plan. Management is assessing the possibility of terminating the Plan.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Governmental Funding

Medicaid Reimbursement

The Organization is required to file an annual cost report with ADAMH that documents actual costs of services rendered on a per-unit cost basis.

Management estimates that there are no material amounts due for any other open cost report periods. The actual amount of the liability may change upon finalization of the cost reports.

The Organization is also subject to annual Medicaid compliance audits by ODJFS and OMHAS. These audits consist of reviewing claim files for documentation sufficiency. Any findings may result in amounts due to the program. No such compliance audits were conducted during 2016. As of June 30, 2016 and 2015, management estimated that no amounts were due to the Medicaid program relating to any open compliance audit periods.

Laws and Regulations

Laws and regulations governing the Medicaid, Medicare and other governmental funding programs are complex and subject to interpretation. The Organization believes that it is in compliance with all applicable laws and regulations and is not aware of any pending or threatened investigations involving allegations of potential wrongdoing which have not been accrued. During 2014, the Organization discovered past billings for services without required individual service plans (ISPs). Upon discovery, the Organization commenced discussions with the State regarding self-disclosure of the issue and potential penalties and fines to be paid by the Organization. Based on meetings with the State and advice by legal counsel, the Organization has accrued approximately \$273,000 in current liabilities, which is the amount management believes represents the balance owed to the State for failure to maintain adequate client records. While no such regulatory inquiries have been made, compliance with such laws and regulations can be subject to future government review and interpretation as well as significant regulatory action including fines, penalties and exclusion from the programs.

Concentration Risk

The Organization has contracts with the various county ADAMH boards referred to above through which it receives direct support based on units of mental health as well as other services and programs provided. The Organization also receives Medicaid funding through the OMHAS for services and programs provided. Revenues funded through Franklin County ADAMH represent approximately 23% and 20% of the Organization's total operating revenues and support for 2016 and 2015, respectively. Revenues funded by the OMHAS represent approximately 23% and 24% of the Organization's total operating revenues and support for 2016 and 2015, respectively. A significant reduction in the level of this support, if this were to occur, would have a significant effect on the Organization's programs and activities.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

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Governmental Funding (continued)

Concentration Risk (continued)

The operations of the Organization are subject to the administrative directives, rules and regulations of federal and state regulatory agencies, including, but not limited to, the U.S. Department of Health and Human Services, ADAMH, OMHAS and ODJFS. Such administrative directives, rules, regulations and budgetary funding levels are subject to change by an act of Congress, the passage of laws by the Ohio General Assembly or an administrative change mandated by one of the executive branch agencies. Such changes may occur with little notice or inadequate funding to pay for the related costs, including the additional administrative burden, to comply with a change.

Health Services Professional Insurance

The Organization provides healthcare delivery services that are subject to potential professional liability claims. The Organization has insurance coverage applicable to such claims, should they arise. Insurance covers up to \$5,000,000 per incident with a maximum aggregate coverage of \$7,000,000 and \$5,000,000 within the premium contract years for 2016 and 2015, respectively.

Acquisitions

On July 1, 2014, the Organization acquired certain assets and liabilities of Center of Vocational Alternatives (COVA). COVA is an Ohio non-profit entity that operates programs to assist individuals to overcome mental, emotional and other challenges and lead productive lives. The acquisition provides the Organization an opportunity to expand its service area.

The Organization did not transfer any consideration as part of the acquisition and recognized an inherent contribution received of \$482,311 in the Consolidated Statement of Activities and Changes in Net Assets for the year ended June 30, 2015. The following table summarizes the July 1, 2014 acquisition-date fair values of the assets acquired and liabilities assumed in addition to the classification of net assets acquired.

Cash and equivalents	\$ 40,265
Accounts receivable	340,840
Furniture and equipment	38,685
Buildings and land	1,265,000
Accounts payable and accrued liabilities	(273,388)
Notes payable	<u>(929,091)</u>
Contribution of unrestricted net assets	<u>\$ 482,311</u>

The Organization recognized approximately \$56,000 of acquisition related costs in connection with this acquisition. These costs are included in general and administrative expenses in the accompanying Consolidated Statement of Activities and Changes in Net Assets for the year ended June 30, 2015.

SOUTHEAST, INC. AND AFFILIATES

Notes to Consolidated Financial Statements

June 30, 2016 and 2015

Subsequent Events – Date of Management Evaluation

Management has evaluated subsequent events through the date of the Independent Auditor's Report, which is the date the consolidated financial statements were available to be issued.

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SUPPLEMENTARY INFORMATION

SOUTHEAST, INC. AND AFFILIATES
Consolidating Statement of Financial Position
June 30, 2016

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	Southeast, Inc.	Friends of the Homeless, Inc.	Alternative Lifestyles, Inc.	Consolidating/ Eliminating	Consolidated Total
ASSETS					
Current Assets					
Cash and cash equivalents	\$ 10,132,667	\$ 49,279	\$ 151,821	\$ -	\$ 10,333,767
Investments	10,300,173	-	-	-	10,300,173
Accounts receivable, net of allowance for uncollectible accounts	3,225,634	-	-	-	3,225,634
Related party receivables	-	326,318	-	(326,318)	-
Inventory	201,845	-	-	-	201,845
Other current assets	74,175	-	-	-	74,175
Total current assets	<u>23,934,494</u>	<u>375,597</u>	<u>151,821</u>	<u>(326,318)</u>	<u>24,135,594</u>
Note Receivable	225,000	-	-	-	225,000
Property and Equipment, net	<u>4,624,594</u>	<u>29,169</u>	<u>341,272</u>	<u>-</u>	<u>4,995,035</u>
TOTAL ASSETS	<u>\$ 28,784,088</u>	<u>\$ 404,766</u>	<u>\$ 493,093</u>	<u>\$(326,318)</u>	<u>\$ 29,355,629</u>
LIABILITIES AND NET ASSETS					
Current Liabilities					
Long-term obligations, current maturities	\$ 252,019	\$ -	\$ 22,560	\$ -	\$ 274,579
Accounts payable	476,993	-	-	-	476,993
Related party payables	18,966	-	307,352	(326,318)	-
Amounts held in trust	307,222	-	3,547	-	310,769
Accrued payroll and related liabilities	2,068,766	-	-	-	2,068,766
Deferred revenue	2,597,164	-	-	-	2,597,164
Total current liabilities	<u>5,721,130</u>	<u>-</u>	<u>333,459</u>	<u>(326,318)</u>	<u>5,728,271</u>
Long-Term Obligations, net of current portion	<u>1,728,443</u>	<u>189,056</u>	<u>304,283</u>	<u>-</u>	<u>2,221,782</u>
Total liabilities	<u>7,449,573</u>	<u>189,056</u>	<u>637,742</u>	<u>(326,318)</u>	<u>7,950,053</u>
Net Assets (Deficit in Net Assets)					
Unrestricted:					
Undesignated	19,369,187	215,710	(144,649)	-	19,440,248
Board designated	1,865,806	-	-	-	1,865,806
Total unrestricted net assets (deficit in unrestricted net assets)	<u>21,234,993</u>	<u>215,710</u>	<u>(144,649)</u>	<u>-</u>	<u>21,306,054</u>
Temporarily restricted	99,522	-	-	-	99,522
Total net assets (deficit in net assets)	<u>21,334,515</u>	<u>215,710</u>	<u>(144,649)</u>	<u>-</u>	<u>21,405,576</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 28,784,088</u>	<u>\$ 404,766</u>	<u>\$ 493,093</u>	<u>\$(326,318)</u>	<u>\$ 29,355,629</u>

See Independent Auditor's Report.

SOUTHEAST, INC. AND AFFILIATES
Consolidating Statement of Activities and Changes in Net Assets
For the Year Ended June 30, 2016

	Southeast, Inc.	Friends of the Homeless, Inc.	Alternative Lifestyles, Inc.	Consolidating/ Eliminating	Consolidated Total
Changes in Unrestricted Net Assets					
Operating revenues and support:					
ADAMH purchase-of-service	\$ 8,968,839	\$ -	\$ -	\$ -	\$ 8,968,839
ADAMH cost reimbursement	1,399,749	-	-	-	1,399,749
Medicaid - Franklin County	7,097,137	-	-	-	7,097,137
Medicaid match - Franklin County	3,825,334	-	-	-	3,825,334
Apothecare pharmacy	8,803,155	-	-	-	8,803,155
First and third party fees	268,968	-	-	-	268,968
Contracts	6,244,147	-	-	-	6,244,147
Medicaid - out of county	567,599	-	-	-	567,599
Medicaid match - out of county	343,182	-	-	-	343,182
Other operating income	313,266	-	150,245	-	463,511
In-kind donations	130,979	244,550	-	-	375,529
Forgiveness of advances from OMHAS	61,733	-	-	-	61,733
Release of restrictions	29,342	-	-	-	29,342
	38,053,430	244,550	150,245	-	38,448,225
Operating expenses:					
Clinical services	18,949,237	-	-	-	18,949,237
Housing	2,579,229	-	167,750	-	2,746,979
Vocational	3,861,505	-	-	-	3,861,505
Apothecare pharmacy	7,087,957	-	-	-	7,087,957
Prevention education	361,389	-	-	-	361,389
Homeless shelter programs	795,199	250,525	-	-	1,045,724
General and administrative	2,844,477	-	-	-	2,844,477
Loss on sale of property and equipment	18,124	-	-	-	18,124
	36,497,117	250,525	167,750	-	36,915,392
Increase (decrease) in unrestricted net assets from operations	1,556,313	(5,975)	(17,505)	-	1,532,833
Other income (expense):					
Interest and dividend income	888,196	-	14	-	888,210
Unrealized and realized losses on investments	(621,942)	-	-	-	(621,942)
Contributions	42,109	19,665	-	-	61,774
Rental income	60,108	-	-	-	60,108
Rental expenses	(354,685)	-	-	-	(354,685)
	13,786	19,665	14	-	33,465
Increase (Decrease) in Unrestricted Net Assets	1,570,099	13,690	(17,491)	-	1,566,298
Changes in Temporarily Restricted Net Assets					
Special events, net	33,128	-	-	-	33,128
Contributions	-	-	-	-	-
Release of restrictions	(29,342)	-	-	-	(29,342)
Increase in Temporarily Restricted Net Assets	3,786	-	-	-	3,786
Increase (Decrease) in Net Assets	1,573,885	13,690	(17,491)	-	1,570,084
Net Assets, Beginning of Year	19,760,630	202,020	(127,158)	-	19,835,492
Net Assets, End of Year	\$ 21,334,515	\$ 215,710	\$ (144,649)	\$ -	\$ 21,405,576

See Independent Auditor's Report.

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SOUTHEAST, INC. AND AFFILIATES

Schedule of Expenditures of Federal Awards

For the Year Ended June 30, 2016

Federal Grantor/ Pass-Through Grantor/ Program Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Federal Expenditures	Passed Through To Subrecipients
U.S. Department of Health and Human Services: Health Resources and Services Administration (HRSA): Direct: Health Center Cluster	93.224	N/A	\$ 1,906,730	\$ -
Passed through the Ohio Department of Jobs and Family Services: HITECH Public Health	ARRA - 93.729	31-1334820	55,250	-
Passed through the Ohio Department of Health: Ryan White Federal HIV Care	93.917	31-1334820	149,381	-
Passed through the City of Columbus: Ryan White HIV Care - Part A	93.914	31-6400223	683,226	-
Substance Abuse and Mental Health Services Administration: Direct: Health Center Cluster Integrating Care for Better Health in Appalachian Ohio	93.243	N/A	385,714	-
U.S. Department of Job and Family Services: Passed through the Ohio Department of Mental Health and the Franklin County ADAMH Board: Project for Assistance in Transition from Homelessness (PATH)	93.150	31-6400067	313,986	-
Passed through the Ohio Department of Mental Health: Cooperative Agreement to Benefit Homeless (CABHI)	93.243	31-1334820	315,956	-
Substance Abuse and Mental Health Services Administration: Passed through the Ohio Department of Mental Health: Wellness Management and Recovery	93.958	31-1334820	57,250	-
Total U.S. Department of Health and Human Services			3,867,493	-

See Independent Auditor's Report.

SOUTHEAST, INC. AND AFFILIATES
Schedule of Expenditures of Federal Awards (continued)
For the Year Ended June 30, 2016

Federal Grantor/ Pass-Through Grantor/ Program Title	Federal CFDA Number	Pass-Through Entity Identifying Number	Federal Expenditures	Passed Through To Subrecipients
U.S. Department of Housing and Urban Development: Direct: Supportive Housing Program	14.235	N/A	237,690	-
Passed through the Ohio Department of Development Homeless Assistance Grant Program: Emergency Shelter Grants Program	14.231	31-1334820	190,765	-
Direct: Project Rental Assistance Contract (FHA Project Number 043-EH060)	93.778	N/A	30,113	-
Direct: Project Rental Assistance Contract (FHA Project Number 043-EH219)	14.157	N/A	48,503	-
Direct: Loan (FHA Project Number 043-EH060)	14.157	N/A	231,255	-
Direct: Loan (FHA Project Number 043-EH219)	93.778	N/A	116,161	-
Total U.S. Department of Housing and Urban Development			854,487	-
Social Security Administration: Direct: Work Incentives Planning and Assistance (WIPA)	96.008	N/A	223,551	-
Total U.S. Department of Justice			223,551	-
Total Expenditures of Federal Awards			\$ 4,945,531	\$ -

Note 1 Basis of Presentation

Note 1. Basis of Presentation
The accompanying schedule of expenditures of Federal awards includes the Federal award activity of Southeast, Inc. and Affiliates, under programs of the federal government for the year ended June 30, 2016 in accordance with the requirements of Title 2 U. S. code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal awards (Uniform Guidance). Because the Schedule presents only a selected portion of the operations of Southeast, Inc. and Affiliates, it is not intended to and does not present the financial position, changes in net assets, or cash flows of Southeast, Inc. and Affiliates.

Note 2. Summary of Significant Accounting Policies

Expenditures reported on the schedule are reported on the accrual basis of accounting. Such expenditures are recognized following the cost principles contained in the Uniform Guidance, wherein certain types of expenditures are not allowed or are limited as to reimbursement. Negative amounts shown on the Schedule represent adjustments or credits made in the normal course of business to amounts reported as expenditures in prior years. Southeast, Inc. and Affiliates has elected not to use the 10 percent de minimis indirect cost rate as allowed under Uniform Guidance.

Note 3. Federal Loan Programs

The federal loan programs listed subsequently are administered directly by U.S. Department of Housing and Urban Development and balances and transactions relating to the programs are included in the U.S. Department of Housing and Urban Development's financial statements. Loans outstanding at the beginning of the year and loans made during the year are included in the federal expenditures presented in the Schedule. The balance of loans outstanding as June 30, 2016 consist of:

CFDA Number	Program Name	Outstanding Balance at 6/30/2016
14.157	FHA Project Number 043-EH060	\$221,281
93.778	FHA Project Number 043-EH219	\$105,562

See Independent Auditor's Report.

SOUTHEAST, INC. AND AFFILIATES
ADAMH Key Performance Indicators
For the Year Ended June 30, 2016
(With Comparative Totals for the Year Ended June 30, 2015)

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		2016	2015
Current Ratio:			
	<u>Current assets</u> <u>24,135,594</u>	=	4.21
	<u>Current liabilities</u> <u>5,728,271</u>		6.06
Debt to Equity Ratio:			
	<u>Total liabilities</u> <u>7,950,053</u>	=	0.37
	<u>Total equity</u> <u>21,405,576</u>		0.29
Administrative Costs to Expense:			
	<u>Total administrative costs</u> <u>2,844,477</u>	=	0.08
	<u>Total expenses</u> <u>37,251,953</u>		0.07
Total Revenue to Total Expenses:			
	<u>Total revenue</u> <u>38,448,225</u>	=	1.03
	<u>Total expenses</u> <u>37,251,953</u>		1.05
Fund Balance Reserve Ratio:			
	<u>Total fund balance</u> <u>21,405,576</u>	=	6.90
	<u>Total expenses / 12</u> <u>3,104,329</u>		6.75
Percent of ADAMH Funding:			
	<u>Total revenue from</u> <u>Franklin County ADAMH</u>	=	
	<u>Total revenue</u> <u>9,094,337</u>		0.24
	<u>38,448,225</u>		0.20
Cash to Average Days Expenses:			
	<u>Cash</u> <u>10,333,767</u>	=	101.25
	<u>Expenses / 365 days</u> <u>102,060</u>		62.86

See Independent Auditor's Report.

SOUTHEAST, INC. AND AFFILIATES
Schedule of Ohio Development Services Agency
For the Year Ended June 30, 2016

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Division Name, Grant Name	Grant Number	Beginning Balance	2016 Cash Receipts	2016 Expenditures	Ending Receivable Balance
Office of Housing and Community Partnerships					
ESG Shelter (Men's & Women's) Supportive Housing Category	N-L-12-7OZ-1 S-L-12-7OZ-1	\$ 69,927 <u>66,162</u>	\$ 71,372 <u>103,436</u>	\$ 190,765 <u>72,178</u>	\$ 189,320 <u>34,904</u>
GRAND TOTAL		\$ 136,089	\$ 174,808	\$ 262,943	\$ 224,224

Presentation:

This schedule is required by the Ohio Development Services Agency to be included in the annual consolidated financial statements reporting package in accordance with grant funding contracts.

See Independent Auditor's Report.

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To the Board of Directors
Southeast, Inc. and Affiliates
Columbus, Ohio

**Independent Auditor's Report on Internal Control Over Financial Reporting
and on Compliance and Other Matters Based on an Audit of Financial
Statements Performed in Accordance with *Government Auditing Standards***

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the consolidated financial statements of Southeast, Inc. and Affiliates, which comprise the consolidated statement of financial position as of June 30, 2016, and the related consolidated statement of activities and changes in net assets, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated December 8, 2016.

The consolidated financial statements of Southeast, Inc. and Affiliates include Alternative Lifestyles, Inc., the financial statements of which were audited by us in separately issued financial statements and thus were excluded from our auditing procedures considered within this report. We did conduct an audit in accordance with the standards applicable to financial audits contained by *Government Auditing Standards*, issued by the Comptroller General of the United States, for Alternative Lifestyles, Inc. for the year ended June 30, 2016.

Internal Control Over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered Southeast, Inc. and Affiliates' internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of Southeast, Inc. and Affiliates' internal control. Accordingly, we do not express an opinion on the effectiveness of Southeast, Inc. and Affiliates' internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

To the Board of Directors
Southeast, Inc. and Affiliates
Page 2

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Southeast Inc. and Affiliates' consolidated financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of consolidated financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of Southeast, Inc. and Affiliates' internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

GBQ Partners LLC

Columbus, Ohio
December 8, 2016



To the Board of Directors
Southeast, Inc. and Affiliates
Columbus, Ohio

Independent Auditor's Report on Compliance for Each Major Program and on Internal Control Over Compliance Required by the Uniform Guidance

Report on Compliance for Each Major Federal Program

We have audited Southeast, Inc. and Affiliates' compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of Southeast, Inc. and Affiliates' major federal programs for the year ended June 30, 2016. Southeast, Inc. and Affiliates' major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Southeast, Inc. and Affiliates includes Alternative Lifestyles, Inc., the financial statements of which were audited by us as a separate component and thus was excluded from our auditing procedures considered for federal award compliance. Alternative Lifestyles, Inc. did not have an audit in accordance with the OMB Compliance Supplement because the federal awards were less than the amount that obligates such an audit.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of Southeast, Inc. and Affiliates' major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with auditing standards generally accepted in the United States of America; the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States; and the audit requirements of Title 2 U.S. *Code of Federal Regulations* Part 200, *Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about Southeast, Inc. and Affiliates' compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of Southeast, Inc. and Affiliates' compliance.

To the Board of Directors
Southeast, Inc. and Affiliates
Page 2

Opinion on Each Major Federal Program

In our opinion, Southeast, Inc. and Affiliates complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended June 30, 2016.

Report on Internal Control Over Compliance

Management of Southeast, Inc. and Affiliates is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered Southeast, Inc. and Affiliates' internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of Southeast, Inc. and Affiliates' internal control over compliance.

A *deficiency in internal control over compliance* exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A *material weakness* in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented, or detected and corrected, on a timely basis. A *significant deficiency* in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance, yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

GBQ Partners LLC

Columbus, Ohio
December 8, 2016

SOUTHEAST, INC. AND AFFILIATES
Schedule of Findings and Questioned Costs
For the Year Ended June 30, 2016

Section I – Summary of Auditor’s Results

Financial Statements:

Type of auditor’s report issued: Unmodified

Internal control over financial reporting:

- Material weakness(es) identified? _____ Yes No
- Significant deficiency(ies) identified that are not considered to be material weakness(es)? _____ Yes None Reported

Noncompliance material to financial statements noted? _____ Yes No

Federal Awards:

Internal control over major programs:

- Material weakness(es) identified? _____ Yes No
- Significant deficiency(ies) identified that are not considered to be material weakness(es)? _____ Yes None Reported

Type of auditor’s report issued on compliance for major programs: Unmodified

Any audit findings disclosed that are required to be reported in accordance with the Uniform Guidance?

_____ Yes No

Identification of major programs:

<u>CFDA Number</u>	<u>Name of Federal Program</u>
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93.224	U.S. Department of Health and Human Services; Health Resources and Service Administration (HRSA); Health Center Cluster
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Dollar threshold used to distinguish between Type A and Type B programs \$750,000

Auditee qualified as low-risk auditee? Yes No

SOUTHEAST, INC. AND AFFILIATES
Schedule of Findings and Questioned Costs (continued)
For the Year Ended June 30, 2016

Section II – Financial Statements Findings

None noted.

Section III – Federal Award Findings and Questioned Costs

None noted.

Section IV – Summary of Status of Prior Year Findings

None noted.