

**HAWTHORN FOUNDATION
AND AFFILIATE**

Jefferson City, Missouri

INDEPENDENTS AUDITORS' REPORT

For the Year Ended June 30, 2017

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Hawthorn Foundation and Affiliate
Jefferson City, Missouri:

We have audited the accompanying consolidated financial statements of **Hawthorn Foundation and Affiliate** (nonprofit organizations), which comprise the consolidated statement of financial position as of June 30, 2017, and the related consolidated statements of activities 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 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 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 auditors' 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 **Hawthorn Foundation and Affiliate** as of June 30, 2017, and 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

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements on pages 12 through 16 are presented for purposes of additional analysis 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 the 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.

Evers & Company, CPA's, LLC

EVERS & COMPANY, CPA's, L.L.C.
Jefferson City, Missouri

December 7, 2017

HAWTHORN FOUNDATION AND AFFILIATE

Jefferson City, Missouri

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

June 30, 2017

<u>ASSETS</u>	
Current Assets	
Cash and Cash Equivalents	\$2,100,959.80
Investments	200,000.00
Accounts Receivable	43,922.03
Prepaid Expenses	<u>62,700.23</u>
Total Current Assets	<u>2,407,582.06</u>
Non-Current Assets	
Investments	<u>100,000.00</u>
Fixed Assets	
Equipment	121,766.47
Building and Fixtures	91,488.50
Marketing Equipment	27,835.68
Less: Accumulated Depreciation	<u>(200,799.86)</u>
Net Fixed Assets	<u>40,290.79</u>
TOTAL ASSETS	<u>2,547,872.85</u>
<u>LIABILITIES</u>	
Accounts Payable	475,084.12
Advance Payments	299,341.73
Accrued Vacation Payable	25,971.07
Income Tax Payable	<u>863.00</u>
TOTAL LIABILITIES	<u>801,259.92</u>
<u>NET ASSETS</u>	
NET ASSETS	
Unrestricted Net Assets	
Board Designated	41,568.69
Undesignated	1,621,245.51
Temporarily Restricted Net Assets	<u>83,798.73</u>
TOTAL NET ASSETS	<u>\$1,746,612.93</u>

See accompanying notes to the financial statements.

HAWTHORN FOUNDATION AND AFFILIATE
 Jefferson City, Missouri
CONSOLIDATED STATEMENTS OF ACTIVITIES
 For The Year Ended June 30, 2017

REVENUES

Membership Dues	\$ 645,000.00
Interest Income	5,298.41
Programmatic Support	12,183.27
Miscellaneous Income	4,317.98
Missouri Partnership Funds	2,066,240.00
Miscellaneous Income-BRAC Study	344,446.49
MUJAC Income	240,000.00
MUJAC - Hawthorn Sponsorship	271,164.35
Conference Income	121,045.16
Grant Income	500,000.00
Partner Contributions	60,937.88
Total Revenues	4,270,633.54
Net Assets Released from Restrictions:	
Contributions Released from Restrictions	480,230.71
Total Unrestricted Revenue and Reclassifications	4,750,864.25

EXPENSES

Salary Expense	1,375,403.20
Payroll Taxes	106,721.55
Employee Benefits	80,973.45
Retirement Expense	50,659.39
Performance Incentive Pay	249,070.61
Income Tax Expense	863.00
Professional Development	11,996.72
Employee Hiring and Recruitment	164.68
Contracts for Services	48,076.13
Advertising	319,235.45
Accounting	37,092.21
Legal Fees	12,280.41
Supplies	19,251.51
Telephone	28,698.65
Postage	11,566.99
Meals and Entertainment	32,395.88
Dues and Subscriptions	17,354.23
Professional Association Dues	4,905.77
Printing	195.75
Insurance	13,621.41

See accompanying notes to the financial statements.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri
CONSOLIDATED STATEMENTS OF ACTIVITIES
For The Year Ended June 30, 2017

Rent	120,850.15
Programming Expense	12,183.27
Trade Mission	210,506.76
Meeting Expense	39,932.32
Education Symposium	664.96
Gov. Innov. Task Force	1,269.85
Bank Charges	608.82
Research Information Services	24,139.17
Foreign Trade Office Expense	466,018.07
MUJAC Expense	349,390.30
BRAC Study Expense	344,446.49
Grant Expense	492,500.00
Miscellaneous Allowances	10,900.54
Depreciation	25,772.71
Miscellaneous Marketing	47,969.55
Maintenance & Repair	1,269.51
Collateral Materials	39,372.18
Conferences/Trade Shows/Sponsorships	377,422.73
Project Opportunity Fund	2,288.00
Capacity Building	23,360.75
Miscellaneous Expense	1,523.26
Travel	158,018.95
Total Expenses	<u>5,170,935.33</u>
 Increase/ (Decrease) in Unrestricted Net Assets	 (420,071.08)
 TEMPORARILY RESTRICTED NET ASSETS (See Note 8)	
Contributions	564,029.44
Contributions Released from Restrictions	<u>(480,230.71)</u>
Increase/ (Decrease) in Temporarily Restricted Net Assets	<u>83,798.73</u>
 Increase/ (Decrease) in Net Assets	 (336,272.35)
 Net Assets, Beginning of Year	 2,057,407.89
Prior Period Adjustment	<u>25,477.39</u>
 Net Assets, Beginning of Year as Restated	 <u>2,082,885.28</u>
Net Assets, End of Year	<u><u>\$ 1,746,612.93</u></u>

See accompanying notes to the financial statements.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

CONSOLIDATED STATEMENTS OF CASH FLOWS (INDIRECT METHOD)
For the Year Ended June 30, 2017

	<u>Consolidated</u>
<u>Cash Flows from Operating Activities:</u>	
Change in Net Assets	\$ (336,272.35)
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:	
Depreciation	25,772.71
Decrease (Increase) in Accounts Receivable	86,231.15
Decrease (Increase) in Prepaid Expenses	140,476.93
Increase (Decrease) in Accounts Payable	64,443.48
Increase (Decrease) in Advance Payments	(119,253.27)
Increase (Decrease) in Accrued Vacation Payable	22,957.62
Increase (Decrease) in Income Tax Payable	7.00
Net Cash Provided (Used) by Operating Activities	<u>(115,636.73)</u>
<u>Cash Flows from Investing Activities:</u>	
Acquisition of Equipment	(8,412.33)
Purchase of Investments	<u>(300,000.00)</u>
Net Cash Provided (Used) by Investing Activities	<u>(308,412.33)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	(424,049.06)
Cash and Cash Equivalents at Beginning of Year	<u>2,525,008.86</u>
Cash and Cash Equivalents at End of Year	<u><u>\$2,100,959.80</u></u>
<u>Supplemental Disclosures of Cash Flow Information:</u>	
Income Taxes Paid	\$ 856.00
Interest	-

Disclosure of Accounting Policy:

For purposes of the Consolidated Statement of Cash Flows, Hawthorn Foundation and Affiliate consider all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

See accompanying notes to the financial statements.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For the Year Ended June 30, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Nature of Business

The Hawthorn Foundation is a nonprofit organization organized to assist the Missouri Governor, the Department of Economic Development, and other industries to expand businesses in Missouri. The Foundation is supported by membership dues and payments from the State of Missouri.

The Missouri Partnership, the Hawthorn Foundation's affiliate, was developed in 2006 and aides the Hawthorn Foundation by representing the common economic interests of Missouri businesses.

Method of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

Basis of Presentation

The Foundation and Affiliate are required to report information regarding their financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. As of June 30, 2017, the Foundation and Affiliate had no permanently restricted net assets.

Principles of Consolidation

The consolidated financial statements of the Hawthorn Foundation and Affiliate include the accounts of Missouri Partnership. All significant intercompany transactions and accounts are eliminated.

Income Taxes

The Hawthorn Foundation and Affiliate are not-for-profit organizations exempt from state and federal income taxes under the Internal Revenue Code Section 501(c)(6). However, should the Organizations receive income from activities not directly related to the Organizations' tax exempt purpose, such income would be subject to unrelated business income tax which is the same as regular corporate rates. The Organizations' Forms 990, Return of Organization Exempt From Income Tax are subject to examination by the Internal Revenue Service as of June 30, 2017 were 2014 through 2016, generally for three years after they are filed.

Property and Equipment

All property and equipment purchases in excess of \$150 are recorded at cost. Depreciation is computed using the straight-line method. Building and fixtures are depreciated over a 6 to 10 year life, marketing equipment is depreciated over a 7 to 10 year life, and equipment is depreciated using a 3 to 7 year life.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For The Year Ended June 30, 2017

NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Cont'd.)

Use of Estimates

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

Contributions

Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Allowance for Doubtful Accounts

The Organization considers accounts receivable balances to determine whether any would be deemed uncollectible. The evaluation is based on historical experience and management's evaluation of outstanding accounts receivable at the date of the financial statements. The allowance for uncollectable accounts receivable was \$0 for the year ended June 30, 2017, all accounts are deemed collectable.

Advertising

Advertising costs are expensed as incurred.

Functional Allocation of Expenses

The costs of various programs and other activities have been summarized on a functional basis in Note 6. Accordingly, certain costs have been allocated among program and supporting services.

Subsequent Events

The Hawthorn Foundation and Affiliate evaluates events and transactions occurring subsequent to the date of the financial statements for matters requiring recognition or disclosure in the financial statements. The accompanying financial statements consider events through December 7, 2017, which is the date the financial statements were available to be issued.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For The Year Ended June 30, 2017

NOTE 2 – CONCENTRATION OF CREDIT RISK:

Deposits

Financial Instruments that potentially subject the Hawthorn Foundation and Affiliate to concentration of credit risk consist primarily of cash and investments. Their cash accounts are invested with creditworthy, high-quality financial institutions. Balances at all banks are insured by the Federal Deposit Insurance Corporation (FDIC) for \$250,000.

Hawthorn Foundation and Affiliate investments consist of an investaccount balance and three negotiable certificates of deposit all at one financial institution. Investaccount balances represent purchase of government-backed securities and are not insured or guaranteed by the FDIC or any other government agency. Investaccount balances of \$872,442.47 for the Hawthorn Foundation and \$1,061,424.34 for the Missouri Partnership are reported as Cash and Cash Equivalents on the financial statements for the year ended June 30, 2017. Due to the nature of these investments, there are no realized or unrealized gains and losses reported. At June 30, 2017, the Foundation initiated a remote deposit in the amount of \$10,000. Due to the timing of that deposit, the funds were not swept into the Investaccount and the deposit was reported as a regular checking account balance. This resulted in amounts in excess of FDIC coverage, however, it was a temporary timing difference.

Revenues

The Foundation receives a significant amount of revenue from the State of Missouri, which is included in Missouri Partnership Funds and Miscellaneous Income-BRAC Study on the statement of activities. The percentage of total revenues that was received from the State of Missouri was approximately 57% for the year-ended June 30, 2017.

NOTE 3 – RETIREMENT PLAN:

Missouri Partnership sponsors a safe harbor 401(k) savings plan. This 401(k) Retirement Savings Plan helps employees accumulate financial resources for retirement. The Plan allows employees to elect how much of their salary they want to contribute to the Plan and to direct the investment of their funds into professionally managed investment funds. The Partnership, under the plan, makes a matching contribution of up to 5% of each employee's annual salary to employee's contributions bi-monthly. The contribution for the year ended June 30, 2017 was \$53,809.32.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For The Year Ended June 30, 2017

NOTE 4 – FAIR VALUE MEASUREMENT:

The Missouri Partnership categorizes its fair value measurements within the fair value hierarchy established by the accrual basis method of accounting. The hierarchy is based on the valuation inputs used to measure the fair value of the asset. Level 1 inputs are quoted prices in active markets for identical assets; Level 2 inputs are significant other observable inputs; Level 3 inputs are significant unobservable inputs.

The Missouri Partnership's investments by input levels as of June 30 are presented below.

Investment	2017 Fair Value	Quoted Prices Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Negotiable Certificates of Deposit	\$ 300,000.00	-	\$ 300,000.00	-
	<u>\$ 300,000.00</u>	<u>-</u>	<u>\$ 300,000.00</u>	<u>-</u>

NOTE 5 – LEASES:

Missouri Partnership leases office space under a third party operating lease agreement. The lease term began on May 1, 2008, and was amended effective March 1, 2013. The amended lease agreement has a term of 62 months. The lease is cancelable upon consent by the lessor.

The following is a schedule of future annual minimum lease payments required by this lease for each of the fiscal years ended June 30:

2018	\$ 93,616
2019	<u>15,651</u>
Total future minimum lease payments	<u>\$ 109,267</u>

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For The Year Ended June 30, 2017

NOTE 6 – FUNCTIONAL ALLOCATION OF EXPENSES:

The following schedule reflects total program and supporting service expenses on a functional basis:

Program Services	\$ 4,395,295.03
Administrative	<u>775,640.30</u>
Total	<u>\$ 5,170,935.33</u>

NOTE 7 – FIXED ASSETS:

Missouri Partnership

	Cost	Accumulated Depreciation	Book Value
Equipment	\$121,766	\$103,646	\$ 18,120
Building and Fixtures	91,489	76,054	15,434
Marketing Equipment	27,836	21,099	6,737
	<u>\$ 241,091</u>	<u>\$ 200,799</u>	<u>\$ 40,291</u>

Depreciation expense for the year ended June 30, 2017 totaled \$25,773.

NOTE 8 – NET ASSETS:

Temporarily Restricted Net Assets:

Temporarily restricted net assets include contributions and grants with donor stipulations.

	Foreign Trade Office
Balance 6/30/16	\$ -
Contributions	564,029.44
Contributions released from Restrictions	<u>(480,230.71)</u>
Balance 6/30/17	<u>\$ 83,798.73</u>

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For The Year Ended June 30, 2017

NOTE 8 – NET ASSETS: (Cont'd.)

Board Designated Net Assets:

Board designated net assets include funds received from the Missouri Department of Economic Development to be used toward the Governor's Conference less expenses directly associated with this project. Activity in the account for the year is as follows:

Balance 6/30/2016	\$ 57,317
Conference Income	121,045
Conference Expenses	<u>(136,793)</u>
Balance 6/30/2017	<u>\$ 41,569</u>

NOTE 9 – RELATED PARTY TRANSACTIONS

The Hawthorn Foundation maintains at least a 51% voting interest in matters decided by Missouri Partnership and, therefore, the two entities are considered related parties. For the year ended June 30, 2017, Hawthorn Foundation transferred \$2,066,240, funding originally received from the Missouri Department of Economic Development and \$200,000, funding raised by the Hawthorn Foundation, to the Missouri Partnership to fund several programs that were specifically designed to promote Missouri businesses. The Hawthorn Foundation received \$10,000 worth of airline tickets from Southwest Airlines designated for Missouri Partnership's use and forwarded those vouchers to the Missouri Partnership as an in-kind donation.

NOTE 10 – SUBSEQUENT EVENTS:

In May 2017, the legislature had zeroed out \$2,250,000 public-sector funding under the line item "business recruitment and marketing". In June, 2017 fiscal year 2018 funding was restored at the direction of the Governor, the Missouri Department of Economic Development (DED), and the Missouri Development Finance Board (MDFB). The fiscal year 2018 restoration was made through a one-time \$2,000,000 unsecured loan from the MDFB to the Hawthorn Foundation and subsequently to the Missouri Partnership. Legislative leadership acknowledged that they were unaware of the details of the "business recruitment and marketing" line item and assured that it would be restored in fiscal year 2019 along with costs incurred by MDFB for the loan.

NOTE 11 – ACCOUNTS RECEIVABLE:

As of June 30, 2017, the Hawthorn Foundation and affiliate reported \$43,922.03 in accounts receivable. Of this amount, \$3,442.03 was general accounts receivable and \$38,500.00 were dues receivable reported by the Foundation and \$1,980.00 was general accounts receivable reported by the affiliate.

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
For The Year Ended June 30, 2017

NOTE 12 - PRIOR PERIOD ADJUSTMENT:

During the current fiscal year, Missouri Partnership discovered that the amount recorded as accrued retirement at June 30, 2016 was overstated in the amount of \$25,477.39. A prior period adjustment was recorded to remove the accrual from the prior period.

ADDITIONAL INFORMATION

HAWTHORN FOUNDATION AND AFFILIATE
 Jefferson City, Missouri
CONSOLIDATING STATEMENTS OF FINANCIAL POSITION
 June 30, 2017

	<u>HAWTHORN FOUNDATION</u>	<u>MISSOURI PARTNERSHIP</u>	<u>ELIMINATIONS</u>	<u>CONSOLIDATED</u>
ASSETS				
Current Assets				
Cash and Cash Equivalents	\$ 1,072,436.00	\$ 1,028,523.80	\$ 0.00	\$ 2,100,959.80
Investments	0.00	200,000.00	0.00	200,000.00
Accounts Receivable	41,942.03	1,980.00	0.00	43,922.03
Prepaid Expenses	4,525.53	58,174.70	0.00	62,700.23
Total Current Assets	<u>1,118,903.56</u>	<u>1,288,678.50</u>	<u>0.00</u>	<u>2,407,582.06</u>
Non-Current Assets				
Investments	0.00	100,000.00	0.00	100,000.00
Fixed Assets				
Equipment	0.00	121,766.47	0.00	121,766.47
Building and Fixtures	0.00	91,488.50	0.00	91,488.50
Marketing Equipment	0.00	27,835.68	0.00	27,835.68
Less: Accumulated Depreciation	<u>0.00</u>	<u>(200,799.86)</u>	<u>0.00</u>	<u>(200,799.86)</u>
Net Fixed Assets	<u>0.00</u>	<u>40,290.79</u>	<u>0.00</u>	<u>40,290.79</u>
TOTAL ASSETS	<u>1,118,903.56</u>	<u>1,428,969.29</u>	<u>0.00</u>	<u>2,547,872.85</u>
LIABILITIES				
Accounts Payable	428,155.71	46,928.41	0.00	475,084.12
Advance Payments	299,341.73	0.00	0.00	299,341.73
Accrued Vacation Payable	0.00	25,971.07	0.00	25,971.07
Income Tax Payable	<u>863.00</u>	<u>0.00</u>	<u>0.00</u>	<u>863.00</u>
TOTAL LIABILITIES	<u>728,360.44</u>	<u>72,899.48</u>	<u>0.00</u>	<u>801,259.92</u>
NET ASSETS				
Unrestricted Net Assets				
Board Designated	41,568.69	0.00	0.00	41,568.69
Undesignated	265,175.70	1,356,069.81	0.00	1,621,245.51
Temporarily Restricted Net Assets	<u>83,798.73</u>	<u>0.00</u>	<u>0.00</u>	<u>83,798.73</u>
TOTAL NET ASSETS	<u>\$ 390,543.12</u>	<u>\$ 1,356,069.81</u>	<u>\$ 0.00</u>	<u>\$ 1,746,612.93</u>

HAWTHORN FOUNDATION AND AFFILIATE
 Jefferson City, Missouri
CONSOLIDATING STATEMENTS OF ACTIVITIES
 For The Year Ended June 30, 2017

	<u>HAWTHORN FOUNDATION</u>	<u>MISSOURI PARTNERSHIP</u>	<u>ELIMINATIONS</u>	<u>CONSOLIDATED</u>
<u>REVENUES</u>				
Membership Dues	\$ 645,000.00	\$ 0.00	\$ 0.00	\$ 645,000.00
Interest Income	780.72	4,517.69	0.00	5,298.41
Programmatic Support	12,183.27	0.00	0.00	12,183.27
Miscellaneous Income	4,317.98	10,000.00	(10,000.00)	4,317.98
Missouri Partnership Funds	2,066,240.00	0.00	0.00	2,066,240.00
Miscellaneous Income-BRAC Study	344,446.49	0.00	0.00	344,446.49
MUJAC Income	240,000.00	0.00	0.00	240,000.00
MUJAC - Hawthorn Sponsor	271,164.35	0.00	0.00	271,164.35
Conference Income	121,045.16	0.00	0.00	121,045.16
Grant Income	500,000.00	0.00	0.00	500,000.00
Partner Contributions	0.00	60,937.88	0.00	60,937.88
Promote MO Funds	0.00	2,266,240.00	(2,266,240.00)	0.00
Total Revenue	4,205,177.97	2,341,695.57	(2,276,240.00)	4,270,633.54
Net Assets Released from Restrictions:				
Contributions Released from Restriction	480,230.71	0.00	0.00	480,230.71
Total Unrestricted Revenue and Reclassifications	4,685,408.68	2,341,695.57	(2,276,240.00)	4,750,864.25
EXPENSES				
Salary Expense	194,479.65	1,180,923.55	0.00	1,375,403.20
Payroll Taxes	13,250.07	93,471.48	0.00	106,721.55
Employee Benefits	0.00	80,973.45	0.00	80,973.45
Retirement Expense	0.00	50,659.39	0.00	50,659.39
Performance Incentive Pay	0.00	249,070.61	0.00	249,070.61
Income Tax Expense	863.00	0.00	0.00	863.00
Professional Development	0.00	11,996.72	0.00	11,996.72
Employee Hiring and Recruitment	0.00	164.68	0.00	164.68
Contracts for Services	12,559.99	35,516.14	0.00	48,076.13
Advertising	0.00	319,235.45	0.00	319,235.45
Accounting	18,050.14	19,042.07	0.00	37,092.21
Legal Fees	0.00	12,280.41	0.00	12,280.41
Supplies	5,097.55	14,153.96	0.00	19,251.51

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri
CONSOLIDATING STATEMENTS OF ACTIVITIES
For The Year Ended June 30, 2017

	<u>HAWTHORN</u> <u>FOUNDATION</u>	<u>MISSOURI</u> <u>PARTNERSHIP</u>	<u>ELIMINATIONS</u>	<u>CONSOLIDATED</u>
Telephone	2,280.92	26,417.73	0.00	28,698.65
Postage	1,200.27	10,366.72	0.00	11,566.99
Meals and Entertainment	897.26	31,498.62	0.00	32,395.88
Dues and Subscriptions	5,005.26	12,348.97	0.00	17,354.23
Professional Association Dues	0.00	4,905.77	0.00	4,905.77
Printing	195.75	0.00	0.00	195.75
Insurance	3,385.00	10,236.41	0.00	13,621.41
Rent	0.00	120,850.15	0.00	120,850.15
Missouri Partnership	2,276,240.00	0.00	(2,276,240.00)	0.00
Programming Expenses	12,183.27	0.00	0.00	12,183.27
Trade Mission	210,506.76	0.00	0.00	210,506.76
Meeting Expense	34,076.13	5,856.19	0.00	39,932.32
Education Symposium	664.96	0.00	0.00	664.96
Gov. Innov. Task Force	1,269.85	0.00	0.00	1,269.85
Bank Charges	608.82	0.00	0.00	608.82
Research Information Services	0.00	24,139.17	0.00	24,139.17
Foreign Trade Office Expense	466,018.07	0.00	0.00	466,018.07
MUJAC Expense	349,390.30	0.00	0.00	349,390.30
BRAC Study Expense	344,446.49	0.00	0.00	344,446.49
Grant Expense	492,500.00	0.00	0.00	492,500.00
Miscellaneous Allowances	0.00	10,900.54	0.00	10,900.54
Depreciation	0.00	25,772.71	0.00	25,772.71
Miscellaneous Marketing	0.00	47,969.55	0.00	47,969.55
Maintenance & Repair	0.00	1,269.51	0.00	1,269.51
Collateral Materials	0.00	39,372.18	0.00	39,372.18
Conferences/Trade Shows/Sponsorships	136,792.94	240,629.79	0.00	377,422.73
Travel	137.03	157,881.92	0.00	158,018.95
Project Opportunity Fund	0.00	2,288.00	0.00	2,288.00
Capacity Building	0.00	23,360.75	0.00	23,360.75
Miscellaneous Expense	1,523.26	0.00	0.00	1,523.26
Total Expenses	<u>4,583,622.74</u>	<u>2,863,552.59</u>	<u>(2,276,240.00)</u>	<u>5,170,935.33</u>
Increase/ (Decrease) in				
Unrestricted Net Assets	101,785.94	(521,857.02)	0.00	(420,071.08)
TEMPORARILY RESTRICTED NET ASSETS (See Note 8)				
Contributions	564,029.44	0.00	0.00	564,029.44
Contributions Released from Restrictions	<u>(480,230.71)</u>	<u>0.00</u>	<u>0.00</u>	<u>(480,230.71)</u>
Increase/ (Decrease) in Temporarily	83,798.73	0.00	0.00	83,798.73
Restricted Net Assets				

HAWTHORN FOUNDATION AND AFFILIATE
 Jefferson City, Missouri
CONSOLIDATING STATEMENTS OF ACTIVITIES
 For The Year Ended June 30, 2017

	<u>HAWTHORN</u> <u>FOUNDATION</u>	<u>MISSOURI</u> <u>PARTNERSHIP</u>	<u>ELIMINATIONS</u>	<u>CONSOLIDATED</u>
Increase/ (Decrease) in Net Assets	185,584.67	(521,857.02)	0.00	(336,272.35)
Net Assets, Beginning of Year	204,958.45	1,852,449.44	0.00	2,057,407.89
Prior Period Adjustment	0.00	25,477.39	0.00	25,477.39
Net Assets, Beginning of Year as Restated	<u>204,958.45</u>	<u>1,877,926.83</u>	<u>0.00</u>	<u>2,082,885.28</u>
Net Assets, End of Year	<u>\$ 390,543.12</u>	<u>\$ 1,356,069.81</u>	<u>\$ 0.00</u>	<u>\$ 1,746,612.93</u>

HAWTHORN FOUNDATION AND AFFILIATE
Jefferson City, Missouri

CONSOLIDATING STATEMENTS OF CASH FLOWS (INDIRECT METHOD)
For the Year Ended June 30, 2017

	<u>Hawthorn Foundation</u>	<u>Missouri Partnership</u>	<u>Consolidated</u>
<u>Cash Flows from Operating Activities:</u>			
Change in Net Assets	\$ 185,584.67	\$ (521,857.02)	\$ (336,272.35)
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:			
Depreciation	-	25,772.71	25,772.71
Decrease (Increase) in Accounts Receivable	85,243.98	987.17	86,231.15
Decrease (Increase) in Prepaid Expenses	149,778.01	(9,301.08)	140,476.93
Increase (Decrease) in Accounts Payable	78,589.31	(14,145.83)	64,443.48
Increase (Decrease) in Advance Payments	(119,253.27)	-	(119,253.27)
Increase (Decrease) in Accrued Vacation Payable	-	22,957.62	22,957.62
Increase (Decrease) in Income Tax Payable	7.00	-	7.00
Net Cash Provided (Used) by Operating Activities	<u>379,949.70</u>	<u>(495,586.43)</u>	<u>(115,636.73)</u>
<u>Cash Flows from Investing Activities:</u>			
Acquisition of Equipment	-	(8,412.33)	(8,412.33)
Purchase of Investments	-	(300,000.00)	(300,000.00)
Net Cash Provided (Used) by Investing Activities	<u>-</u>	<u>(308,412.33)</u>	<u>(308,412.33)</u>
Net Increase (Decrease) in Cash and Cash Equivalents	379,949.70	(803,998.76)	(424,049.06)
Cash and Cash Equivalents at Beginning of Year	<u>692,486.30</u>	<u>1,832,522.56</u>	<u>2,525,008.86</u>
Cash and Cash Equivalents at End of Year	<u>\$ 1,072,436.00</u>	<u>\$ 1,028,523.80</u>	<u>\$ 2,100,959.80</u>
<u>Supplemental Disclosures of Cash Flow Information:</u>			
Income Taxes Paid	\$ 856.00	\$ -	\$ 856.00
Interest	-	-	-

Disclosure of Accounting Policy:

For purposes of the Consolidated Statement of Cash Flows, Hawthorn Foundation and Affiliate consider all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

SUGGESTIONS TO MANAGEMENT



Evers & Company, CPA's, L.L.C.

Certified Public Accountants and Consultants

Elmer L. Evers
Richard E. Elliott
Dale A. Siebeneck
Jo L. Moore
Wendy M. Renner
Eldon H. Becker, Jr.
Bruce A. Vanderveld
Jessica L. Bridges
Bobbie J. Redmon-Murray

To the Board of Directors and Management of
Hawthorn Foundation and Affiliate
Jefferson City, Missouri:

Jerome L. Kauffman, Emeritus
Keith L. Taylor, Emeritus

In planning and performing our audit of the consolidated financial statements of Hawthorn Foundation and Affiliate as of and for the year ended June 30, 2017, in accordance with auditing standards generally accepted in the United States of America, we considered Hawthorn Foundation and Affiliate's internal control over financial reporting (internal control) to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control.

Our consideration of internal control was for the limited purpose described in the preceding paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies and, therefore, material weaknesses or significant deficiencies may exist that were not identified. However, as discussed below, we identified certain deficiencies in internal control that we consider to be significant deficiencies.

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 Organization's financial statements will not be prevented, or detected and corrected, on a timely basis. We did not identify any deficiencies in internal control that we consider to be material weaknesses.

A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance. We consider the following deficiencies in Hawthorn Foundation and Affiliate's internal control to be significant deficiencies:

PRIOR YEAR RECOMMENDATIONS RESUBMITTED:

Organizational Structure

The size of the Organization's accounting and administrative staff precludes certain internal controls that would be preferred if the office staff were large enough to provide optimum segregation of duties. The Board has adopted and implemented several review procedures in an effort to mitigate the deficiency that results from a small number of staff. We agree that the Board should continue to remain informed in the financial affairs of the Organization to provide oversight and independent review.

Internal Control Structure

We are required to give consideration to the Organization's ability to prepare financial statements and related note disclosures, as well as the oversight of the financial reporting process by those charged with governance. The Organization does not have in place controls that would assure the preparation of internal financial statements and related note disclosures in accordance with U.S. generally accepted accounting principles. The Organization engages independent auditors to draft the financial statements, which includes drafting the primary financial statements and ensuring the disclosures are complete. Once drafted, the financial statements are submitted to the Organization for review and approval. This practice is common and practical. However, we are required to communicate this deficiency on an annual basis to the governing body. The Executive Committee has acknowledged that their cost/benefit analysis does not justify making changes to this procedure.

This communication is intended solely for the information and use of management, the Board of Directors for Hawthorn Foundation and Missouri Partnership, and others within the Organization, and is not intended to be, and should not be, used by anyone other than these specified parties.

Evrs & Company, CPA's, LLC

EVERS & COMPANY, CPA's, L.L.C.
Jefferson City, Missouri

December 7, 2017



Evers & Company, CPA's, L.L.C.

Certified Public Accountants and Consultants

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Jerome L. Kauffman, Emeritus
Keith L. Taylor, Emeritus

December 7, 2017

To the Board of Directors of
Hawthorn Foundation and Affiliate
Jefferson City, Missouri:

We have audited the consolidated financial statements of Hawthorn Foundation and Affiliate for the year ended June 30, 2017, and have issued our report thereon dated December 7, 2017. Professional standards require that we provide you with information about our responsibilities under generally accepted auditing standards, as well as certain information related to the planned scope and timing of our audit. We have communicated such information in our letter to you dated June 21, 2017. Professional standards also require that we communicate to you the following information related to our audit.

Significant Audit Findings

Qualitative Aspects of Accounting Practices

Management is responsible for the selection and use of appropriate accounting policies. The significant accounting policies used by Hawthorn Foundation and Affiliate are described in Note 1 to the financial statements. No new accounting policies were adopted and the application of existing policies was not changed during 2017. We noted no transactions entered into by the Organization during the year for which there is a lack of authoritative guidance or consensus. All significant transactions have been recognized in the financial statements in the proper period.

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ significantly from those expected. The most sensitive estimates affecting the financial statements were:

Management's estimate of the depreciation expense is based on the estimated useful lives of capital assets. We evaluated the key factors and assumptions used to develop the depreciation expense in determining that they are reasonable in relation to the financial statements taken as a whole.

Management's estimate of the allowance for uncollectible accounts is based upon an analysis of collectability of the accounts receivable. We evaluated the key factors and assumptions used to develop the allowance in determining that it is reasonable in relation to the financial statements taken as a whole.

Management's estimate of the fair market value of investments is based on closing prices reported by banking institutions at June 30, 2017. We evaluated the key factors and assumptions used to develop the estimate of fair market value in determining that it is reasonable in relation to the financial statements taken as a whole.

The financial statement disclosures are neutral, consistent, and clear.

Difficulties Encountered in Performing the Audit

We encountered no significant difficulties in dealing with management in performing and completing our audit.

Corrected and Uncorrected Misstatements

Professional standards require us to accumulate all misstatements identified during the audit, other than those that are clearly trivial, and communicate them to the appropriate level of management. Management has corrected all such misstatements. In addition, none of the misstatements detected as a result of audit procedures and corrected by management were material, either individually or in the aggregate, to the financial statements taken as a whole.

Disagreements with Management

For purposes of this letter, a disagreement with management is a financial accounting, reporting, or auditing matter, whether or not resolved to our satisfaction, that could be significant to the financial statements or the auditors' report. We are pleased to report that no such disagreements arose during the course of our audit.

Management Representations

We have requested certain representations from management that are included in the management representation letter dated December 7, 2017.

Management Consultations with Other Independent Accountants

In some cases, management may decide to consult with other accountants about auditing and accounting matters, similar to obtaining a "second opinion" on certain situations. If a consultation involves application of an accounting principle to the Foundation's financial statements or a determination of the type of auditors' opinion that may be expressed on those statements, our professional standards require the consulting accountant to check with us to determine that the consultant has all the relevant facts. To our knowledge, there were no such consultations with other accountants.

Other Audit Findings or Issues

We generally discuss a variety of matters, including the application of accounting principles and auditing standards, with management each year prior to retention as the Organization's auditors. However, these discussions occurred in the normal course of our professional relationship and our responses were not a condition to our retention.

Other Matters

With respect to the supplementary information accompanying the financial statements, we made certain inquiries of management and evaluated the form, content, and methods of preparing the information to determine that the information complies with U.S. generally accepted accounting principles, the method of preparing it has not changed from the prior period, and the information is appropriate and complete in relation to our audit of the financial statements. We compared and reconciled the supplementary information to the underlying accounting records used to prepare the financial statements or to the financial statements themselves.

This information is intended solely for the use of the Board of Directors and management of the Hawthorn Foundation and Affiliate and is not intended to be, and should not be, used by anyone other than these specified parties.

Very truly yours,

Evers & Company, CPA's, LLC

Evers & Company, CPA's L.L.C.