

Independent Sector and Subsidiary

Consolidated Financial Report
December 31, 2015

Contents

Independent auditor's report	1-2
<hr/>	
Financial statements	
Consolidated statement of financial position	3
Consolidated statement of activities	4
Consolidated statement of functional expenses	5
Consolidated statement of cash flows	6
Notes to consolidated financial statements	7-17

Independent Auditor's Report

To the Board of Directors
Independent Sector
Washington, D.C.

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Independent Sector and Subsidiary (collectively, the Organization) which comprise the consolidated statement of financial position as of December 31, 2015, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Independent Sector and Subsidiary as of December 31, 2015, and the changes in their net assets and their 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 Independent Sector and Subsidiary's 2014 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated April 1, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

RSM US LLP

Washington, D.C.
April 7, 2016

Independent Sector and Subsidiary

**Consolidated Statement of Financial Position
December 31, 2015
(With Comparative Totals for 2014)**

	2015	2014
Assets		
Cash	\$ 2,789,209	\$ 3,156,968
Investments	9,378,309	9,373,758
Accounts and other receivables	98,187	40,526
Grants receivable and promises to give	1,852,395	1,379,365
Prepaid expenses and other assets	77,867	185,582
Deferred rent receivable	166,808	225,212
Deferred lease incentives	441,984	645,681
Property and equipment, net	28,932,149	29,774,387
Debt issuance costs, net	196,961	229,965
Deferred compensation plan assets	-	275,234
Total assets	\$ 43,933,869	\$ 45,286,678
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 698,840	\$ 1,127,044
Deferred revenue	6,720	88,920
Deferred rent liability	31,068	65,343
Deferred compensation plan liability	-	275,234
Notes payable	12,639,364	13,229,490
Deposits held in escrow	176,830	176,830
Total liabilities	13,552,822	14,962,861
Net assets:		
Unrestricted:		
Undesignated	21,546,958	23,415,891
Board designated	6,358,065	4,521,437
	27,905,023	27,937,328
Temporarily restricted	2,476,024	2,386,489
Total net assets	30,381,047	30,323,817
Total liabilities and net assets	\$ 43,933,869	\$ 45,286,678

See notes to consolidated financial statements.

Independent Sector and Subsidiary

Consolidated Statement of Activities Year Ended December 31, 2015 (With Comparative Totals for 2014)

	2015			2014 Total
	Unrestricted	Temporarily Restricted	Total	
Revenue and support:				
Grants and contributions	\$ 4,430,432	\$ 1,888,147	\$ 6,318,579	\$ 4,861,933
Membership contributions	2,029,981	-	2,029,981	2,620,553
Rental income	1,734,024	-	1,734,024	1,649,575
Conference fees	767,394	-	767,394	851,783
Investment return designated for current operations	200,000	-	200,000	180,000
Publication sales and other	120,335	-	120,335	27,332
In-kind contributions	72,075	-	72,075	-
Net assets released from restrictions:				
Satisfaction of program restrictions	785,275	(785,275)	-	-
Satisfaction of time restrictions	1,013,337	(1,013,337)	-	-
Total revenue and support	11,152,853	89,535	11,242,388	10,191,176
Expenses:				
Program services:				
Public policy and community engagement	2,243,849	-	2,243,849	1,342,247
National conference	1,833,746	-	1,833,746	1,478,599
Programs and practice	944,818	-	944,818	880,372
Networks and member engagement	815,130	-	815,130	961,450
Communications and marketing	798,905	-	798,905	599,896
Planning and learning	570,989	-	570,989	452,361
Total program services	7,207,437	-	7,207,437	5,714,925
Supporting services:				
Fundraising	931,528	-	931,528	744,789
General and administrative	765,850	-	765,850	810,868
Strategic visioning	620,335	-	620,335	1,681,990
Membership development	95,598	-	95,598	98,352
Total supporting services	2,413,311	-	2,413,311	3,335,999
Building services:				
Tenant operations	919,637	-	919,637	844,556
Building operations	452,956	-	452,956	415,976
Total building services	1,372,593	-	1,372,593	1,260,532
Total expenses	10,993,341	-	10,993,341	10,311,456
Change in net assets from operations	159,512	89,535	249,047	(120,280)
Investment return (short) in excess of amounts for current operations	(191,817)	-	(191,817)	26,178
Change in net assets	(32,305)	89,535	57,230	(94,102)
Net assets:				
Beginning	27,937,328	2,386,489	30,323,817	30,417,919
Ending	\$ 27,905,023	\$ 2,476,024	\$ 30,381,047	\$ 30,323,817

See notes to consolidated financial statements.

Independent Sector and Subsidiary

Consolidated Statement of Functional Expenses

Year Ended December 31, 2015

(With Comparative Totals for 2014)

	2015														2014	
	Program Services							Supporting Services							Consolidated Total	Consolidated Total
	Public Policy & Community Engagement	Planning & Learning	National Conference	Programs & Practice	Communications & Marketing	Networks & Member Engagement	Total Program Services	Fundraising	Membership Development	General & Administrative	Strategic Visioning	Total Supporting Services	Total Building Services			
Employee costs	\$ 1,091,297	\$ 368,623	\$ 508,425	\$ 494,890	\$ 289,222	\$ 396,436	\$ 3,148,893	\$ 498,074	\$ 60,895	\$ 1,382,677	\$ 140,897	\$ 2,082,543	\$ -	\$ 5,231,436	\$ 5,151,586	
Consultants	331,291	8,157	236,077	62,826	254,357	52,058	944,766	134,900	45	428,445	313,000	876,390	-	1,821,156	1,720,839	
Building operations	-	-	-	-	-	-	-	-	-	-	-	-	1,224,925	1,224,925	1,099,287	
Travel and meetings	114,271	3,628	563,505	78,410	21,833	22,140	803,787	2,543	900	43,151	19,404	65,998	-	869,785	605,048	
Office supplies	17,586	1,553	34,500	5,359	20,935	42,243	122,176	5,631	595	136,524	65	142,815	50,046	315,037	340,856	
Interest expense	-	-	-	-	-	-	-	-	-	-	-	-	322,824	322,824	334,647	
Printing and reproduction	1,480	2,102	16,253	5,526	7,810	9,075	42,246	-	-	11,361	-	11,361	-	53,607	19,530	
Depreciation and amortization	-	-	-	-	-	-	-	-	-	163,773	-	163,773	864,908	1,028,681	977,424	
Telephone and webinars	3,947	293	301	3,519	16	104	8,180	242	-	35,188	315	35,745	9,890	53,815	62,239	
In-kind expenses	-	19,588	4,070	-	-	48,417	72,075	-	-	-	-	-	-	72,075	-	
	<u>1,559,872</u>	<u>403,944</u>	<u>1,363,131</u>	<u>650,530</u>	<u>594,173</u>	<u>570,473</u>	<u>5,142,123</u>	<u>641,390</u>	<u>62,435</u>	<u>2,201,119</u>	<u>473,681</u>	<u>3,378,625</u>	<u>2,472,593</u>	<u>10,993,341</u>	<u>10,311,456</u>	
Occupancy	234,211	56,346	98,619	105,587	55,817	81,011	631,591	102,879	13,971	329,444	22,115	468,409	(1,100,000)	-	-	
Total before allocation of general and administrative costs	1,794,083	460,290	1,461,750	756,117	649,990	651,484	5,773,714	744,269	76,406	2,530,563	495,796	3,847,034	1,372,593	10,993,341	10,311,456	
Allocated expenses	449,766	110,699	371,996	188,701	148,915	163,646	1,433,723	187,259	19,192	(1,764,713)	124,539	(1,433,723)	-	-	-	
Total expenses	\$ 2,243,849	\$ 570,989	\$ 1,833,746	\$ 944,818	\$ 798,905	\$ 815,130	\$ 7,207,437	\$ 931,528	\$ 95,598	\$ 765,850	\$ 620,335	\$ 2,413,311	\$ 1,372,593	\$ 10,993,341	\$ 10,311,456	

See notes to consolidated financial statements.

Independent Sector and Subsidiary

**Consolidated Statement of Cash Flows
Year Ended December 31, 2015
(With Comparative Totals for 2014)**

	2015	2014
Cash flows from operating activities:		
Change in net assets	\$ 57,230	\$ (94,102)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	1,028,681	977,424
Net realized and unrealized loss (gain) on investments	270,562	(87,552)
Deferred rent receivable	58,404	29,033
Deferred lease incentives	203,697	203,697
Deferred rent liability	(34,275)	37,971
Changes in assets and liabilities:		
Increase (decrease) in:		
Accounts and other receivables	(57,661)	21,258
Grants receivable and promises to give	(473,030)	(9,349)
Prepaid expense and other assets	107,715	(119,585)
Increase (decrease) in:		
Accounts payable and accrued expenses	(411,814)	304,951
Deferred revenue	(82,200)	87,280
Deferred compensation plan liability	(275,234)	13,125
Net cash provided by operating activities	392,075	1,364,151
Cash flows from investing activities:		
Proceeds from sales of investments	1,999,216	5,210,478
Purchases of investments	(2,249,249)	(7,299,321)
Purchases of deferred compensation plan assets	-	(13,125)
Purchases of property and equipment	(194,909)	(162,130)
Redemptions from deferred compensation plan	275,234	-
Net cash used in investing activities	(169,708)	(2,264,098)
Cash flows from financing activities:		
Principal payments on notes payable	(590,126)	(593,322)
Net cash used in financing activities	(590,126)	(593,322)
Net decrease in cash	(367,759)	(1,493,269)
Cash:		
Beginning	3,156,968	4,650,237
Ending	\$ 2,789,209	\$ 3,156,968
Supplemental disclosure of cash flow information:		
Cash paid for interest	\$ 323,609	\$ 336,631
Supplemental disclosure of non-cash investing activities:		
Equipment acquired through accounts payable	\$ 23,735	\$ 65,204

See notes to consolidated financial statements.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies

Nature of activities: Independent Sector and Subsidiary (the Organization) is comprised of two entities: Independent Sector (Independent Sector) and 1602 IS LLC (LLC).

Independent Sector is a not-for-profit, nonpartisan leadership network of over 550 organizations representing a cross section of the charitable and philanthropic community including local, regional and national public charities, foundations, corporate giving programs, and other organizations. Its mission, updated in 2015, is to lead and catalyze the charitable community, partnering with government, business, and individuals to advance the common good. Independent Sector advocates on behalf of public policies that impact the sector, serving as a unified voice and the source of information on the most pressing federal legislative, regulatory, and economic issues facing the charitable sector. It builds knowledge on behalf of the sector, working in collaboration with others to create, curate, and disseminate knowledge designed to help organizations respond to challenges and opportunities, increase their impact, and fulfill their missions. Independent Sector also connects organizations and leaders in the sector by serving as the vital meeting ground by bringing together key players in the charitable sector with government, business, communities, and individuals to advance the common good.

Independent Sector established 1602 IS LLC, a single member limited liability company, to own and operate its headquarters building located at 1602 L Street, NW, Washington, D.C. Independent Sector and 1602 IS LLC are collectively referred to as the Organization.

A summary of the significant accounting policies of the Organization follows:

Basis of accounting: The accompanying consolidated financial statements are presented in accordance with the accrual basis of accounting, whereby unconditional support is recognized when notification of the contribution is received, revenue is recognized when earned and expenses are recognized when incurred.

Principles of consolidation: The consolidated financial statements include the accounts of Independent Sector and LLC. LLC is consolidated, since Independent Sector owns 100 percent of the equity in LLC. All material inter-company transactions have been eliminated.

Basis of presentation: The financial statement presentation follows the Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC). As required by the Not-for-Profit Entities Topic of the FASB ASC, Independent Sector is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Independent Sector had no permanently restricted net assets at December 31, 2015.

Financial risk: The Organization maintains its cash in bank deposit accounts, which at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts. The Organization believes it is not exposed to any significant credit risk on cash.

Independent Sector invests in a portfolio that contains mutual funds. Such investments are exposed to various risks, such as market and credit. Due to the level of risk associated with such investments and the level of uncertainty related to changes in the value of such investments, it is at least reasonably possible that changes in risks in the near term could materially affect investment balances and the amounts reported in the consolidated financial statements.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Investments: Investments with readily determinable fair values are reflected at fair market value (based on closing values at 4 p.m. Eastern time on the last trading day of the fiscal year). Investments are composed of mutual funds and cash. Cash deemed to be held for long-term purposes is included with investments, rather than cash, in the consolidated statement of financial position.

Receivables: Receivables are carried at original invoice amounts less an estimate made for doubtful receivables based on a review of all outstanding amounts. Management determines the allowance for doubtful accounts by identifying troubled accounts and by using historical experience. Receivables are written off when deemed uncollectible. Recoveries of receivables previously written off are recorded when received. Management believes that all receivables are fully collectible and that no provision for doubtful accounts is necessary.

Grants receivable and promises to give: Grants receivable consist of invoiced and unbilled amounts due based on completion of award requirements. Promises to give are recorded at the net realizable value. Long-term promises to give are discounted to net present value. An estimate is made for doubtful receivables based on a review of all outstanding amounts on a monthly basis. When all collection efforts have been exhausted, the account is written off as bad debt expense. Management estimates that all grants receivable and promises to give are fully collectible, and that no allowance for doubtful accounts is necessary as of December 31, 2015.

Property and equipment and related depreciation and amortization: Property and equipment are stated at cost and are depreciated using the straight-line method. Donated furniture and equipment are initially stated at the fair value at the date of donation. The building is depreciated over 40 years. Building improvements are depreciated over ten years. Furniture and equipment are depreciated over an estimated useful life of five years. Software is amortized over an estimated useful life of five years. Equipment purchased under capital leases is amortized over the life of the lease. Building improvements are capitalized for purchases over \$10,000. Acquisitions of furniture, equipment, and software of more than \$1,000 are capitalized. Expenditures for minor repairs and maintenance costs are expensed when incurred. Upon the retirement or disposal of assets, the cost and accumulated depreciation or amortization are eliminated from the respective accounts and the resulting gain or loss is included in revenue or expenses.

Valuation of long-lived assets: The Organization reviews property and equipment for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of the long-lived asset is measured by a comparison of the carrying amount of the asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. Assets to be disposed of are reportable at the lower of the carrying amount or fair value, less costs to sell.

Debt issuance costs: Debt issuance costs represent the costs associated with the notes payables issued. These costs are amortized over the life of the notes, using the effective interest method.

Deferred rent receivable and lease incentives: LLC owns a nine-story, 52,896-square foot building to serve as Independent Sector's headquarters. Space not occupied by Independent Sector is available for leasing. Tenant leases contain fixed escalation clauses for increases in the annual minimum rent and incentive allowances for leasehold improvements. Under accounting principles generally accepted in the United States of America, all fixed rent increases and rent incentives are recognized on a straight-line basis over the term of the lease. The difference between the income and the required lease payments to be received is reflected as deferred rent receivable and deferred lease incentives in the accompanying consolidated statement of financial position.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Classification of net assets: The net assets of Independent Sector are classified and reported as follows:

Unrestricted net assets:

Undesignated net assets represent the portion of expendable funds that is available for support of Independent Sector's operations.

Board designated net assets represent a portion of unrestricted net assets for designated purposes and consists of a short-term building operating fund and a long-term reserve fund which was created to establish a corpus for which investment income will be used for general operations. The long-term reserve fund is considered a quasi endowment. As such, Independent Sector follows the disclosure requirements of the FASB ASC topic related to endowments, which includes board designated quasi endowments (see Note 7).

Temporarily restricted net assets: are specifically restricted by donors for various programs or for specific periods.

Revenue recognition: Grants and contributions are reported as revenue in the year in which payments are received and/or unconditional promises are communicated to Independent Sector. Grants and contributions are reported as temporarily restricted support if they are received with donor or grantor stipulations that limit the use of the donated assets. When a donor restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statement of activities as net assets released from restrictions. Donor restricted contributions whose restrictions are met in the same reporting period are reported as unrestricted support.

Membership contributions are recognized as revenue in the period received.

Rental income is recognized as revenue on a straight-line basis over the term of the lease agreement in the year to which the rental period pertains.

Conference fees are recognized in the year in which the event is held. Fees received in advance of the conference are recorded as deferred revenue.

Functional allocation of expenses: The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statement of functional expenses. Management has elected to allocate certain general and administrative costs among the programs and other supporting services benefited, based on the percentage of program/supporting service costs over total expenses, which have been summarized in the consolidated statement of activities.

Donated services: Donated services that create or enhance non-financial assets or that require specialized skills provided by individuals possessing those skills, which would typically need to be purchased if not provided by donation, are recorded at fair value in the period provided.

Use of estimates: The preparation of consolidated financial statements 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 consolidated financial statements, and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

Income tax status: Under Section 501(c)(3) of the Internal Revenue Code, Independent Sector is exempt from the payment of income taxes on income other than unrelated business income. For the year ended December 31, 2015, no provision for income taxes was required, as Independent Sector had no unrelated business tax liability.

LLC is a single member limited liability company that has elected to be treated as a disregarded entity. As such, LLC is not subject to federal income tax, but rather, its income or loss inures to Independent Sector. LLC is subject to the District of Columbia business franchise tax. There was no tax provision necessary to be accrued as of December 31, 2015.

The accounting standard on accounting for uncertainty in income taxes (FASB ASC Topic 740-10) addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the consolidated financial statements. Under this guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. The tax benefits recognized in the consolidated financial statements from such a position are measured based on the largest benefit that has a greater than 50 percent likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addresses de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods. Management evaluated the Organization's tax positions and concluded that the Organization has taken no uncertain tax positions that require adjustment to the consolidated financial statements to comply with the provisions of this guidance. Generally, the Organization is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for years before 2012.

Prior year information: The consolidated financial statements include certain prior year summarized comparative information in total but not by net asset class or functional detail. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with Independent Sector's consolidated financial statements for the year ended December 31, 2014, from which the summarized information was derived.

Reclassifications: Certain items on the statement of activities in the prior year summarized comparative information have been reclassified to conform to the current year presentation with no effect on the changes in net assets or net assets.

Subsequent events: The Organization evaluated subsequent events through April 7, 2016, which is the date the consolidated financial statements were available to be issued.

Recent accounting pronouncement: In April 2015, the FASB issued Accounting Standards Update (ASU) 2015-03, *Interest—Imputation of Interest (Subtopic 835-30): Simplifying the Presentation of Debt Issuance Costs*. This ASU requires that debt issuance costs related to a recognized debt liability be presented in the balance sheet as a direct deduction from the carrying amount of that debt liability, consistent with debt discounts. This ASU will be effective for the Organization for fiscal years beginning after December 15, 2015. The adoption of this standard is not expected to have a material impact on our financial statements.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 1. Nature of Activities and Significant Accounting Policies (Continued)

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract (i.e., lessees and lessors). The most significant change for lessees is the requirement under the new guidance to recognize right-of-use assets and lease liabilities for all leases not considered short-term leases. Changes to the lessor accounting model include: (a) synchronizing key aspects of the model with the new revenue recognition guidance, such as basing whether a lease is similar to a sale on whether control of the underlying asset has transferred to the lessee and (b) prospectively eliminating the specialized accounting for leveraged leases. The new standard requires lessors to account for leases using an approach that is substantially equivalent to existing guidance for sales-type leases, direct financing leases and operating leases. The standard is effective on January 1, 2020, with early adoption permitted. The Organization is in the process of evaluating the impact of this new guidance.

Note 2. Investments

Investments consist of the following as of December 31, 2015:

Cash	\$ 8,292
Mutual funds	9,370,017
	<u>\$ 9,378,309</u>

For the year ended December 31, 2015, investment income consists of the following:

Interest and dividends	\$ 278,745
Realized gains	1,246
Unrealized losses	<u>(271,808)</u>
	8,183
Investment return designated for current operations	<u>(200,000)</u>
Investment return short of amounts designated for current operations	<u>\$ (191,817)</u>

Note 3. Grants Receivable and Promises to Give

Grants receivable and promises to give consist of amounts due from foundations and corporations. All amounts are considered fully collectible and are due as follows as of December 31, 2015.

Within one year	\$ 1,266,585
One to five years	585,810
	<u>\$ 1,852,395</u>

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 4. Property and Equipment

Property and equipment consist of the following at December 31, 2015:

Building	\$ 26,728,691
Land	5,391,820
Building improvements	2,570,901
Furniture, equipment and software	2,205,977
	<hr/>
	36,897,389
Less accumulated depreciation and amortization	(7,965,240)
	<hr/>
	<u>\$ 28,932,149</u>

Depreciation and amortization expense was \$1,028,681 for the year ended December 31, 2015, which includes \$33,004 of amortization expense on the debt issuance costs.

Note 5. Notes Payable

On June 4, 2013, the Organization refinanced its outstanding debt of \$14,100,000 from the acquisition and renovation of the headquarters building for the Organization located at 1602 L Street, NW, Washington, D.C. The financing included the following debt instruments:

The District of Columbia reissued multi-modal revenue bonds (the Bonds) totaling \$11,600,000 under the indenture of trust agreement dated June 4, 2013, with a financial institution, as trustee, and the Organization, the borrower. The Bonds are due in monthly installments of \$53,619, including interest at 2.77 percent, through June 1, 2028 with a final payment for the remaining expected principal balance of \$5,654,913. The Organization has pledged the related land, building, and improvements as collateral for the Bonds. The Bonds shall mature and be payable subject to prior redemption or the terms and conditions set forth in the indenture agreement. The outstanding balance of the Bonds at December 31, 2015, was \$10,764,364.

On June 4, 2013, the Organization obtained three separate loans with three foundations totaling \$2,500,000. Each loan is payable in 40 equal quarterly installments totaling \$62,500. Interest on the unpaid balance of the loans is equal to 1 percent per annum, due quarterly in arrears, through June 30, 2023. The outstanding balance on the foundation loans at December 31, 2015, was \$1,875,000. The loans are collateralized by a junior mortgage lien representing no lower than a second priority lien on and security interest in the land and building.

Certain covenants, such as a debt coverage ratio and a minimum liquidity threshold, apply to the outstanding notes payable, including the Bonds and the foundation loans. Management monitors covenant compliance on a quarterly basis during the year and believes the Organization is in compliance with all required covenants.

Interest expense was \$322,824 for the year ended December 31, 2015, and is included in building services in the accompanying consolidated statement of activities.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 5. Notes Payable (Continued)

Future maturities on the notes payable at December 31, 2015, are due as follows:

Years ending December 31:

2016	\$	599,668
2017		609,477
2018		619,562
2019		629,930
2020		640,589
Thereafter		9,540,138
		<u>\$ 12,639,364</u>

Note 6. Temporarily Restricted Net Assets

Changes in temporarily restricted net assets during 2015 consist of the following:

	Balance December 31, 2014	Contributions	Released	Balance December 31, 2015
Purpose restricted:				
Ethics and accountability	100,000	335,000	164,491	270,509
NGEN Initiative	410,259	-	210,257	200,002
Website and Digital Strategy	250,000	-	102,071	147,929
Gardner Award	111,140	-	57,807	53,333
Regional Meetings	50,000	63,564	82,206	31,358
C-Suite Program	125,173	35,000	131,809	28,364
2016 Candidate Education	-	25,000	1,921	23,079
Public Policy Action Institute	-	20,000	-	20,000
Tax and Fiscal Policy	34,823	-	34,713	110
Total	<u>1,081,395</u>	<u>478,564</u>	<u>785,275</u>	<u>774,684</u>
Time restricted grants:				
Other	1,305,094	1,409,583	1,013,337	1,701,340
	<u>2,386,489</u>	<u>1,888,147</u>	<u>1,798,612</u>	<u>2,476,024</u>

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 7. Board Designated Net Assets

The unrestricted net assets of Independent Sector are reported as undesignated and board designated net assets. Undesignated net assets represent the portion of expendable funds that is available to support the operations of Independent Sector, while board designated net assets represent a portion of unrestricted net assets for designated purposes and consists of a short-term building operating fund and a long-term reserve fund which was created to establish a corpus for which investment income will be used for general operations. As of December 31, 2015, board designated net assets include the following:

Long-term quasi-endowment	\$ 5,858,065
Short-term building reserve	500,000
	<u>\$ 6,358,065</u>

The following disclosures are required for endowment funds. Independent Sector does not have any donor-restricted endowment funds at December 31, 2015, but does have the long-term reserve/quasi endowment fund.

The Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA) is a model act approved by the Uniform Law Commission (ULC, formerly known as the National Conference of Commissioners on Uniform State Laws) that serves as a guideline for states to use in enacting legislation. Independent Sector does not have any donor-restricted endowment funds and thus is not currently subject to the provisions of UPMIFA. However, the Board of Directors of Independent Sector is utilizing the guidance of UPMIFA in the administration of its quasi-endowment fund (long-term reserve fund). By definition, the board designated quasi-endowment funds shall be classified as a component of unrestricted net assets at all times as the Board is not able to create a permanent or temporary restriction on net assets as only external donors have this ability.

In accordance with UPMIFA, Independent Sector considers the following factors in making a determination to appropriate or accumulate quasi-endowment funds:

- The duration and preservation of the fund
- The designated purpose(s) of the quasi-endowment fund
- General economic conditions
- The possible effects of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of Independent Sector
- The investment policies of Independent Sector

Independent Sector has adopted investment and spending policies for the quasi-endowment assets that attempt to provide a predictable stream of funding to programs supported by its quasi-endowment and to reduce the likelihood of real principal erosion due to portfolio volatility.

Investment policy: The investment objective of the long-term reserve fund is to preserve the long-term, real purchasing power of the assets while providing a relatively predictable and growing stream of annual distributions in support of the operations of the Organization. The risk profile would indicate maximum loss of approximately –10% to –15% over any one-year period and no loss over the consecutive ten-year investment horizon. The Organization requires that Board-Designated Reserve assets be invested in liquid securities, defined as securities with active and efficient secondary markets. The investment objectives of the short-term operating reserve are to preserve safety of principal, maintain an appropriate level of liquidity to fund operations, and to provide annual investment income to operations.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 7. Board Designated Net Assets (Continued)

Spending policy: Independent Sector applies the moving average method of determining year-to-year spending in order to smooth distributions from the combined investment portfolio. The combined portfolio values are determined based on a three-year moving average of monthly combined portfolio market values ending June 30 each year.

Changes in long term reserve fund board designated net assets during 2015 consisted of the following:

Beginning balance	\$ 4,021,437
Contributions	1,999,216
Investment loss	(32,393)
Appropriated for spending	(130,195)
Ending balance	<u>\$ 5,858,065</u>

The \$500,000 short-term building operating fund is not considered a quasi-endowment and as such is not included in the schedule above.

Note 8. Fair Value Measurements

In accordance with accounting standards for fair value measurements for financial assets and liabilities measured on a recurring basis, Independent Sector has categorized its applicable financial instruments into a required fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument.

Applicable financial assets and liabilities are categorized based on the inputs to the valuation techniques, as follows:

- Level 1:** Inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.
- Level 2:** Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar assets or liabilities in active markets.
- Level 3:** Unobservable inputs for the asset or liability, including the reporting entity's own assumptions in determining the fair value measurement.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 8. Fair Value Measurements (Continued)

The following table summarizes the assets measured at fair value on a recurring basis as of December 31, 2015:

	<u>Total</u>	<u>Level 1</u>
Financial assets:		
Mutual funds:		
Short-term bond	\$ 2,844,630	\$ 2,844,630
Short-term government	1,306,703	1,306,703
Intermediate-term bond	1,031,500	1,031,500
Large blend	622,115	622,115
Small blend	579,873	579,873
Diversified emerging markets	525,307	525,307
Real estate	483,065	483,065
Mid-cap value	472,116	472,116
Large value	309,230	309,230
Pacific/Asia Ex-Japan stk	305,715	305,715
Multialternative	206,422	206,422
Market neutral	172,774	172,774
Foreign large blend	167,934	167,934
Conservative allocation	148,309	148,309
Managed futures	121,948	121,948
World allocation	57,919	57,919
Target date 2016 – 2020	14,457	14,457
Total	<u>\$ 9,370,017</u>	<u>\$ 9,370,017</u>

Cash and cash equivalents are excluded from the fair value hierarchy as cash is generally measured at cost. As such, \$8,292 of cash held in Independent Sector's investment portfolio at December 31, 2015, has been excluded from the previous table.

Independent Sector's mutual funds are publicly traded and are considered Level 1 items.

Independent Sector and Subsidiary

Notes to Consolidated Financial Statements

Note 9. Commitments

Building: LLC owns a nine-story, 52,896-square-foot building to serve as Independent Sector's headquarters. Independent Sector occupies various floors, with the remaining space of 30,020-square feet available for leasing to tenants and fully rented as of December 31, 2015. Non-cancelable leases with tenants expire between April 30, 2016 and December 31, 2024, and contain fixed escalation clauses for increases in the annual minimum rent and incentive allowances for leasehold improvements, which are recognized as deferred lease incentives and amortized on a straight-line basis over the term of the lease. The difference between the income and the required lease payments to be received is reflected as deferred rent receivable in the accompanying consolidated statement of financial position.

Future minimum rental payments to be received are as follows:

Years ending December 31:	
2016	\$ 1,142,980
2017	907,358
2018	910,495
2019	616,699
2020	509,162
2021 – 2024	1,655,116
	<u>\$ 5,741,810</u>

Contracts: Independent Sector has entered into agreements with several hotels to provide conference facilities and room accommodations for its meetings in 2016, 2017 and 2019. The agreements contain various clauses, whereby, Independent Sector is liable for liquidated damages in the event of cancellation or lower-than-anticipated attendance. Management of Independent Sector does not believe that any losses will be incurred under these contracts.

Note 10. Retirement Plans

Defined contribution plan: Independent Sector provides retirement benefits for its employees through a 403(b) defined contribution plan. Under the 403(b) plan, all full-time employees of Independent Sector who are at least 21 years of age are eligible to contribute any percentage of their salary up to the federal tax limit. Employees of Independent Sector who have completed one year of service in which they have worked at least 1,000 hours are eligible for employer-matching contributions of 100 percent of employee contributions up to 7.5 percent of the employee's annual salary. Vesting in the employer contributions to the plan is based on completed years of service, with 100 percent vesting by the end of five completed years of service. For the year ended December 31, 2015, employer contributions were \$208,648.

Deferred compensation plan: Independent Sector offers its executives or highly compensated employees an opportunity to defer compensation pursuant to Section 457(b) of the Internal Revenue Code, to supplement such employees' retirement benefits under the employer's Employee Retirement Income Security Act (ERISA) qualified retirement plan. Employees are fully vested when plan contributions are made. Qualifying distributions may be made in a lump sum or in equal annual installments over a certain term, as elected by the participant, not to exceed ten years. A lump sum payment was made to an executive who left Independent Sector during the year ended December 31, 2015.