

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Audited Financial Statements

December 31, 2020

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Independent Auditors' Report

Board of Directors
Broadscope Disability Services, Inc.
Greenfield, Wisconsin

Report on the Financial Statements

We have audited the accompanying financial statements of Broadscope Disability Services, Inc. ("Organization"), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities, 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 ("U.S. GAAP"); this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

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

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Broadscope Disability Services, Inc. as of December 31, 2020, and the changes in its net assets and its cash flows for the year then ended in accordance with U.S. GAAP.

Other Matters

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The accompanying schedule of federal and state awards and fee-for-service contracts on page 18 and the supplemental information on pages 24-25 are presented for purposes of additional analysis as required by the Wisconsin DHS Audit Guide and Milwaukee County, and are not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the 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 financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with Government Auditing Standards, we have also issued our report dated April 9, 2021 on our consideration of Broadscope Disability Services, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards in considering Broadscope Disability Services, Inc.'s internal control over financial reporting and compliance.

April 9, 2021
Milwaukee, Wisconsin

BROADSCOPE DISABILITY SERVICES

Greenfield, Wisconsin

Statement of Financial Position

December 31, 2020

ASSETS	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Cash and equivalents	\$ 374,487	\$ 20,206	\$ 394,693
Receivables:			
General	36,909	---	36,909
Government contracts	298,812	---	298,812
Total receivables	<u>335,721</u>	<u>---</u>	<u>335,721</u>
Prepaid expenses	9,648	---	9,648
Investments	558,239	---	558,239
Property and equipment (net)	2,569	---	2,569
Other assets:			
Greater Milwaukee Foundation - Investments	170,214	---	170,214
Total assets	<u>\$ 1,450,878</u>	<u>\$ 20,206</u>	<u>\$ 1,471,084</u>
LIABILITIES AND NET ASSETS			
Liabilities:			
Accounts payable	\$ 36,588	\$ ---	\$ 36,588
Deferred revenue	2,000	---	2,000
Accrued payroll and related liabilities	39,879	---	39,879
Accrued vacation payable	44,939	---	44,939
Accrued payroll and related liabilities - fiscal agent	193,506	---	193,506
Fiduciary account - PFM	475	---	475
Total liabilities	317,387	---	317,387
Net Assets:			
Without donor restrictions	1,133,491	---	1,133,491
With donor restrictions	---	20,206	20,206
Total net assets	<u>1,133,491</u>	<u>20,206</u>	<u>1,153,697</u>
Total liabilities and net assets	<u>\$ 1,450,878</u>	<u>\$ 20,206</u>	<u>\$ 1,471,084</u>

The accompanying notes to financial statements
are an integral part of these statements.

BROADSCOPE DISABILITY SERVICES
Greenfield, Wisconsin

Statement of Activities
Year Ended December 31, 2020

	<u>Without Donor</u> <u>Restrictions</u>	<u>With Donor</u> <u>Restrictions</u>	<u>Total</u>
Public Support and Contract Revenue:			
Milwaukee County:			
Disability Services Division	\$ 190,032	\$ ---	\$ 190,032
COP/CIP	1,831,463	---	1,831,463
Waukesha County	70,878	---	70,878
State of Wisconsin:			
Division of Vocational Rehabilitation	16,110	---	16,110
Care Wisconsin	2,313	---	2,313
Milwaukee Family Care	156,531	---	156,531
Community Care	191,094	---	191,094
Independent Care Health Plan	14,951	---	14,951
IRIS	245,938	---	245,938
Other grants	32,500	10,000	42,500
Private pay	6,311	---	6,311
Contributions	198,695	---	198,695
Contribution - PPP	118,761	---	118,761
Fiscal agent fee revenue	196,701	---	196,701
In-kind contributions	4,310	---	4,310
Special events revenues	76,453	---	76,453
Less: Direct benefit to donor	(500)	---	(500)
Total public support and contract revenue	<u>3,352,541</u>	<u>10,000</u>	<u>3,362,541</u>
Other Revenue:			
Investment income (net)	87,242	---	87,242
Other revenue	22,205	---	22,205
Total other revenue	<u>109,447</u>	<u>---</u>	<u>109,447</u>
Net assets released from restrictions	59,600	(59,600)	---
Total revenue	<u>3,521,588</u>	<u>(49,600)</u>	<u>3,471,988</u>
Expenses:			
Program service:			
Independent living	242,810	---	242,810
Representative payee	85,186	---	85,186
Respite care	2,474,787	---	2,474,787
Employment	277,625	---	277,625
Total program service	<u>3,080,408</u>	<u>---</u>	<u>3,080,408</u>
Fund-raising and development	123,153	---	123,153
General and administrative	88,408	---	88,408
Total expenses	<u>3,291,969</u>	<u>---</u>	<u>3,291,969</u>
Change in net assets	<u>229,619</u>	<u>(49,600)</u>	<u>180,019</u>
Net assets, beginning of year	<u>903,872</u>	<u>69,806</u>	<u>973,678</u>
Net assets, end of year	<u>\$ 1,133,491</u>	<u>\$ 20,206</u>	<u>\$ 1,153,697</u>

The accompanying notes to financial statements
are an integral part of these statements.

BROADSCOPE DISABILITY SERVICES

Greenfield, Wisconsin

Statement of Cash Flows

Year Ended December 31, 2020

Cash Flows from Operating Activities:

Change in net assets \$ 180,019

**Adjustments to reconcile change in net assets to
net cash and equivalents provided by operating activities**

Depreciation 1,285

Realized gain on investments (19,279)

Unrealized gain on investments (65,414)

Changes in operating accounts:

Receivables (45,679)

Prepaid expenses 2,627

Accounts payable 493

Deferred revenue (4,720)

Accrued payroll and related liabilities 4,209

Accrued payroll and related liabilities - fiscal agent 42,854

Accrued vacation payable 2,046

Net cash and equivalents provided by operating activities 98,441**Cash Flows from Investing Activities:**

Purchase of investments (28,390)

Proceeds from investment sales 26,093

Net cash and equivalents used by investing activities (2,297)**Net change in cash and equivalents** 96,144

Cash and equivalents - Beginning of year 298,549

Cash and equivalents - End of year \$ 394,693

The accompanying notes to financial statements
are an integral part of these statements.

BROADSCOPE DISABILITY SERVICES

Greenfield, Wisconsin

Statement of Functional Expenses

Year Ended December 31, 2020

	<u>Independent Living</u>	<u>Representative Payee</u>	<u>Respite Care</u>	<u>Community Supported Employment</u>	<u>Total Program Services</u>	<u>Fund-raising and Development</u>	<u>General and Administrative</u>	<u>Cost of Direct Benefit to Donor</u>	<u>Total</u>
Expenses:									
Salaries and wages	\$ 156,577	\$ 39,839	\$ 199,177	\$ 176,446	\$ 572,039	\$ 64,007	\$ 52,098	\$ ---	\$ 688,144
Employee benefits	15,743	5,220	39,531	15,584	76,078	6,632	6,655	---	89,365
Payroll taxes	11,341	3,058	14,638	13,282	42,319	4,759	4,041	---	51,119
Professional fees	18,881	6,767	116,253	23,540	165,441	11,674	8,439	---	185,554
Supplies	4,076	---	874	13,722	18,672	461	345	---	19,478
Telephone	1,890	1,404	3,487	1,865	8,646	778	792	---	10,216
Postage and shipping	1,457	520	3,516	1,405	6,898	801	639	---	8,338
Occupancy	14,098	4,996	15,407	13,479	47,980	6,032	6,139	---	60,151
Repairs and maintenance	9,593	3,412	12,832	9,216	35,053	6,120	4,193	---	45,366
Equipment rental and maintenance	763	275	849	1,577	3,464	4,071	607	---	8,142
Depreciation	300	107	329	289	1,025	129	131	---	1,285
Printing and publications	44	62	135	204	445	169	20	---	634
Travel	6,772	---	8,102	6,478	21,352	28	---	---	21,380
Subscriptions and membership	136	51	157	171	515	287	885	---	1,687
Conferences and seminars	227	---	26	310	563	49	352	---	964
Specific assistance	912	19,451	302,139	30	322,532	---	---	---	322,532
Fiscal agent salaries	---	---	1,603,115	---	1,603,115	---	---	---	1,603,115
Fiscal agent payroll taxes	---	---	143,715	---	143,715	---	---	---	143,715
Fiscal agent QB fees	---	---	6,398	---	6,398	---	---	---	6,398
License and fees	---	---	4,064	---	4,064	5,338	2,499	---	11,901
Marketing activities	---	---	---	---	---	10	---	---	10
Miscellaneous	---	24	43	27	94	---	573	---	667
Special event	---	---	---	---	---	11,808	---	500	12,308
Total functional expenses	242,810	85,186	2,474,787	277,625	3,080,408	123,153	88,408	500	3,292,469
Less expenses included with revenues on the statement of activities	---	---	---	---	---	---	---	(500)	(500)
Total expenses included in the expense section of the statement of activities	242,810	85,186	2,474,787	277,625	3,080,408	123,153	88,408	---	3,291,969
Allocation:									
Administration	23,110	8,178	25,209	22,037	78,534	9,874	(88,408)	---	---
Total expenses	\$ 265,920	\$ 93,364	\$ 2,499,996	\$ 299,662	\$ 3,158,942	\$ 133,027	\$ ---	\$ ---	\$ 3,291,969

The accompanying notes to financial statements
are an integral part of these statements.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

1. Summary of Significant Accounting Policies

Nature of Activities

Broadscope Disability Services, Inc. ("Organization") is a not-for-profit corporation whose mission is to advance opportunities for people with disabilities and their families. The Organization serves people with a broad scope of disabilities and their families by fostering inclusion and empowering freedom of choice. We envision a world where people with disabilities and their families have the same opportunities as everyone else. The Organization fulfills its mission by focusing efforts in four primary areas.

Respite Care Services – Respite care is a service that provides a break for people who are caring for an individual or child with a disability. The Organization provides funding for in-home respite care at an hourly, overnight or multiple-day basis.

Community Supported Employment – Employment services assists adults with diverse abilities to secure and retain competitive employment. The Organization partners with businesses in the community to expand job opportunities, empower productivity and advance independence.

Independent Living Services – Independent living provides a broad scope of individualized services for adults with disabilities, to create opportunities for a successful life in the community. The Organization provides life skills education, community integration and budgeting and financial management assistance.

Representative Payee – The Organization's Representative Payees manage the assets and benefits of individuals with disabilities who have been deemed unable to manage them on their own.

Basis of Accounting

The Organization follows the accrual basis of accounting, wherein public support, revenues and expenses are reflected in the period earned or incurred.

Basis of Presentation

Financial statement presentation follows accounting principles generally accepted in the United States of America ("U.S. GAAP"). Under these principles, the Organization is required to report information regarding its financial position and activities according to classes of net assets as follows:

Net assets without donor restrictions – Net assets available for use in general operations and not subject to donor (or certain grantor) restrictions.

Net assets with donor restrictions – Net assets subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resource be maintained in perpetuity. Donor-imposed restrictions are released when a restriction expires, that is, when the stipulated time has elapsed, when the stipulated purpose for which the resource was restricted has been fulfilled, or both. The Organization does not have any restrictions that are required to be held in perpetuity.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

1. Summary of Significant Accounting Policies (Continued)

Use of Estimates

The preparation of the accompanying financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that directly affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenue and expenses during the reporting period. Actual results may differ from these estimates.

Cash and Equivalents

For purposes of the statement of cash flows, the Organization considers all highly liquid investments with an original maturity of three months or less to be cash and equivalents, excluding money market funds held as investments.

Investments

The Organization carries investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities.

U.S. GAAP defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. U.S. GAAP clarifies that the exchange price is the price in an orderly transaction between market participants to sell an asset or transfer a liability at the measurement date. U.S. GAAP emphasizes that fair value is a market-based measurement and not an entity-specific measurement. U.S. GAAP establishes a hierarchy that prioritizes the inputs for measuring fair value. Those inputs are summarized as follows:

Level 1 – Quoted prices in active markets, e.g. NYSE, NASDAQ, etc. for assets identical to the securities to be valued. If a Level 1 input is available, it must be used.

Level 2 – Inputs other than quoted prices that are observable for securities, either directly or indirectly. Examples include matrix pricing utilizing yield curves, prepayment speeds, credit risks, etc.; quoted prices for similar assets in active markets; and inputs derived from observable market data by correlation or other means.

Level 3 – Unobservable inputs, which contain assumptions by the party valuing those assets. For level 3 inputs, there is no market data or correlations with market assumptions. Examples would include limited partnership interests, closely held stock, etc.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

Mutual funds: Valued at the daily closing price as reported by the fund. Mutual funds held by the Organization are open-end mutual funds registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV) and to transact at that price. The mutual funds held by the Organization are deemed to be actively traded.

Held in Trust: Valued at the net asset value provided by the trust for investments held by the trust at year-end.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

1. Summary of Significant Accounting Policies (Continued)

Accounts Receivable

Receivables are recorded at contract value. The Organization has elected to record bad debts using the direct write-off method. U.S. GAAP requires that the allowance method be used to recognize bad debts; however, the effect of using the direct write-off method is not materially different from the results that would have been obtained under the allowance method.

Property and Equipment

The Organization capitalizes all expenditures in excess of \$5,000 for property and equipment at cost if purchased or fair value at date of the gift if donated. Maintenance, repairs and minor improvements are expensed as incurred. When assets are retired or otherwise disposed of, their costs and related accumulated depreciation are removed from the accounts and resulting gains or losses are included in income.

Donated property and equipment are recorded as increases in net assets without donor restrictions at their estimated fair market value as of the date received. Contributions of cash that must be used to acquire property and equipment are reported as net assets with donor restrictions. The Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

Property and equipment are depreciated using the straight-line method over their estimated useful lives.

Impairment of Long-Lived Assets

The Organization reviews long-lived assets, including property and equipment and intangible assets, for impairment whenever events or changes in business circumstances indicate that the carrying amount of an asset may not be fully recoverable. An impairment loss would be recognized when the estimated future cash flows from the use of the asset are less than the carrying amount of that asset. To date, there have been no such losses.

Revenue Recognition

The Organization recognizes revenue based on the existence or absence of an exchange transaction. The Organization recognizes revenue from exchange transactions when it satisfies a performance obligation by providing a service to a customer or member or by transferring control over a product to a customer or member.

Revenue from performance obligations satisfied at a point in time consists of the following:

- **Fee for service contracts** – recognized as performance obligations are met

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

1. Summary of Significant Accounting Policies (Continued)

Revenue Recognition (Continued)

Revenue from non-exchange transactions consist of the following:

- **Contributions of cash and promises to give** – gifts received without donor stipulations are reported as revenue and net assets without donor restrictions. Gifts received with a donor stipulation that limits their use are reported as revenue and net assets with donor restrictions. When a donor-stipulated time restriction ends, or purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Contributions that are originally restricted by the donor and for which the restriction is met in the same time period are recorded as revenue and net assets without donor restriction. Conditional promises are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met.
- **Federal and state contracts** – Federal and state contracts are conditional upon the incurrence of allowable qualifying expenses. Revenue is recorded as allowable qualifying expenses are incurred.

Revenue that has characteristics of both exchange and non-exchange transactions consist of the following:

- **Special event revenue** – recognized equal to the cost of direct benefits to donors, and contribution revenue for the difference

Functional Allocation of Expenses

The costs of program and supporting services activities have been summarized on the functional basis in the statement of activities. The statement of functional expenses presents the natural classification detail of expenses by function. Accordingly, salaries and related expenses are allocated to functional activities based on the time spent in each area. Expenses specifically identifiable with an activity are charged to that activity. Other expenses not specifically identifiable with functions are allocated to functional activities using percentages based on actual experience.

Donated Services

A substantial number of volunteers have donated time to the Organization's program services and fund-raising campaigns during the year. These donated services are not reflected in the financial statements since the services do not require specialized skills and do not meet the requirements of U.S. GAAP.

Income Taxes

The Organization is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. In addition, the Organization was incorporated under the nonprofit statutes of the State of Wisconsin and is not liable for Wisconsin income tax. Accordingly, no provision for income taxes has been provided.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

1. Summary of Significant Accounting Policies (Continued)

Income Taxes (Continued)

The Organization has implemented accounting for uncertainty in income taxes in accordance with U.S. GAAP. This standard prescribes a recognition threshold and measurement attribute for financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return and also provides guidance on various related matters such as derecognizing, interest, penalties and disclosures required. The Organization recognizes interest and penalties, if any, related to unrecognized tax benefits in income tax expense.

In management's opinion, the Organization has not taken any uncertain tax positions, and accordingly, has not reported a corresponding liability in the financial statements.

Subsequent Events

Management has evaluated subsequent events for possible recognition or disclosure through the date the financial statements were available to be distributed (April 9, 2021). There were no subsequent events that required disclosure other than the subsequent event in Note 9.

2. Concentration of Credit Risk

Financial instruments which potentially subject the Organization to a concentration of credit risks include cash and equity securities. The Organization places its cash and deposits with credit-worthy, high-quality financial institutions and attempts to keep its various accounts under FDIC limits at all times.

3. Retirement Plan

The Organization offers a 401(k) retirement plan with an incentive match of 50% for each employee dollar contributed up to 4% of pay. The Organization's maximum match amount is 2%. The plan has a six-year graded vesting schedule. The plan is available to all employees over 21 years of age who have been employed for at least six months. Employer contributions for 2020 were \$8,535.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

4. Liquidity and Availability

The following table reflects the Organization's financial assets, reduced by amounts that are not available to meet general expenditures and current contractual obligations within one year of the statement of financial position date because of contractual restrictions, certain donor restrictions, or internal board designations at December 31, 2020:

Cash and equivalents	\$ 394,693
Investments	558,239
Greater Milwaukee Foundation investments	170,214
Accounts receivable	<u>335,721</u>
Total financial assets	1,458,867
Less amounts not available to be used within one year for general expenditures:	
Cash and equivalents	<u>(20,206)</u>
Financial assets available to meet general expenditures within one year	<u>\$ 1,438,661</u>

In addition to financial assets available to meet general expenditures over the next 12 months, the Organization operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted resources. Refer to the statement of cash flows which identifies the sources and uses of the Organization's cash, and shows positive cash generated by operations for the year ended December 31, 2020. The Organization also has a line of credit available to meet immediate cash needs. See Note 9 for information on the line of credit.

5. Property and Equipment

Property and equipment is comprised of the following for the year ended December 31, 2020:

Equipment	\$ 28,730
Less: Accumulated depreciation	<u>(26,161)</u>
Total	<u>\$ 2,569</u>

Depreciation expense for the year ended December 31, 2020 was \$1,285.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

6. Investments

The following summarizes the classification of investments by classification and method of valuation as of December 31, 2020 in accordance with U.S. GAAP:

<u>Description</u>	<u>Fair Value Measurement at Reporting Date Using</u>			
	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Fixed income mutual funds	\$ 198,235	\$ 198,235	\$ ---	\$ ---
Equity mutual funds	316,244	316,244	---	---
Money market funds	43,760	43,760	---	---
Total	\$ 558,239	\$ 558,239	\$ ---	\$ ---
Investments held by the Greater Milwaukee Foundation	\$ 170,214	\$ ---	\$ 170,214	\$ ---

Investment gain is comprised of the following for the year ended December 31, 2020:

Dividends and interest	\$ 9,669
Net realized gain	19,279
Net unrealized gain	65,414
Investment fees	<u>(7,120)</u>
Total	\$ <u>87,242</u>

7. Greater Milwaukee Foundation Fund

The Organization has adopted U.S. GAAP, which requires that if a community foundation accepts a contribution from an Agency and agrees to transfer those assets, the return on investment of those assets or both back to the Agency, then these contributions are presented as a liability (instead of as a net asset) on the financial statements of the community foundation and as an asset on the financial statements of the donor. As a result, assets transferred by the Organization to the Greater Milwaukee Foundation, a community foundation, for which the Organization, as donor, is the beneficiary of the transferred assets, have been reflected on the Organization's statement of financial position as an asset entitled "Greater Milwaukee Foundation - Investments." The Board of Trustees of the Greater Milwaukee Foundation shall have the power to modify any restriction or condition on the distribution of funds for any specified charitable purpose or to a specified organization if, in the sole judgment of the Board, such restriction or condition becomes, in effect, unnecessary, incapable of fulfillment, or inconsistent with the charitable needs of the community served.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

8. Lease Commitment

The Organization has a long-term operating lease for office space in Greenfield, Wisconsin. The lease runs through June 30, 2025, with fixed monthly payments which increase each year. Rental expense, including base rent and common area maintenance charges, for the year ended December 31, 2020 was \$44,718.

Future minimum lease payments under operating office leases for years ending December 31 are:

2021	\$	49,758
2022		50,732
2023		51,738
2024		52,773
2025		<u>26,517</u>
Total	\$	<u>231,518</u>

9. Line of Credit

The Organization maintains a line of credit of \$200,000 with Tri-City National Bank bearing interest at 1% over the prime rate, with a 5% floor. At December 31, 2020, there was no balance outstanding, and interest expense for the year ended December 31, 2020 amounted to \$0. The line of credit expired February 16, 2021 and is secured by a general business security agreement. Subsequent to year-end, the Organization renewed their line of credit agreement. The renewed line of credit bears interest at the Tri-City National Bank Reference Rate and expires February 16, 2023

10. Net Assets with Donor Restrictions

The following schedule summarizes activity and balances related to net assets with donor restrictions, and the purposes to which they are restricted:

Restricted to expenditure for specified purpose:	Restricted Balance 01/01/20	Current Period Contributions	Expended or Released	Restricted Balance 12/31/20
Greatest Needs Fund	\$ 10,206	\$ ---	\$ ---	\$ 10,206
Respite Care	29,600	--	(29,600)	---
Independent Living	5,000	---	(5,000)	---
Employment Services	15,000	10,000	(15,000)	10,000
Charlie Kapp Golf Tournament	10,000	---	(10,000)	---
Total	\$ 69,806	\$ 10,000	\$ (59,600)	\$ 20,206

11. Concentrations

Approximately 54% of the Organization's support for the year ended December 31, 2020 came from the COP/CIP program.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Financial Statements
December 31, 2020
(Continued)

12. Revenue

Revenue, disaggregated by type, consists of the following for the year ended December 31, 2020:

Exchange:	
Fee for service:	\$ 2,750,087
Non-exchange:	
Federal and state contracts	172,235
Contributions and other grants	241,195
Contributions - PPP	118,761
Other income	<u>22,205</u>
Total non-exchange	<u>554,396</u>
In-kind revenue	4,310
Special events, net	75,953
Investment income, net	<u>87,242</u>
Total revenue	<u>\$ 3,471,988</u>

13. Paycheck Protection Program

During the year ended December 31, 2020, the Organization received loan proceeds in the amount of \$118,761 under the Paycheck Protection Program ("PPP"). The PPP loan and accrued interest are forgivable after the covered period, up to 24-weeks, if the borrower uses the PPP loan proceeds for eligible purposes, including payroll, benefits, rent, utilities, covered operations expenditures, covered property damage, covered supplier costs, covered worker protection expenditures and maintains its payroll levels. The amount of the PPP loan forgiveness will be reduced if the borrower terminates employees or reduces salaries during the covered period, up to 24-weeks. The unforgiven portion of the PPP loan is payable over 2 years at an interest rate of 1%, with a deferral of payments for the first 10 months.

In November 2020, the Small Business Administration determined the Organization met all requirements of the funding and forgave the loan, resulting in recognition of the entire PPP loan amount as contribution revenue in the accompanying financial statements.

14. Contingencies

The Organization has received federal and state grants for specific purposes that are subject to review and audit by the grantor agencies. Such audits could lead to requests for reimbursements to the grantor agency for expenditures disallowed under terms of the grants. Management believes such disallowances, if any, would be immaterial.

15. Worldwide Pandemic

On March 11, 2020, the World Health Organization declared the spread of Coronavirus Disease ("COVID-19") a worldwide pandemic. The COVID-19 pandemic is having significant effects on global markets, supply chains, businesses, and communities. Specific to the Organization, COVID-19 will impact various parts of its 2021 operations and financial results, including revenues, support, expenses and cash flows. Management believes the Organization is taking appropriate actions to mitigate the negative impact.



INDEPENDENT AUDITORS' REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH GOVERNMENT AUDITING STANDARDS AND THE WISCONSIN DHS AUDIT GUIDE

Board of Directors
Broadscope Disability Services, Inc.
Greenfield, Wisconsin

We have audited, in accordance with the auditing standards generally accepted in the United States of America, the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, and the *Wisconsin DHS Audit Guide*, the financial statements of Broadscope Disability Services, Inc. ("the Organization"), which comprise the statement of financial position as of December 31, 2020, and the related statement of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated April 9, 2021.

Internal Control Over Financial Reporting

In planning and performing our audit of the financial statements, we considered the Organization's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

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

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

Compliance and Other Matters

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

Purpose of this Report

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

April 9, 2021
Milwaukee, Wisconsin

BROADSCOPE DISABILITY SERVICES

Greenfield, Wisconsin

Schedule of Expenditures of Federal and State Awards and Fee-for-Service Contracts

Year Ended December 31, 2020

<u>Contractor/Pass-Through Contractor/Program Title</u>	<u>Contract Number</u>	<u>CFDA # or CARS #</u>	<u>Federal Expenditures</u>	<u>State Expenditures</u>	<u>Fee-for-Service Revenue</u>	<u>Amounts Provided to Subrecipients</u>
US Department of Health and Human Services						
Passed through Milwaukee County Department of Health and Human Services						
Social Services Block Grant	40-20927-100	93.667	\$ 23,700	\$ ---	\$ ---	\$ ---
Temporary Assistance for Needy Families	40-20927-100	93.558	12,676	---	---	---
Total passed through US Department of Health and Human Services			36,376	---	---	---
Wisconsin Department of Health Services						
Passed through Milwaukee County Department of Health and Human Services						
Basic County Allocation - Employment Options	40-20927-100	435.561	---	135,859	---	---
Supportive Living Options	40-20927-100	-	---	---	17,797	---
Total passed through Milwaukee County Department of Health and Human Services			---	135,859	17,797	---
Waukesha County Department of Health and Human Services						
CLTS - Waiver Program	-	-	---	---	1,310,201	---
Respite	-	-	---	---	70,878	---
Total passed through Waukesha County Department of Health and Human Services			---	---	1,381,079	---
Washington County Department of Health and Human Services						
CLTS - Waiver Program	-	-	---	---	248,651	---
Ozaukee County Department of Community Programs						
CLTS - Waiver Program	-	-	---	---	272,611	---
Wisconsin Department of Health Services						
IRIS	-	-	---	---	245,937	---
My Choice Family Care						
My Choice Family Care	-	-	---	---	156,531	---
Care Wisconsin						
Care Wisconsin	-	-	---	---	2,313	---
Independent Care Health Plan						
iCare	-	-	---	---	14,951	---
Community Care Inc.						
Community Care	-	-	---	---	191,095	---
Wisconsin Division of Vocational Rehabilitation						
DVR	-	-	---	---	16,110	---
Total expenditures			\$ 36,376	\$ 135,859	\$ 2,547,075	\$ ---

See Independent Auditors' Report and
Notes to Schedule of Expenditures of Federal and State Awards and
Fee-for-Service Contracts

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Notes to Schedule of Federal and State Awards and Fee-for-Service Contracts
Year Ended December 31, 2020

1. Basis of Presentation

The accompanying "Schedule of Federal and State Awards and Fee-for-Service Contracts" ("Schedule") includes the government award and contract activity of the Organization under programs of the federal and state government for the year ended December 31, 2020. The information in this schedule is presented in accordance with the requirements of the *Wisconsin DHS Audit Guide*. Therefore, some amounts presented in this schedule may differ from amounts presented in, or used in, the preparation of the basic financial statements. All federal and state awards received directly from federal and state agencies as well as federal and state financial awards passed through other agencies are included on the schedule.

2. Summary of Significant Accounting Policies

The Organization is considered a contractor and not a subrecipient in each of the fee-for-service contracts.

Expenditures reported on the Schedule are reported on the accrual basis of accounting. Broadscope Disability Services has elected not to use the 10-percent de minimis indirect cost rate as allowed under the Uniform Guidance and the Wisconsin State Single Audit Guide.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Summary Schedule of Prior Audit Findings
Year Ended December 31, 2020

There were no prior year audit findings.

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Schedule of Findings and Responses
Year Ended December 31, 2020

Section I. Summary of Auditors' Results

Financial Statements

- | | |
|--|------------|
| 1. Type of auditors' report issued on whether the financial statements audited were prepared in accordance with U.S. GAAP: | Unmodified |
| 2. Internal control over financial reporting: | |
| A. Significant deficiency(ies) identified? | None noted |
| B. Material weaknesses identified? | No |
| 3. Noncompliance material to financial statements? | None noted |

DHS Awards

- | | |
|--|------------|
| 4. Internal control over major program: | |
| A. Significant deficiency(ies) identified? | None noted |
| B. Material weaknesses identified? | No |
| 5. Any audit findings disclosed that are required to be reported | None noted |
| 6. Identification of major state programs: | |

Name DHS Program

Milwaukee County Department of Health and Human Services – Employment Options

Section II. Financial Statement Findings

No matters were reported

Section III. DHS Award Findings and Questioned Costs

No matters were reported

BROADSCOPE DISABILITY SERVICES, INC.
Greenfield, Wisconsin

Schedule of Findings and Responses
Year Ended December 31, 2020
(Continued)

Section IV. Other Issues

1. Does the auditors' report or the notes to the financial statements include disclosure with regard to substantial doubt as to the auditee's ability to continue as a going concern? No

2. Does the audit report show audit issues (i.e., material noncompliance, nonmaterial noncompliance, questioned costs, material weakness, significant deficiency, management letter comment, excess revenue or excess reserve) related to grants/contracts with funding agencies that require audits to be in accordance with *Government Auditing Standards*:

Department of Health Services No

3. Was a Management Letter or other document conveying audit comments issued as a result of this audit? No

4. Name and signature of partner _____
Patrick G. Hoffert, CPA

5. Date of Report April 9, 2021

BROADSCOPE DISABILITY SERVICES
Greenfield, Wisconsin

Schedule of Revenues and Expenses by Program - Without Donor Restriction
Year Ended December 31, 2020

	<u>Independent Living</u>	<u>Representative Payee</u>	<u>Respite Care</u>	<u>Total Employment</u>	<u>Total Program Services</u>	<u>Fund-raising and Development</u>	<u>General and Administrative</u>	<u>Total</u>
Public Support and Grant Revenue:								
Milwaukee County:								
Disability Services Division	\$ 17,797	\$ ---	\$ ---	\$ 172,235	\$ 190,032	\$ ---	\$ ---	\$ 190,032
COP/CIP	---	---	1,831,463	---	1,831,463	---	---	1,831,463
Waukesha County	---	---	70,878	---	70,878	---	---	70,878
State of Wisconsin:								
Division of Vocational Rehabilitation	---	---	---	16,110	16,110	---	---	16,110
Care Wisconsin	---	---	2,313	---	2,313	---	---	2,313
Milwaukee Family Care	10,953	---	114,001	31,577	156,531	---	---	156,531
Community Care	17,136	99,967	50,698	23,293	191,094	---	---	191,094
Independent Care Health Plan	---	---	14,951	---	14,951	---	---	14,951
IRIS	93,000	---	120,459	32,479	245,938	---	---	245,938
Other grants	9,500	---	13,000	10,000	32,500	10,000	---	42,500
Private pay	5,924	387	---	---	6,311	---	---	6,311
Contributions	---	---	50	---	50	188,645	---	188,695
Contributions - PPP	32,206	8,661	43,097	---	83,964	19,287	15,510	118,761
Fiscal agent fee revenue	---	---	196,701	---	196,701	---	---	196,701
In-kind contributions	---	---	2,310	---	2,310	2,000	---	4,310
Special events revenue	---	---	---	---	---	76,453	---	76,453
Less: Direct benefit to donor	---	---	---	---	---	(500)	---	(500)
Public support and grant revenue:	186,516	109,015	2,459,921	285,694	3,041,146	295,885	15,510	3,352,541
Other Revenue								
Investment income (net)	---	---	---	---	---	87,242	---	87,242
Other revenue	2,431	19,574	200	---	22,205	---	---	22,205
Total other revenue	2,431	19,574	200	---	22,205	87,242	---	109,447
Net assets released from restrictions	---	---	---	---	---	59,600	---	59,600
Total revenue	188,947	128,589	2,460,121	285,694	3,063,351	442,727	15,510	3,521,588
Expenses:								
Salaries and wages	156,577	39,839	199,177	176,446	572,039	64,007	52,098	688,144
Employee benefits	15,743	5,220	39,531	15,584	76,078	6,632	6,655	89,365
Payroll taxes	11,341	3,058	14,638	13,282	42,319	4,759	4,041	51,119
Professional fees	18,881	6,767	116,253	23,540	165,441	11,674	8,439	185,554
Supplies	4,076	---	874	13,722	18,672	461	345	19,478
Telephone	1,890	1,404	3,487	1,865	8,646	778	792	10,216
Postage and shipping	1,457	520	3,516	1,405	6,898	801	639	8,338
Occupancy	14,098	4,996	15,407	13,479	47,980	6,032	6,139	60,151
Repairs and maintenace	9,593	3,412	12,832	9,216	35,053	6,120	4,193	45,366
Equipment rental and maintenance	763	275	849	1,577	3,464	4,071	607	8,142
Depreciation	300	107	329	289	1,025	129	131	1,285
Printing and publications	44	62	135	204	445	169	20	634
Travel	6,772	---	8,102	6,478	21,352	28	---	21,380
Subscriptions and membership	136	51	157	171	515	287	885	1,687
Conferences and seminars	227	---	26	310	563	49	352	964
Specific assistance	912	19,451	302,139	30	322,532	---	---	322,532
Fiscal agent salaries	---	---	1,603,115	---	1,603,115	---	---	1,603,115
Fiscal agent payroll taxes	---	---	143,715	---	143,715	---	---	143,715
Fiscal agent QB fees	---	---	6,398	---	6,398	---	---	6,398
License and fees	---	---	4,064	---	4,064	5,338	2,499	11,901
Marketing activities	---	---	---	---	---	10	---	10
Miscellaneous	---	24	43	27	94	---	573	667
Special event	---	---	---	---	---	11,808	---	11,808
Expenses before allocation	242,810	85,186	2,474,787	277,625	3,080,408	123,153	88,408	3,291,969
Allocation:								
Administration	23,110	8,178	25,209	22,037	78,534	9,874	(88,408)	---
Total expenses	265,920	93,364	2,499,996	299,662	3,158,942	133,027	---	3,291,969
Change in net assets	\$ (76,973)	\$ 35,225	\$ (39,875)	\$ (13,968)	\$ (95,591)	\$ 309,700	\$ 15,510	\$ 229,619

See Independent Auditors' Report

BROADSCOPE DISABILITY SERVICES

Greenfield, Wisconsin

DHS Cost Reimbursement Award Schedule

For the Audit Period Ended December 31, 2020

	<u>Employment Options</u>
Award amount	\$ 172,235
Award period	1/1/2020 - 12/31/2020
Period of award within audit period	1/1/2020 - 12/31/2020
A. Expenditures reported to DHS or revenue received	\$ 172,235
B. Total operating costs of award	
Employee Salaries and Wages	176,446
Employee Fringe Benefits	12,470
Payroll Taxes	16,396
Rent or Occupancy	22,695
Professional Services	23,540
Employee Travel	6,478
Conferences, Meetings or Education	359
Supplies	13,722
Telephone	1,865
Equipment	1,865
Postage and Shipping	1,405
Printing and Publications	204
Allocated Administrative Costs	22,215
Total Operating Costs of Award	<u>299,660</u>
C. Less disallowed costs	---
D. Less program revenue and other offsets to costs	<u>(113,459)</u>
E. Total allowable costs	<u>186,201</u>
F. Gain or (Loss) = Line A - Line E	<u><u>\$ (13,966)</u></u>

See Independent Auditors' Report

BROADSCOPE DISABILITY SERVICES
Greenfield, Wisconsin

Independent Living Reserve Supplemental Schedule
For the Year Ended December 31, 2020

1. Total Units of Service	<u>13,986</u>
2. Allowable Expenses for Rate-based Service	<u>\$ 233,414</u>
3. Total Revenue for Rate-based Service	<u>\$ 144,810</u>
4. Excess Revenue (Deficiency) over Expenses to be applied to Reserve (Line 3 less line 2)	<u>\$ (88,604)</u>
5. Calculation of Reserve and Amounts Due to Purchasers:	<u>\$ -</u>

Purchaser (5a)	Revenue from Purchaser (5b)	Purchaser's Share of Total Revenue (5c)	Purchaser's Share of Excess Revenue (Deficiency) (5d)	5% Cap on Excess Reserves (5e)	Amount due to Purchaser (5f)
Milwaukee County - Supportive Living Options	\$ 17,797	12.29%	\$ (10,889)	\$ 890	\$ ---
Milwaukee Family Care	10,953	7.56%	(6,698)	548	---
Community Care	17,136	11.83%	(10,482)	857	---
IRIS	93,000	64.23%	(56,910)	4,650	---
Private pay	5,924	4.09%	(3,624)	296	---
Totals	\$ 144,810	100.00%	\$ (88,604)	\$ 7,241	\$ ---

See Independent Auditors' Report