

IN-SIGHT

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Financial Statements

December 31, 2017

Mullen Scorpio Cerilli

**Certified Public Accountants
Business Consultants**

Mullen Scorpio Cerilli

IN-SIGHT

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Mullen Scorpio Cerilli

Certified Public Accountants
Business Consultants

67 Cedar Street, Suite 106
Providence, Rhode Island 02903
401-751-3860
401-751-3987 Fax
www.mullenscorpiorcerilli.com

Independent Auditor's Report

To the Board of Directors of
IN-SIGHT

We have audited the accompanying financial statements of IN-SIGHT (a Rhode Island nonprofit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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.

Auditor's Responsibility

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

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

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

Mullen Scorpio Cerilli

IN-SIGHT

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of IN-SIGHT as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited IN-SIGHT's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 3, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.



May 23, 2018
Providence, Rhode Island

IN-SIGHT
Statement of Financial Position
December 31, 2017
(With Comparative Totals as of December 31, 2016)

| | 2017 | 2016 |
|---|---------------|--------------|
| Assets | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 142,669 | \$ 168,080 |
| Accounts receivable, net | 97,252 | 932 |
| Inventory | 19,329 | 19,945 |
| Prepaid expenses | 8,984 | 6,140 |
| Total current assets | 268,234 | 195,097 |
| Net property and equipment | 1,165,572 | 1,205,542 |
| Noncurrent assets: | | |
| Investments | 6,396,878 | 5,520,107 |
| Beneficial interest in perpetual trusts | 2,633,041 | 2,338,035 |
| Total noncurrent assets | 9,029,919 | 7,858,142 |
| Total assets | \$ 10,463,725 | \$ 9,258,781 |
| Liabilities and Net Assets | | |
| Liabilities (all current): | | |
| Accounts payable and accrued expenses | \$ 59,407 | \$ 46,432 |
| Deferred revenue | 18,288 | 17,714 |
| Accrued payroll and taxes | 7,468 | 7,788 |
| Total liabilities | 85,163 | 71,934 |
| Net assets: | | |
| Unrestricted net assets: | | |
| Available for operations | 82,197 | 26,641 |
| Invested in property and equipment | 1,165,572 | 1,205,542 |
| Board designated for investments | 6,328,878 | 5,452,107 |
| Total unrestricted net assets | 7,576,647 | 6,684,290 |
| Temporarily restricted net assets | 100,874 | 96,522 |
| Permanently restricted net assets | 2,701,041 | 2,406,035 |
| Total net assets | 10,378,562 | 9,186,847 |
| Total liabilities and net assets | \$ 10,463,725 | \$ 9,258,781 |

See accompanying notes to the financial statements.

IN-SIGHT
Statement of Activities and Changes in Net Assets
For the Year Ended December 31, 2017
(With Comparative Totals for the Year Ended December 31, 2016)

| | 2017 | | | 2016 | |
|--|---------------------|---------------------------|---------------------------|---------------------|---------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Total |
| Support and revenue: | | | | | |
| Grant income | \$ 85,499 | \$ 139,894 | \$ - | \$ 225,393 | \$ 186,315 |
| Workshop contract income | 30,881 | - | - | 30,881 | 25,334 |
| Trust fund income | 92,421 | - | - | 92,421 | 90,559 |
| Contributions | 54,525 | 5,000 | - | 59,525 | 56,250 |
| Rental income | 215,075 | - | - | 215,075 | 167,635 |
| Interest and dividend income | 91,790 | - | - | 91,790 | 98,923 |
| Fee for service income | 105,532 | - | - | 105,532 | 108,707 |
| Special event | 18,662 | - | - | 18,662 | - |
| In-kind donations | 1,267 | - | - | 1,267 | - |
| Other income | 396 | - | - | 396 | 2,817 |
| Total support and revenue | <u>696,048</u> | <u>144,894</u> | <u>-</u> | <u>840,942</u> | <u>736,540</u> |
| Reclassification - net assets released from restrictions | <u>140,542</u> | <u>(140,542)</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| Total support, revenue and reclassification | <u>836,590</u> | <u>4,352</u> | <u>-</u> | <u>840,942</u> | <u>736,540</u> |
| Expenses: | | | | | |
| Rehabilitation | 316,349 | - | - | 316,349 | 293,340 |
| Low vision clinic | 119,955 | - | - | 119,955 | 114,628 |
| Radio program | 106,399 | - | - | 106,399 | 122,759 |
| Workshop | 108,346 | - | - | 108,346 | 112,114 |
| Youth program | 40,393 | - | - | 40,393 | 37,871 |
| Rental expenses | 97,857 | - | - | 97,857 | 96,070 |
| General and administrative | 126,665 | - | - | 126,665 | 117,531 |
| Development | 39,488 | - | - | 39,488 | 26,425 |
| Total expenses | <u>955,452</u> | <u>-</u> | <u>-</u> | <u>955,452</u> | <u>920,738</u> |
| Income (loss) from operations | (118,862) | 4,352 | - | (114,510) | (184,198) |
| Non-operating income (expense): | | | | | |
| Bequest income - board designated for investment | 105,894 | - | - | 105,894 | 33,145 |
| Net realized and unrealized gains (losses) on investments | 905,325 | - | - | 905,325 | 116,967 |
| Change in value of beneficial interest in perpetual trust | - | - | 295,006 | 295,006 | 31,772 |
| Total non-operating income | <u>1,011,219</u> | <u>-</u> | <u>295,006</u> | <u>1,306,225</u> | <u>181,884</u> |
| Change in net assets | 892,357 | 4,352 | 295,006 | 1,191,715 | (2,314) |
| Net assets, beginning of year | <u>6,684,290</u> | <u>96,522</u> | <u>2,406,035</u> | <u>9,186,847</u> | <u>9,189,161</u> |
| Net assets, end of year | <u>\$ 7,576,647</u> | <u>\$ 100,874</u> | <u>\$ 2,701,041</u> | <u>\$10,378,562</u> | <u>\$ 9,186,847</u> |

See accompanying notes to the financial statements.

IN-SIGHT
Statement of Functional Expenses
For the Year Ended December 31, 2017
(With Comparative Totals for the Year Ended December 31, 2016)

| | 2017 | | | | | | | | 2016 | |
|--|-------------------|-------------------|-------------------|-------------------|------------------|------------------|----------------------------|------------------|-------------------|-------------------|
| | Rehabilitation | Low Vision Clinic | Radio Program | Workshop | Youth Program | Rental Expenses | General and Administrative | Development | Total Expenses | Total Expenses |
| Salaries and related expenses: | | | | | | | | | | |
| Salaries | \$ 185,091 | \$ 61,474 | \$ 56,202 | \$ 80,187 | \$ 5,621 | \$ - | \$ 45,824 | \$ 14,075 | \$ 448,474 | \$ 441,282 |
| Fringe benefits | 17,237 | 1,126 | 10,350 | 1,579 | - | - | 8,234 | 1,629 | 40,155 | 32,798 |
| Payroll taxes | 17,708 | 5,950 | 5,406 | 7,718 | 490 | - | 4,035 | 1,346 | 42,653 | 43,821 |
| Total salaries and related expenses | 220,036 | 68,550 | 71,958 | 89,484 | 6,111 | - | 58,093 | 17,050 | 531,282 | 517,901 |
| Administrative and other expenses: | | | | | | | | | | |
| Supplies and materials | 12,203 | 19,275 | 18 | 9,399 | 13,562 | - | - | - | 54,457 | 46,808 |
| Communications | 3,582 | 1,324 | 9,512 | 467 | 234 | - | 718 | 389 | 16,226 | 15,263 |
| Office expense | 6,504 | 2,427 | 1,610 | 731 | 366 | - | 1,302 | 616 | 13,556 | 8,944 |
| Computers and software | 3,422 | 1,344 | 2,089 | 446 | 223 | - | 833 | 622 | 8,979 | 11,456 |
| Postage and freight | 1,513 | 561 | 414 | 192 | 122 | - | 340 | 605 | 3,747 | 4,278 |
| Professional fees | 4,968 | 3,182 | 1,404 | 648 | 324 | - | 1,580 | 540 | 12,646 | 14,588 |
| Bookkeeping | 3,563 | 1,317 | 1,007 | 465 | 232 | - | 774 | 387 | 7,745 | 8,099 |
| Consultants | 2,689 | 3,465 | 661 | 281 | 13,220 | - | 494 | 234 | 21,044 | 20,896 |
| Commissions | - | - | - | - | - | - | - | - | - | 15,168 |
| Utilities | 8,594 | 3,044 | 2,391 | 1,143 | 571 | 2,348 | 1,889 | 945 | 20,925 | 17,095 |
| Repairs and maintenance | 11,906 | 2,557 | 2,041 | 1,409 | 484 | 26,816 | 2,578 | 1,281 | 49,072 | 39,243 |
| Insurance | 6,978 | 2,579 | 1,972 | 910 | 558 | 2,128 | 3,945 | 758 | 19,828 | 14,796 |
| Property taxes | - | - | - | - | - | 31,741 | - | - | 31,741 | 31,741 |
| Transportation expense | 12,516 | 210 | 26 | 25 | 60 | - | 49 | 100 | 12,986 | 14,965 |
| Dues, licenses and fees | 543 | 136 | 354 | 58 | 24 | - | 140 | 134 | 1,389 | 2,200 |
| Promotional materials | 1,573 | 340 | 1,762 | 120 | 60 | - | 200 | 150 | 4,205 | 7,765 |
| Fundraising expenses | 3,309 | 1,223 | 935 | 432 | 216 | - | 419 | 12,055 | 18,589 | 7,855 |
| Conferences and education | 1,412 | 32 | 25 | 11 | 6 | - | 389 | 535 | 2,410 | 1,746 |
| Investment expenses | - | - | - | - | - | - | 44,584 | - | 44,584 | 40,675 |
| Interest expense | - | - | - | - | - | - | - | - | - | - |
| Payroll service fees | 985 | 364 | 278 | 129 | 64 | - | 214 | 107 | 2,141 | 2,153 |
| Bank charges and miscellaneous | 197 | 140 | 57 | 26 | 13 | - | 3,195 | 23 | 3,651 | 3,796 |
| Total administrative and other expenses | 86,457 | 43,520 | 26,556 | 16,892 | 30,339 | 63,033 | 63,643 | 19,481 | 349,921 | 329,530 |
| Depreciation | 9,856 | 7,885 | 7,885 | 1,970 | 3,943 | 34,824 | 4,929 | 2,957 | 74,249 | 73,307 |
| Total expenses | \$ 316,349 | \$ 119,955 | \$ 106,399 | \$ 108,346 | \$ 40,393 | \$ 97,857 | \$ 126,665 | \$ 39,488 | \$ 955,452 | \$ 920,738 |

See accompanying notes to the financial statements.

IN-SIGHT
Statement of Cash Flows
For the Year Ended December 31, 2017
(With Comparative Totals for the Year Ended December 31, 2016)

| | 2017 | 2016 |
|---|--------------|-------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 1,191,715 | \$ (2,314) |
| Adjustments to reconcile total change in net assets to net cash used by operating activities: | | |
| Depreciation | 74,249 | 73,307 |
| Realized gains on investments | (294,799) | (84,648) |
| Unrealized (gains) losses on investments | (610,526) | (32,319) |
| Unrealized (gains) losses on beneficial interest in perpetual trusts | (295,006) | (31,772) |
| Changes in current assets and liabilities: | | |
| Accounts receivable | (96,320) | 8,412 |
| Inventory | 616 | (3,261) |
| Prepaid expenses | (2,844) | 3,864 |
| Accounts payable and accrued expenses | 12,975 | (1,092) |
| Deferred revenue | 574 | 8,683 |
| Accrued payroll and taxes | (320) | 568 |
| Net cash used by operating activities | (19,686) | (60,572) |
| Cash flows from investing activities: | | |
| Acquisition of property and equipment | (34,279) | (52,881) |
| Proceeds from sale of investments | 966,321 | 1,176,713 |
| Purchase of investments | (937,767) | (1,111,779) |
| Net cash provided by investing activities | (5,725) | 12,053 |
| Cash flows from financing activities: | | |
| Payments on line of credit | - | - |
| Net cash used by financing activities | - | - |
| Net decrease in cash and cash equivalents | (25,411) | (48,519) |
| Cash and cash equivalents, beginning of year | 168,080 | 216,599 |
| Cash and cash equivalents, end of year | \$ 142,669 | \$ 168,080 |
| Interest paid | \$ - | \$ - |
| Income taxes paid | \$ - | \$ - |

See accompanying notes to the financial statements.

IN-SIGHT

Notes to Financial Statements

December 31, 2017

Note 1 - Summary of Significant Accounting Policies

Nature of Operations

IN-SIGHT (the Organization) is a not-for-profit corporation located in Warwick, Rhode Island, organized in 1925 under the laws of the State of Rhode Island. Its mission is to inspire confidence, build skills and empower people who are blind and visually impaired to become fully integrated, equally valued members of society by providing diverse services that produce opportunities and choices. The Organization provides opportunities for education, vocational and rehabilitative training, work in the arts, industries and business, and leisure time activities, which are promoted on local, state and national levels. The Organization also evaluates low vision patients for the purpose of dispensing aids and appliances appropriate for their needs. The majority of revenue for the Organization consists of rental income, fee for service, contributions and grants.

Basis of Financial Reporting

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting.

The net assets of the Organization are classified as follows:

- Unrestricted net assets consist of unrestricted amounts that are available for use in accomplishing the mission of the Organization.
- Temporarily restricted net assets consist of those amounts which are donor restricted for a specific purpose. When a donor restriction expires, either by the passage of a stipulated time restriction or by the accomplishment of a specific purpose restriction, temporarily restricted net assets are reclassified to unrestricted net assets, and reported in the statement of activities and as net assets released from restrictions.
- Permanently restricted net assets have been restricted by donors to be maintained by the Organization in perpetuity. Investment income may be either an unrestricted or temporarily restricted resource when earned, determined according to the gift instrument and relevant State law.

Cash and Cash Equivalents

Cash and cash equivalents include all cash balances and highly liquid investments with maturities of three months or less, except for those amounts contained in the long-term investment portfolio.

Note 1 continued on the next page.

Note 1 - Summary of Significant Accounting Policies (continued)

Accounts Receivable

The Organization has adopted the reserve method of recording bad debts. Under this method, an allowance for doubtful accounts is recorded as an estimate of the amount of uncollectible accounts. The allowance for doubtful accounts was \$0 for the years ended December 31, 2017 and 2016.

Inventory

Inventory is stated at the lower of cost or market, determined by the first-in, first-out (FIFO) method. Inventory consists of raw materials, work in progress, finished goods and retail merchandise.

Property and equipment

Acquisitions of land, building, furniture and office and program equipment of \$1,000 or greater have been capitalized as fixed assets at cost. These assets are depreciated using the straight-line method of depreciation over estimated useful lives between five to forty years.

Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated assets for a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding the time period those donated assets must be maintained, the Organization reports expirations of donor restrictions when the asset is placed in service, at which time the Organization reclassifies temporarily restricted net assets to unrestricted net assets.

Investments

Investments in marketable equity securities and all debt securities are recorded at fair value, which is based on quoted market prices. Unrealized and realized gains and losses are reported as investment income on the statement of activities. Investments are exposed to certain risks, such as interest rate, credit and overall market volatility.

Included in investments are certain money market funds with maturities of less than three months. Such money market funds are held for the express purpose of investment. All investment income and sale proceeds are deposited in these accounts until the funds can be reinvested or distributed. As such, these money market funds are reported as investments rather than cash equivalents in the accompanying financial statements.

The Board of Directors has the responsibility for investment activity for the Organization and maintains separate portfolios for unrestricted assets (including board-designated assets) and permanently restricted assets. The Organization has developed a spending policy that allows five percent of the thirty-six month trading average market value of both the restricted and unrestricted accounts to be transferred for operations on a monthly basis.

Note 1 continued on the next page.

Note 1 - Summary of Significant Accounting Policies (continued)

Investments Held in Perpetual Trusts

Perpetual trusts are initially recorded as permanently restricted contribution revenue, at fair value, based on the Organization's interest in the fair value of the underlying trust assets at the time of the gift. Subsequent changes to the trusts' fair values are reported as permanently restricted net unrealized gains or losses on perpetual trusts and are reported as change in value of beneficial interest in perpetual trusts in the statement of activities. Income received from the trusts is reported as temporarily restricted or unrestricted investment income, depending on the existence or absence of donor-imposed restrictions.

The Organization also may be the beneficiary of interests in trusts and other assets in situations where the Organization has not been notified of its interest. The interest may be conditional or revocable, or the value of the interest may not be readily ascertainable. In such circumstances, no revenue has been recorded.

Contributions and Bequests

Unrestricted contributions received for the Organization's programs are recognized as income when received. All donor-restricted support is reported as an increase in temporarily restricted net assets. When the restriction expires, the restricted net assets are reclassified to unrestricted net assets.

The Organization is the beneficiary under various wills and trust agreements. Such amounts are recorded when a will is declared valid by a probate court and the proceeds are measurable.

Contributed Services

Contributed services are reflected in the accompanying statements at their estimated fair values at the date of receipt to the extent that they create or enhance non-financial assets or require specialized skills and if not provided by donation, would have to be purchased by the Organization. The contributed services have been reported in the accompanying financial statements as revenue with an offsetting expense.

Exchange Transactions and Deferred Revenue

The Organization records revenues from exchange transactions as increases in unrestricted net assets to the extent that the earnings process is complete. These transactions primarily include fees for services and rental income. Receivables from exchange transactions are expected to be collected within one year and are recorded at net realizable value.

Resources received in exchange transactions are recognized as deferred revenue to extent that the earnings process has not been completed. These resources are recorded as unrestricted revenues when the related obligations have been satisfied.

Note 1 continued on the next page.

Note 1 - Summary of Significant Accounting Policies (continued)

Board Designated Funds

The Board of Directors of the Organization has designated certain portions of unrestricted net assets for specific purposes. The Organization currently has designated funds for long-term investment.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, management has allocated certain costs among various programs and supporting services benefited. Personnel and other costs have been allocated based upon time devoted to various programs and functions.

Income Taxes

The Organization is exempt from federal income taxes as a charitable organization under Section 501(c)(3) of the Internal Revenue Code and is not considered a private foundation.

The Organization evaluates its uncertain tax positions using guidance for contingencies as contained in U.S. generally accepted accounting principles. The Organization was not aware of any uncertain tax positions that were not provided for in the accompanying financial statements.

The Organization annually files Internal Revenue Service Form 990 – *Return of Organization Exempt from Income Tax*, reporting various information that the IRS uses to monitor the activities of tax-exempt entities. The tax return is subject to review by the taxing authorities generally for three years after filing. The Organization currently has no tax examinations in progress.

Estimates and Assumptions

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

Comparative Financial Statements

The statement of activities and changes in net assets and functional expenses include certain summarized comparative information for the year ended December 31, 2016. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2016, from which the summarized information was derived.

Note 2 - Property and Equipment

The Organization's property and equipment at December 31, 2017 and 2016 consisted of the following:

| | <u>2017</u> | <u>2016</u> |
|------------------------------|---------------------|---------------------|
| Building and improvements | \$ 2,308,851 | \$ 2,308,851 |
| Land and land improvements | 116,625 | 116,625 |
| Equipment and furniture | <u>407,429</u> | <u>373,150</u> |
| Total property and equipment | 2,832,905 | 2,798,626 |
| Accumulated depreciation | <u>(1,667,333)</u> | <u>(1,593,084)</u> |
| Net property and equipment | <u>\$ 1,165,572</u> | <u>\$ 1,205,542</u> |

Depreciation expense was \$74,249 and \$73,307 for the years ended December 31, 2017 and 2016, respectively.

Note 3 - Investments

Investments are stated at fair market value and consist of equity and debt securities. Cost, fair market value and net unrealized gains and losses are summarized as follows:

| | <u>2017</u> | | |
|------------------------|---------------------|--------------------------|--------------------------------------|
| | <u>Cost</u> | <u>Fair Market Value</u> | <u>Net Unrealized Gains (Losses)</u> |
| Cash and money market | \$ 149,151 | \$ 149,151 | \$ - |
| Government obligations | 557,889 | 455,983 | (101,906) |
| Corporate bonds | 1,057,861 | 1,068,129 | 10,268 |
| Common stock | 1,696,466 | 2,996,662 | 1,300,196 |
| Mutual funds | <u>1,404,800</u> | <u>1,726,953</u> | <u>322,153</u> |
| Total investments | <u>\$ 4,866,167</u> | <u>\$ 6,396,878</u> | <u>\$ 1,530,711</u> |

Note 3 continued on the next page.

Note 3 - Investments (continued)

| | 2016 | | |
|------------------------|---------------------|---------------------|-------------------------------|
| | Cost | Fair Market Value | Net Unrealized Gains (Losses) |
| Cash and money market | \$ 239,428 | \$ 239,428 | \$ - |
| Government obligations | 358,839 | 353,024 | (5,815) |
| Corporate bonds | 1,008,522 | 1,015,122 | 6,600 |
| Common stock | 1,663,291 | 2,551,892 | 888,601 |
| Mutual funds | 1,329,847 | 1,360,641 | 30,794 |
| Total investments | <u>\$ 4,599,927</u> | <u>\$ 5,520,107</u> | <u>\$ 920,180</u> |

The composition of investment return is as follows at December 31, 2017 and 2016:

| | 2017 | 2016 |
|--|-------------------|-------------------|
| Interest and dividends | \$ 91,790 | \$ 98,923 |
| Net realized gains on sale of investments | 294,799 | 84,648 |
| Net unrealized gains (losses) on investments | <u>610,526</u> | <u>32,319</u> |
| Total investment return | <u>\$ 997,115</u> | <u>\$ 215,890</u> |

Total investment fees were \$44,584 and \$40,675 for the years ended December 31, 2017 and 2016, respectively.

Note 4 - Investments Held in Perpetual Trust

The Organization is a beneficiary of the Mary Yonker Memorial Trust, Arthur M. Potter Charitable Trust, E. Thompson Perpetual Charitable Trust and W. A. Thompson Trust. The income from the trusts is distributed to the Organization based on allocations of 20%, 33.34%, 16.67% and 16.67%, respectively. The remaining income is distributed to unrelated not-for-profit organizations as required by split-interest agreements contained in trust instruments. This income may be used for any purpose consistent with the Organization's charitable purpose.

Distributions to the Organization from the trusts totaled \$92,421 and \$90,559 for the years ended December 31, 2017 and 2016, respectively.

Note 4 continued on the next page.

Note 4 - Investments Held in Perpetual Trust (continued)

The following is a schedule of assets held in the trust funds and the Organization's beneficial share of those assets at market value at December 31, 2017 and 2016:

| | 2017 | |
|--|-----------------------|-----------------------------------|
| | Total Trust Assets | IN-SIGHT's Beneficial Share |
| Mary Yonker Memorial Trust | \$ 1,613,226 | \$ 322,645 |
| Arthur M. Potter Charitable Trust | 1,784,093 | 594,698 |
| E. Thompson Perpetual Charitable Trust | 1,911,544 | 318,591 |
| W.A. Thompson Trust | 8,382,643 | 1,397,107 |
| Total | <u>\$ 13,691,506</u> | <u>\$ 2,633,041</u> |

| | 2016 | |
|--|-----------------------|-----------------------------------|
| | Total Trust Assets | IN-SIGHT's Beneficial Share |
| Mary Yonker Memorial Trust | \$ 1,436,448 | \$ 287,289 |
| Arthur M. Potter Charitable Trust | 1,590,943 | 530,312 |
| E. Thompson Perpetual Charitable Trust | 1,699,631 | 283,272 |
| W.A. Thompson Trust | 7,422,961 | 1,237,162 |
| Total | <u>\$ 12,149,983</u> | <u>\$ 2,338,035</u> |

Note 5 - Fair Value Measurements

Generally accepted accounting principles establish a framework for measuring fair value and expand disclosures about fair value measurements for assets and liabilities. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 inputs) and the lowest priority to unobservable inputs (level 3 inputs). The three levels of the fair value hierarchy according to generally accepted accounting principles are as follows:

- Level 1 – valuations based on quoted prices in active markets for identical investments. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these securities does not entail a significant degree of judgment.
- Level 2 – valuations based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly, and determined through the use of models or other valuation methodologies.
- Level 3 – valuations based on inputs are unobservable for the investment and include situations where there is little, if any, market activity for the investment. The inputs into the determination of fair value require significant management judgment or estimation.

Note 5 continued on the next page.

Note 5 - Fair Value Measurements (continued)

The following tables present financial assets at December 31, 2017 and 2016 that the Organization measures fair values on a recurring basis, by level, within the fair value hierarchy.

Investments at fair value as of December 31, 2017:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------------|----------------------------|--------------------|----------------------------|----------------------------|
| Interests in perpetual trusts | \$ - | \$ - | \$ 2,633,041 | \$ 2,633,041 |
| Government obligations | 455,983 | - | - | 455,983 |
| Corporate bonds | 1,068,129 | - | - | 1,068,129 |
| Mutual funds | 1,726,953 | - | - | 1,726,953 |
| Equity securities: | | | | |
| Healthcare industry | 503,711 | - | - | 503,711 |
| Information technology | 968,243 | - | - | 968,243 |
| Financial industry | 491,208 | - | - | 491,208 |
| Consumer staples | 153,069 | - | - | 153,069 |
| Consumer discretionary | 331,313 | - | - | 331,313 |
| Energy industry | 154,585 | - | - | 154,585 |
| Industrials | 313,739 | - | - | 313,739 |
| Telecommunication | 26,994 | - | - | 26,994 |
| Utilities | 28,114 | - | - | 28,114 |
| Real Estate | 25,686 | - | - | 25,686 |
| Money market funds | 149,151 | - | - | 149,151 |
| Total investments | <u>\$ 6,396,878</u> | <u>\$ -</u> | <u>\$ 2,633,041</u> | <u>\$ 9,029,919</u> |

Investments at fair value as of December 31, 2016:

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------------|----------------------------|--------------------|----------------------------|----------------------------|
| Interests in perpetual trusts | \$ - | \$ - | \$ 2,338,035 | \$ 2,338,035 |
| Government obligations | 353,024 | - | - | 353,024 |
| Corporate bonds | 1,015,122 | - | - | 1,015,122 |
| Mutual funds | 1,360,641 | - | - | 1,360,641 |
| Equity securities: | | | | |
| Healthcare industry | 513,669 | - | - | 513,669 |
| Information technology | 703,502 | - | - | 703,502 |
| Financial industry | 412,691 | - | - | 412,691 |
| Consumer staples | 136,478 | - | - | 136,478 |
| Consumer discretionary | 278,110 | - | - | 278,110 |
| Energy industry | 170,982 | - | - | 170,982 |
| Industrials | 309,236 | - | - | 309,236 |
| Telecommunication | 27,224 | - | - | 27,224 |
| Money market funds | 239,428 | - | - | 239,428 |
| Total investments | <u>\$ 5,520,107</u> | <u>\$ -</u> | <u>\$ 2,338,035</u> | <u>\$ 7,858,142</u> |

Note 5 continued on the next page.

Note 5 - Fair Value Measurements (continued)

For the years ended December 31, 2017 and 2016, Level 1 assets are valued at the closing price reported on the active market on which the funds are traded.

For the years ended December 31, 2017 and 2016, the Level 3 valuation of the interests in perpetual trusts held by various financial institutions are determined using the investment statements provided by the trustees, which include market values for publicly traded investments. Due to the Organization's lack of control over the investing activities, the funds held by the financial institutions are considered to be valued using unobservable market inputs.

The table below provides a summary of changes in the fair value of the Level 3 financial assets measured on a recurring basis for the years ended December 31, 2017 and 2016:

| | <u>2017</u> | <u>2016</u> |
|----------------------------|---------------------|---------------------|
| Balance, beginning of year | \$ 2,338,035 | \$ 2,306,263 |
| Change in value | <u>295,006</u> | <u>31,772</u> |
| Balance, end of year | <u>\$ 2,633,041</u> | <u>\$ 2,338,035</u> |

Note 6 - Temporarily Restricted Net Assets

As of December 31, 2017 and 2016, temporarily restricted net assets are available for the following purposes:

| | <u>2017</u> | <u>2016</u> |
|---|-------------------|------------------|
| Low vision program | \$ 84,100 | \$ 80,000 |
| Woonsocket services | <u>16,774</u> | <u>16,522</u> |
| Total temporarily restricted net assets | <u>\$ 100,874</u> | <u>\$ 96,522</u> |

Note 7 - Net Assets Released from Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of events specified by the donors. The amounts released during the years ended December 31, 2017 and 2016 are as follows:

| | <u>2017</u> | <u>2016</u> |
|---|-------------------|-------------------|
| Vision rehabilitation | \$ 75,000 | \$ 75,000 |
| Woonsocket services | 16,522 | 16,208 |
| Low vision | 5,000 | 5,000 |
| "On the Move" Mobility Summer Program | 14,000 | 16,900 |
| Tobii Pro Eye Tracking Instrument | 22,520 | - |
| Summer program | <u>7,500</u> | <u>-</u> |
| Total net assets released from restrictions | <u>\$ 140,542</u> | <u>\$ 113,108</u> |

Note 8 - Endowment

The Organization's endowment includes both donor-restricted endowment funds and funds designated by the Board to function as an endowment. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds, including funds designated by the Board to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Organization has interpreted UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with Rhode Island State law, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- a) the duration and preservation of the endowment fund,
- b) the purpose of the Organization and the endowment,
- c) general economic conditions,
- d) the possible effect of inflation or deflation,
- e) the expected total return from income and the appreciation of investments,
- f) other resources of the Organization, and
- g) the investment policy of the Organization.

In addition, the appropriation for expenditure in any year of an amount greater than seven percent of a three year-rolling average fair market value, may be deemed imprudent.

The Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Organization must hold for either a donor-specified time as well as board-designated funds. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that match or exceed the results of the Standard & Poor 500 index and other comparable indices, as applicable, while assuming a moderate level of investment risk.

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

Note 8 continued on the next page.

Note 8 - Endowment (continued)

Under the Organization's spending policy, the Board has approved a five percent annual distribution based on a thirty-six month trailing average market value, on an annual basis, to support operations.

The composition of endowment net assets by net asset class for the years ended December 31, 2017 and 2016 is as follows:

| | 2017 | | | Total |
|----------------------------------|------------------|------------------------|------------------------|------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | |
| Donor-restricted endowment funds | \$ - | \$ - | \$ 68,000 | \$ 68,000 |
| Board designated endowment funds | 21,502 | - | - | 21,502 |
| Total | \$ 21,502 | \$ - | \$ 68,000 | \$ 89,502 |

| | 2016 | | | Total |
|----------------------------------|-----------------|------------------------|------------------------|------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | |
| Donor-restricted endowment funds | \$ - | \$ - | \$ 68,000 | \$ 68,000 |
| Board designated endowment funds | 7,280 | - | - | 7,280 |
| Total | \$ 7,280 | \$ - | \$ 68,000 | \$ 75,280 |

Endowment activities by net asset class for the years ended December 31, 2017 and 2016 are as follows:

| | 2017 | | | 2016 | |
|--|------------------|------------------------|------------------------|------------------|------------------|
| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total | Total |
| Endowment net assets, beginning of year | \$ 7,280 | \$ - | \$ 68,000 | \$ 75,280 | \$ 72,313 |
| Investment return: | | | | | |
| Investment income, net of fees | 1,439 | - | - | 1,439 | 690 |
| Net realized and unrealized gains (losses) | 12,783 | - | - | 12,783 | 2,277 |
| Appropriation of endowment funds for expenditure | - | - | - | - | - |
| Endowment net assets, end of year | \$ 21,502 | \$ - | \$ 68,000 | \$ 89,502 | \$ 75,280 |

Note 8 continued on the next page.

Note 8 - Endowment (continued)

Reconciliation of endowment assets to total net assets at December 31, 2017 and 2016 is as follows:

| | 2017 | | | Total |
|--|----------------------------|---|---|----------------------|
| | Unrestricted Net Assets | Temporarily Restricted Net Assets | Permanently Restricted Net Assets | |
| Endowment assets and those functioning as endowment assets | \$ 21,502 | \$ - | \$ 68,000 | \$ 89,502 |
| Beneficial interest in perpetual trust | - | - | 2,633,041 | 2,633,041 |
| Other net assets | <u>7,555,145</u> | <u>100,874</u> | <u>-</u> | <u>7,656,019</u> |
| Total net assets | <u>\$ 7,576,647</u> | <u>\$ 100,874</u> | <u>\$ 2,701,041</u> | <u>\$ 10,378,562</u> |

| | 2016 | | | Total |
|--|----------------------------|---|---|---------------------|
| | Unrestricted Net Assets | Temporarily Restricted Net Assets | Permanently Restricted Net Assets | |
| Endowment assets and those functioning as endowment assets | \$ 7,280 | \$ - | \$ 68,000 | \$ 75,280 |
| Beneficial interest in perpetual trust | - | - | 2,338,035 | 2,338,035 |
| Other net assets | <u>6,677,010</u> | <u>96,522</u> | <u>-</u> | <u>6,773,532</u> |
| Total net assets | <u>\$ 6,684,290</u> | <u>\$ 96,522</u> | <u>\$ 2,406,035</u> | <u>\$ 9,186,847</u> |

Note 9 - Lease Agreements for Rental Income

During 2016, the Organization received rental payments from two tenants as provided under operating agreements. One operating agreement commenced in May 15, 2014, with a lease term of twelve years and an option of extending the agreement for an additional five years. The second operating agreement commenced on June 1, 2016, with a lease term of three years and an option of extending the agreement for an additional two years.

Future minimum rents to be received are as follows:

| | |
|-----------------|------------|
| December 31, | |
| 2018 | \$ 217,805 |
| 2019 | 161,780 |
| 2020 | 122,244 |
| 2021 | 125,911 |
| 2022 | 129,688 |
| 2023 and beyond | 484,783 |

Note 10 - Line of Credit

During 2015, the Organization had a line of credit with a local bank. The maximum borrowing limit on the line of credit was \$400,000, with interest payable at the prime rate of 3.25%. The line was secured by the unrestricted investment account. The outstanding balance on this line of credit was \$0 as of December 31, 2015. The line of credit was not renewed during 2016.

Note 11 - Pension Plan

The Organization sponsors a defined-contribution plan that covers all of its full-time employees. Employees are eligible to participate after one year of employment. The Organization matches 100% of compensation deferrals, up to a maximum of 3% of compensation deferred. For the years ended December 31, 2017 and 2016, the employer contributions were \$6,605 and \$6,615, respectively.

Note 12 - Contributed Services

During 2017 and 2016, volunteers donated their services to the Organization for the radio reading program, vision rehabilitation program and other programs operated by the Organization. An objective basis to measure the approximate amount of time donated by volunteers for its programs has been developed. According to generally accepted accounting principles for accounting for contributions received and contributions made, services requiring specialized skills that would have had to be purchased would be recorded. During 2017 and 2016, \$1,267 and \$0 have been recorded as in-kind services in the accompanying financial statements.

In addition, in 2017 and 2016 there were over 3,702 and 3,702 hours, respectively, of other volunteer services provided to the Organization that did not meet the criteria for recognition as contributed services.

Note 13 - Concentration of Credit Risk

Financial instruments, which potentially subject the Organization to concentrations of credit risk, are investments and accounts receivable. Management believes that there is no risk of loss related to the accounts receivable at December 31, 2017 and 2016.

The Organization maintains its investments in financial instruments of various industries to diversify the portfolio and minimize the Conference's exposure to investment risk. At year-end, management has performed a detailed analysis and does not believe that significant credit risk exists related to the above-mentioned financial instruments.

Note 14 - Related Party Transactions

The Treasurer of the Board of Directors is a partner of a law firm that provides services to the Organization. Total amounts paid to this firm for the years ended December 31, 2017 and 2016 were \$1,601 and \$4,542, respectively. As of December 31, 2017 and 2016, there were no amounts owed to this firm.

The Secretary of the Board of Directors is a partner of a real estate brokerage firm that provides services to the Organization. Total amounts paid to this firm for commission expenses for the years ended December 31, 2017 and 2016 were \$0 and \$15,168, respectively. As of December 31, 2017 and 2016, there were no amounts owed to this firm for commission expenses.

The Organization's investment advisor employed the chair until December 2017 and employs a member of the Board of Directors. Total amounts paid to this advisor for investment fees for the years ended December 31, 2017 and 2016 were \$44,584 and \$40,675, respectively. As of December 31, 2017 and 2016, there were no the amounts owed to this advisor for investment fees.

Note 15 - Subsequent Events

Subsequent events have been evaluated through May 23, 2018, which is the date the financial statements were available for issuance.