

Consolidated Financial Statements
and Other Financial Information

NORTHEAST INDIANA REGIONAL MARKETING PARTNERSHIP, INC.
AND NORTHEAST INDIANA FOUNDATION, INC.

*Years ended December 31, 2016 and 2015
with Independent Auditors' Report*

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidated Financial Statements
and Other Financial Information

Years ended December 31, 2016 and 2015

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Independent Auditors' Report

The Board of Directors
Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Northeast Indiana Regional Marketing Partnership, Inc. and Northeast Indiana Foundation, Inc. which comprise the consolidated statement of financial position as of December 31, 2016 and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the 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 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 Northeast Indiana Regional Marketing Partnership, Inc. and Northeast Indiana Foundation, Inc. as of December 31, 2016 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.

Other Matter—Other Financial Information

Our audit was conducted for the purposes of forming an opinion on the consolidated financial statements taken as a whole. The accompanying consolidating statement of financial position and consolidating statement of activities and changes in net assets are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures 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 Matter—December 31, 2015 Consolidated Financial Statements

The consolidated financial statements of Northeast Indiana Regional Marketing Partnership, Inc. and Northeast Indiana Foundation, Inc. for the year ended December 31, 2015 were audited by other auditors whose report dated March 29, 2016 expressed an unmodified opinion on those statements.

Haines, Lumbarger & Skiba, LLC

Fort Wayne, Indiana
March 23, 2016

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidated Statements of Financial Position

	December 31,	
	2016	2015
Assets		
Current assets:		
Cash	\$ 1,346,516	\$ 1,164,007
Certificates of deposit	542,096	671,395
Accounts receivable	340,588	232,466
Current portion of grants receivable	220,000	14,725
Prepaid expenses	43,248	21,559
Total current assets	2,492,448	2,104,152
Property and equipment:		
Equipment	23,262	9,843
Furniture and fixtures	64,319	64,319
Website	219,831	159,115
	307,412	233,277
Less accumulated depreciation	84,866	100,413
	222,546	132,864
Grants receivable, less current portion	147,795	146,384
Security deposit	13,206	13,206
	161,001	159,590
Total assets	\$ 2,875,995	\$ 2,396,606
Liabilities and net assets		
Current liabilities:		
Accounts payable	\$ 162,982	\$ 87,651
Accrued expenses	37,617	18,520
Deferred revenue	95,500	129,025
Total current liabilities	296,099	235,196
Sublease deposit	15,650	7,825
Total liabilities	311,749	243,021
Net assets:		
Unrestricted	1,959,476	1,781,668
Temporarily restricted	604,770	371,917
Total net assets	2,564,246	2,153,585
Total liabilities and net assets	\$ 2,875,995	\$ 2,396,606

See accompanying notes.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidated Statements of Activities and Changes in Net Assets

	Year ended December 31,					
	2016			2015		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support, revenues and gains						
Investor revenues	\$ 1,772,200	\$ -	\$ 1,772,200	\$ 968,117	\$ -	\$ 968,117
Fee for service	340,718	-	340,718	320,810	-	320,810
Grants	517,269	890,697	1,407,966	228,257	337,206	565,463
Contributions and sponsorships	169,750	-	169,750	47,577	292,500	340,077
Contributed goods and services	40,903	-	40,903	76,320	-	76,320
Interest	2,465	-	2,465	3,121	-	3,121
Sublease income	155,500	-	155,500	124,576	-	124,576
Total support, revenues and gains before net assets released from restrictions	2,998,805	890,697	3,889,502	1,768,778	629,706	2,398,484
Net assets released from restrictions	657,844	(657,844)	-	1,378,245	(1,378,245)	-
Total support, revenues and gains	3,656,649	232,853	3,889,502	3,147,023	(748,539)	2,398,484
Expenses						
Program services	2,641,444	-	2,641,444	2,262,607	-	2,262,607
Supporting services:						
Management and general	591,462	-	591,462	504,847	-	504,847
Fundraising	245,935	-	245,935	310,311	-	310,311
Total operating expenses	3,478,841	-	3,478,841	3,077,765	-	3,077,765
Increase (decrease) in net assets	177,808	232,853	410,661	69,258	(748,539)	(679,281)
Net assets at beginning of year	1,781,668	371,917	2,153,585	1,712,410	1,120,456	2,832,866
Net assets at end of year	<u>\$ 1,959,476</u>	<u>\$ 604,770</u>	<u>\$ 2,564,246</u>	<u>\$ 1,781,668</u>	<u>\$ 371,917</u>	<u>\$ 2,153,585</u>

See accompanying notes.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidated Statements of Functional Expenses

	Year ended December 31,							
	2016				2015			
	Program	Management and General	Fundraising	Total	Program	Management and General	Fundraising	Total
Salaries and related expenses								
Salaries	\$ 759,767	\$ 363,910	\$ 106,945	\$ 1,230,622	\$ 737,065	\$ 183,865	\$ 177,163	\$ 1,098,093
Payroll taxes	58,311	21,656	7,890	87,857	47,088	11,948	11,245	70,281
Employment benefits	68,119	41,141	13,604	122,864	98,993	25,118	23,640	147,751
Total salaries and related expenses	886,197	426,707	128,439	1,441,343	883,146	220,931	212,048	1,316,125
Other expenses								
Bad debt	-	-	23,287	23,287	1,845	3,874	431	6,150
Conference and events	73,289	3,668	5,158	82,115	5,180	10,877	1,209	17,266
Dues and subscriptions	3,778	737	14,175	18,690	6,595	13,850	1,539	21,984
Grants	19,903	-	-	19,903	9,785	31,048	3,450	44,283
Marketing	255,326	1,949	8,635	265,910	243,629	41,132	31,640	316,401
Meals and entertainment	24,062	4,061	28,323	56,446	3,081	6,469	719	10,269
Miscellaneous expense	8,935	(13,193)	2,445	(1,813)	7,551	16,094	1,762	25,407
Office supplies	3,842	3,193	1,136	8,171	1,476	3,099	344	4,919
Organizational and professional development	14,366	39,311	245	53,922	7,704	3,210	1,926	12,840
Professional fees	208,706	60,698	17,032	286,436	265,907	40,391	30,293	336,591
Program supplies and expenses	726,801	132	2,860	729,793	596,455	-	-	596,455
Rent	174,517	41,972	4,418	220,907	145,964	35,105	3,695	184,764
Research and data	112,656	-	1,000	113,656	29,768	54,576	14,884	99,228
Technology support	10,095	7,799	2,310	20,204	2,898	6,087	676	9,661
Travel	90,429	1,280	3,156	94,865	33,324	4,640	4,218	42,182
Utilities	8,936	8,432	2,820	20,188	4,874	10,235	1,137	16,246
Total other expenses	1,735,641	160,039	117,000	2,012,680	1,366,036	280,687	97,923	1,744,646
Total expenses before depreciation	2,621,838	586,746	245,439	3,454,023	2,249,182	501,618	309,971	3,060,771
Depreciation	19,606	4,716	496	24,818	13,425	3,229	340	16,994
Total expenses	\$ 2,641,444	\$ 591,462	\$ 245,935	\$ 3,478,841	\$ 2,262,607	\$ 504,847	\$ 310,311	\$ 3,077,765

See accompanying notes.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidated Statements of Cash Flows

	Year ended December 31,	
	2016	2015
Operating activities		
Increase (decrease) in net assets	\$ 410,661	\$ (679,281)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by (used in) operating activities:		
Depreciation	24,818	16,994
Loss on disposal of equipment	-	5,832
Changes in operating assets and liabilities:		
Accounts receivable	(108,122)	(165,137)
Grants and pledges receivable	(206,686)	188,131
Prepaid expenses	(21,689)	7,169
Accounts payable	75,331	8,031
Accrued expenses	19,097	6,367
Deferred revenue	(33,525)	121,200
Sublease deposit	7,825	-
Net cash provided by (used in) operating activities	167,710	(490,694)
Investing activities		
Purchase of property and equipment	(114,500)	(121,750)
Proceeds from maturity of certificates of deposit	129,299	153,226
Net cash provided by investing activities	14,799	31,476
Increase (decrease) in cash and cash equivalents	182,509	(459,218)
Cash and cash equivalents at beginning of year	1,164,007	1,623,225
Cash and cash equivalents at end of year	\$ 1,346,516	\$ 1,164,007

See accompanying notes.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements

December 31, 2016

1. Organization

The Northeast Indiana Regional Partnership, Inc. (the Partnership) is an Indiana nonprofit corporation formed in 2006 and organized under Section 501(c)(6) of the Internal Revenue Code to help build a globally competitive economy in Northeast Indiana. The Partnership's mission is to build, market and sell Northeast Indiana to increase business investment in the region. Through its combined efforts in business development and its work to build a globally competitive regional product, the Partnership supports its 11 member counties: Adams, Allen, DeKalb, Huntington, Kosciusko, LaGrange, Noble, Steuben, Wabash, Wells and Whitley counties.

The Northeast Indiana Foundation, Inc. (the Fund) is an Indiana nonprofit corporation formed in 2006 and organized under Section 501(c)(3) of the Internal Revenue Code. Fund's mission is to support the Partnership through sustained leadership, collaboration, transformative initiatives and the alignment of resources toward shared regional goals. Fund is supported through foundation grants and other contributions.

The Partnership and the Fund together launched Vision 2020, which is a regional initiative focused on aligning Northeast Indiana's economic development efforts around five key areas: 21st Century Talent, Competitive Business Climate, Entrepreneurship, Infrastructure and Quality of Life. Vision 2020 is designed to transform Northeast Indiana into a top global competitor by focusing on a common mission to develop, attract and retain talent to increasing business investment in the region. While both the Partnership and the Fund engage in Vision 2020 initiatives, the bulk of the program is supported by the Fund.

The Partnership and the Fund are exempt from income taxes under Sections 501(c)(6) and 501(c)(3), respectively, of the Internal Revenue Code and qualify for the 50 percent charitable deduction limitation. The Partnership and the Fund are subject to federal income tax on unrelated business taxable income. There was no unrelated business income in 2016 and 2015. The Partnership and the Fund have been classified as organizations that are not a private foundation pursuant to Section 509(a) of the Internal Revenue Code. Management believes the Partnership and the Fund are no longer subject to examination by taxing authorities for years before 2013.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

2. Summary of Significant Accounting Policies

Basis of Accounting

The consolidated financial statements have been prepared on the accrual basis of accounting whereby revenues are recognized when earned and expenditures are recognized when incurred.

Principles of Consolidation

The consolidated financial statements include the accounts of the Partnership and the Fund (collectively Organization), both of which are under common control and board of directors. Significant interorganization accounts and transactions have been eliminated in consolidation.

Cash and Cash Equivalents

All highly liquid investments with a maturity of three months or less when purchased are considered to be cash equivalents. The Organization maintains cash accounts at local banks. From time to time during the year, the Organization's cash accounts exceeded federally insured limits.

Certificates of Deposit

Certificates of deposit are recorded at cost plus accrued interest, which approximates fair value.

Property and Equipment

Property and equipment are stated at cost or if donated, at fair market value at date of donation, except for property and equipment that has been impaired. For impaired assets, the carrying amount is reduced to the estimated fair market value. There were no impaired assets as of December 31, 2016 and 2015. Property and equipment with a cost or value of \$2,000 or more and a useful life of one year or more are capitalized. Depreciation is computed by the straight-line method over the following estimated useful lives:

Equipment	5-7 years
Furniture and fixtures	7-10 years
Website	3-10 years

Expenditures for normal repairs and maintenance are charged to expenses as incurred.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

2. Summary of Significant Accounting Policies (continued)

Net Assets

Net assets are allocated to and accounted for based upon the donor's intended purpose. Unrestricted net assets have no donor imposed restrictions placed upon them. Temporarily restricted net assets include amounts whose use is limited by donor imposed stipulations that can be met and removed by actions of the Organization pursuant to those stipulations, occurrence of a stated event or passage of a specified time period. When donor imposed restrictions are met, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities and changes in net assets as net assets released from restrictions. Permanently restricted net assets include amounts whose use is limited by donor imposed restrictions which stipulate that resources be maintained permanently, but permits the Organization to expend part or all of the income derived from the donated assets for either unrestricted or temporarily restricted purposes. Resources arising from the results of operations or assets set aside by the Board of Directors are not considered to be donor restricted. The Organization has no permanently restricted net assets at December 31, 2016 and 2015.

Revenue and Accounts Receivable

Revenues consist of investments in the Organization from businesses in the region who choose to be involved in Northeast Indiana's development and economic growth. Additionally, the Organization receives fees from city and county governments to provide professional marketing services related to economic development activities. The Organization recognizes revenue upon completion of services. Deferred revenue consists primarily of annual investor revenues received prior to year-end.

Accounts receivable are stated at the amount billed to public entities and other investors. The Organization provides an allowance for doubtful accounts for estimated losses in the collection of accounts receivable which is based on an analysis of outstanding receivables, taking into account the age of past due accounts, an assessment of the investor's ability to pay and historical collection information. When specific accounts are deemed uncollectible, in whole or in part, such amounts are removed from the accounts although collection efforts may continue. At December 31, 2016 and 2015 no allowance for doubtful accounts was deemed necessary by management.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

2. Summary of Significant Accounting Policies (continued)

Contributions and Grants Receivable

Contributions, including gifts, grants, bequests, pledges and other unconditional promises to give, without restrictions or stipulations are recorded as support (revenue) in the period received. Contributions are recorded at fair value, and in the case of pledges, net of uncollectible amounts and discounted if due over one year. Contributions are reported as temporarily restricted or permanently restricted support if they are received with donor imposed stipulations that limit their use.

Contributions of assets other than cash are recorded at their fair market value. Contributions of services are recognized as revenue if the services received (a) create or enhance non-financial assets or (b) require specialized skills, are provided by individuals possessing those skills and typically need to be purchased if not provided by donation.

During 2016 and 2015, the fair market value of contributed goods and services recognized as revenue and expense in the accompanying statements of activities and changes in net assets was \$40,903 and \$76,320, respectively.

Government Grants

Support funded by government grants is recognized as the Organization performs the contracted services pursuant to grant agreements. Grant revenue is recognized as earned as the eligible expenses are incurred. Grant expenditures are subject to audit and acceptance by the granting agency and, as a result of such audit, adjustments could be required.

Recently Issued Accounting Standards

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities (Topic 958), Presentation of Financial Statements of Not-for-Profit Entities*. Key elements of the ASU include a reduction in the number of net asset categories from three to two, conforming requirements on releases of capital restrictions, several new requirements related to expense presentation and disclosure (including investment expenses) and new required disclosures communicating information useful in assessing liquidity. The new standard is effective for the Organization in 2018; early adoption is allowed. The Organization is currently evaluating the impact of the adoption of the standard on its consolidated financial statements.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

2. Summary of Significant Accounting Policies (continued)

Recently Issued Accounting Standards (continued)

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the statement of financial position for all leases with terms longer than 12 months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the statement of activities. The new standard is effective for the Organization's 2020 financial statements. A modified retrospective transition approach is required for lessees for capital and operating leases existing at, or entered into after, the beginning of the earliest comparative period presented in the financial statements, with certain practical expedients available. The Organization is currently evaluating the effect of the pending adoption of the new standard on the consolidated financial statements.

Use of Estimates

Preparation of consolidated financial statements in conformity with generally accepted accounting principles in the United States of America requires management to make estimates and assumptions that affect the reported amounts in the consolidated financial statements and accompany notes. Actual results could differ from those estimates.

Functional Allocation of Expenses

The cost of providing the program and other activities has been summarized on a functional basis in the accompanying consolidated statements of activities and changes in net assets. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Reclassifications

Certain 2015 amounts have been reclassified to conform to the 2016 presentation.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

3. Grants Receivable

Unconditional promises to give to the Organization are recorded as grants receivable at the present value of future cash flows. The present value discount rate used was 1.47 percent and 2.47 percent for 2016 and 2015, respectively. The Organization's grants receivable are as follows:

	December 31	
	2016	2015
Amounts due in:		
Less than one year	\$ 220,000	\$ 14,725
One to five years	150,000	150,000
Gross grants receivable	370,000	164,725
Less discount for present value	2,205	3,616
Net grants receivable	\$ 367,795	\$ 161,109

4. Net Assets

Temporarily restricted net assets are to be used for the following purposes:

	December 31	
	2016	2015
Future period operations	\$ 425,000	\$ 151,384
21 st Century Talent	179,150	170,608
Entrepreneurship	620	23,000
Quality of Life	-	26,925
	\$ 604,770	\$ 371,917

Temporarily restricted net assets released from donor restrictions as a result of incurring expenses to satisfy the restricted purposes or by occurrence of other events specified by donors were \$657,844 and \$1,378,245 for 2016 and 2015, respectively.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

5. Leases

The Organization leases office space pursuant to a noncancelable operating lease which expires in May 2021. The Organization also leases certain office furniture and equipment pursuant to noncancelable operating leases, which expire from 2016 through 2021. Total rent expense was \$220,907 and \$184,764 in 2016 and 2015, respectively.

The Organization subleases a portion of its office space to unrelated parties pursuant to sublease agreements. Sublease income was \$155,500 and \$124,576 in 2016 and 2015, respectively.

Future minimum lease payments as of December 31, 2016 pursuant to operating leases that have initial or remaining noncancelable terms in excess of one year are as follows:

2017	\$ 173,226
2018	173,226
2019	173,226
2020	173,226
2021	72,178
Total minimum payments	<u>\$ 765,082</u>

6. Employee Benefit Plan

The Organization maintains a defined contribution salary deferral plan for the benefit of eligible employees. The plan allows for discretionary employer matching contributions. The matching contribution for 2016 and 2015 was \$19,669 and \$20,224, respectively.

7. Related Parties

Certain members of the Board of Directors are employed by organizations that have provided goods and services to the Organization. The fees and costs paid for these goods and services were based on customary and reasonable rates for such services.

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Notes to Consolidated Financial Statements (continued)

8. Subsequent Events

Management has evaluated subsequent events through March 23, 2017, the date on which the financial statements were available to be issued.

Other Financial Information

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidating Statement of Financial Position

December 31, 2016

	Partnership	Fund	Eliminations	Total
Assets				
Current assets:				
Cash	\$ 314,638	\$ 1,031,878	\$ -	\$ 1,346,516
Certificates of deposit	531,857	10,239	-	542,096
Accounts receivable	417,964	147,625	(225,001)	340,588
Current portion of grants receivable	-	220,000	-	220,000
Prepaid expenses	43,248	-	-	43,248
Total current assets	<u>1,307,707</u>	<u>1,409,742</u>	<u>(225,001)</u>	<u>2,492,448</u>
Property and equipment:				
Equipment	21,144	2,118	-	23,262
Furniture and fixtures	58,370	5,949	-	64,319
Website	95,662	124,169	-	219,831
	<u>175,176</u>	<u>132,236</u>	<u>-</u>	<u>307,412</u>
Less accumulated depreciation	66,593	18,273	-	84,866
Total property and equipment	<u>108,583</u>	<u>113,963</u>	<u>-</u>	<u>222,546</u>
Grants receivable, less current portion	-	147,795	-	147,795
Security deposit	13,206	-	-	13,206
	<u>13,206</u>	<u>147,795</u>	<u>-</u>	<u>161,001</u>
Total assets	<u>\$ 1,429,496</u>	<u>\$ 1,671,500</u>	<u>\$ (225,001)</u>	<u>\$ 2,875,995</u>
Liabilities and net assets				
Current liabilities:				
Accounts payable	\$ 75,000	\$ 312,983	\$ (225,001)	\$ 162,982
Accrued expenses	37,617	-	-	37,617
Deferred revenue	95,500	-	-	95,500
Total current liabilities	<u>208,117</u>	<u>312,983</u>	<u>(225,001)</u>	<u>296,099</u>
Sublease deposit	15,650	-	-	15,650
Total liabilities	<u>223,767</u>	<u>312,983</u>	<u>(225,001)</u>	<u>311,749</u>
Net assets:				
Unrestricted	1,205,729	753,747	-	1,959,476
Temporarily restricted	-	604,770	-	604,770
Total net assets	<u>1,205,729</u>	<u>1,358,517</u>	<u>-</u>	<u>2,564,246</u>
Total liabilities and net assets	<u>\$ 1,429,496</u>	<u>\$ 1,671,500</u>	<u>\$ (225,001)</u>	<u>\$ 2,875,995</u>

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidating Statement of Financial Position

December 31, 2015

	Partnership	Fund	Eliminations	Total
Assets				
Current assets:				
Cash	\$ 253,045	\$ 910,962	\$ -	\$ 1,164,007
Certificates of deposit	530,419	140,976	-	671,395
Accounts receivable	344,197	2,167	(113,898)	232,466
Current portion of grants receivable	-	14,725	-	14,725
Prepaid expenses	21,559	-	-	21,559
Total current assets	1,149,220	1,068,830	(113,898)	2,104,152
Property and equipment:				
Equipment	7,725	2,118	-	9,843
Furniture and fixtures	58,370	5,949	-	64,319
Website	89,053	70,062	-	159,115
	155,148	78,129	-	233,277
Less accumulated depreciation	93,456	6,957	-	100,413
	61,692	71,172	-	132,864
Grants receivable, less current portion	-	146,384	-	146,384
Security deposit	13,206	-	-	13,206
	13,206	146,384	-	159,590
Total assets	<u>\$ 1,224,118</u>	<u>\$ 1,286,386</u>	<u>\$ (113,898)</u>	<u>\$ 2,396,606</u>
Liabilities and net assets				
Current liabilities:				
Accounts payable	\$ 63,114	\$ 138,435	\$ (113,898)	\$ 87,651
Accrued expenses	18,520	-	-	18,520
Deferred revenue	129,025	-	-	129,025
Total current liabilities	210,659	138,435	(113,898)	235,196
Sublease deposit	7,825	-	-	7,825
Total liabilities	218,484	138,435	(113,898)	243,021
Net assets:				
Unrestricted	970,634	811,034	-	1,781,668
Temporarily restricted	35,000	336,917	-	371,917
Total net assets	1,005,634	1,147,951	-	2,153,585
Total liabilities and net assets	<u>\$ 1,224,118</u>	<u>\$ 1,286,386</u>	<u>\$ (113,898)</u>	<u>\$ 2,396,606</u>

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidating Statement of Activities and Changes in Net Assets

Year ended December 31, 2016

	Partnership		Fund			Consolidated		Total
	Unrestricted	Temporarily Restricted	Unrestricted	Temporarily Restricted	Eliminations	Unrestricted	Temporarily Restricted	
Revenue								
Investor revenues	\$ 1,772,200	\$ -	\$ -	\$ -	\$ -	\$ 1,772,200	\$ -	\$ 1,772,200
Fee for service	340,718	-	-	-	-	340,718	-	340,718
Grants	34,982	-	662,287	890,697	(180,000)	517,269	890,697	1,407,966
Contributions and sponsorships	169,750	-	-	-	-	169,750	-	169,750
Contributed goods and services	40,903	-	-	-	-	40,903	-	40,903
Interest	1,532	-	933	-	-	2,465	-	2,465
Sublease income	155,500	-	-	-	-	155,500	-	155,500
Total support, revenues and gains before net assets released from restrictions	2,515,585	-	663,220	890,697	(180,000)	2,998,805	890,697	3,889,502
Net assets released from restrictions	35,000	(35,000)	622,844	(622,844)	-	657,844	(657,844)	-
Total support, revenues and gains	2,550,585	(35,000)	1,286,064	267,853	(180,000)	3,656,649	232,853	3,889,502
Expenses								
Program services	1,565,068	-	1,256,376	-	(180,000)	2,641,444	-	2,641,444
Supporting services:								
Management and general	529,161	-	62,301	-	-	591,462	-	591,462
Fundraising	221,261	-	24,674	-	-	245,935	-	245,935
Total operating expenses	2,315,490	-	1,343,351	-	(180,000)	3,478,841	-	3,478,841
Increase (decrease) in net assets	235,095	(35,000)	(57,287)	267,853	-	177,808	232,853	410,661
Net assets at beginning of year	970,634	35,000	811,034	336,917	-	1,781,668	371,917	2,153,585
Net assets at end of year	<u>\$ 1,205,729</u>	<u>\$ -</u>	<u>\$ 753,747</u>	<u>\$ 604,770</u>	<u>\$ -</u>	<u>\$ 1,959,476</u>	<u>\$ 604,770</u>	<u>\$ 2,564,246</u>

Northeast Indiana Regional Marketing Partnership, Inc.
and Northeast Indiana Foundation, Inc.

Consolidating Statement of Activities and Changes in Net Assets

Year ended December 31, 2015

	<u>Partnership</u>		<u>Fund</u>			<u>Consolidated</u>		<u>Total</u>
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Eliminations</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	
Revenue								
Investor revenues	\$ 968,117	\$ -	\$ -	\$ -	\$ -	\$ 968,117	\$ -	\$ 968,117
Fee for service	320,810	-	-	-	-	320,810	-	320,810
Grants	-	-	233,257	337,206	(5,000)	228,257	337,206	565,463
Contributions and sponsorships	10,501	35,000	37,076	257,500	-	47,577	292,500	340,077
Contributed goods and services	12,671	-	63,649	-	-	76,320	-	76,320
Interest income	1,915	-	1,206	-	-	3,121	-	3,121
Sublease income	124,576	-	-	-	-	124,576	-	124,576
Total support, revenues and gains								
before net assets released from restrictions	1,438,590	35,000	335,188	594,706	(5,000)	1,768,778	629,706	2,398,484
Net assets released from restrictions	-	-	1,378,245	(1,378,245)	-	1,378,245	(1,378,245)	-
Total support, revenues and gains	1,438,590	35,000	1,713,433	(783,539)	(5,000)	3,147,023	(748,539)	2,398,484
Expenses								
Program services	984,305	-	1,283,302	-	(5,000)	2,262,607	-	2,262,607
Supporting services:								
Management and general	504,847	-	-	-	-	504,847	-	504,847
Fundraising	310,311	-	-	-	-	310,311	-	310,311
Total operating expenses	1,799,463	-	1,283,302	-	(5,000)	3,077,765	-	3,077,765
Increase (decrease) in net assets	(360,873)	35,000	430,131	(783,539)	-	69,258	(748,539)	(679,281)
Net assets at beginning of year	1,331,507	-	380,903	1,120,456	-	1,712,410	1,120,456	2,832,866
Net assets at end of year	<u>\$ 970,634</u>	<u>\$ 35,000</u>	<u>\$ 811,034</u>	<u>\$ 336,917</u>	<u>\$ -</u>	<u>\$ 1,781,668</u>	<u>\$ 371,917</u>	<u>\$ 2,153,585</u>