THE C.G. JUNG INSTITUTE

FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

FOR THE YEARS ENDED JUNE 30, 2014 AND 2013

# THE C.G. JUNG INSTITUTE OF SAN FRANCISCO

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of The C.G. Jung Institute

We audited the accompanying financial statements of The C.G. Jung Institute of San Francisco, a nonprofit California corporation (the "Institute"), which comprise the statements of financial position as of June 30, 2014 and 2013, and related statements of activities, functional expenses and cash flows for the years 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 the 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 the 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 audits. We conducted our audits in accordance with the auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of 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 the Institute as of June 30, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

Bickly, Patchen, Riemann & Hell

We have previously audited the Institute's 2013 financial statements, and our report dated October 28, 2013, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2013, is consistent, in all material respects, with the audited financial statements from which it has been derived.

January 20, 2015

Walnut Creek, California

# THE C.G. JUNG INSTITUTE OF SAN FRANCISCO STATEMENTS OF FINANCIAL POSITION JUNE 30, 2014 AND 2013

#### **ASSETS**

		2014		2013
Current Assets: Cash and cash equivalents Accounts receivable, net Prepaid expenses	\$	206,879 60,230 21,175	\$	124,032 53,688 17,577
Total Current Assets		288,284		195,297
Non-Current Assets: Marketable securities (Note 3) Property and equipment (Note 4)		8,813,281 235,367	_	6,494,976 254,101
Total Non-Current Assets		9,048,648		6,749,077
Total Assets	\$	9,336,932	\$	6,944,374
LIABILITIES AND NET A	SS	ETS		
Current Liabilities:	_			
Accounts payable	\$	32,846	\$	20,840
Deferred revenue		20.044		1,642
Accrued vacation	-	39,911	-	<u>29,426</u> 51,908
Total Current Liabilities		72,757		51,906
Net Assets:				
Unrestricted		7,199,126		5,950,463
Temporarily restricted (Note 6)		1,967,377		849,487 92,516
Permanently restricted endowment (Note 8)	-	97,672	-	92,510
Total Net Assets	-	9,264,175	-	6,892,466
Total Liabilities and Net Assets	\$	9,336,932	\$	6,944,374

# THE C.G. JUNG INSTITUTE OF SAN FRANCISCO STATEMENTS OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2014 WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2013

			2013				
			Temporarily	Permanently			
	Unrestric	ted	Restricted	Restricted	Total	(8)	Total
Contributions:							
Contributions	\$ 762,		\$ 1,182,741	\$	\$ 1,945,318	\$	915,499
ARAS		580			5,580	_	6,740
Total Contributions	768,	157	1,182,741		1,950,898		922,239
Revenue and Earned Income:							
Member dues	188,6		(a)	:=:	188,699		195,623
Candidate tuition	72,6		30	3	72,637		73,247
Therapy income	157,6		(50)	(2)	157,660		152,006
Course fees	110,		. <del></del>	<b>≫</b> ()	110,595		91,234
Royalties		303	540		7,803		12,221
Other income	30,	270		-	30,270	_	40,178
Total Revenue and Earned Income	567,	664	. <del></del> 0	040	567,664		564,509
Investments Income:							
Dividends and interest	193,	586	: <b>=</b> 3:	( <del>=</del> )	193,586		179,955
Net realized gain on	,				, , , , , , , , , , , , , , , , , , , ,		,
disposition of securities on	139,	124	<b>:</b>	<b>≅</b> 3	139,424		14,959
Unrealized gain in	,				•		
marketable securities	505,	009	•	11,250	516,259		449,899
Total Investments Income	838,		***	11,250	849,269		644,813
Net assets released from restrictions	64,	351	(64,851)				
Total Contributions and Income	_ 2,238,	391	1,117,890	11,250	3,367,831	_	2,131,561
Expenses							
Program expenses	753,	963	-	_	753,963		706,285
Management and general	164,		-	6,094	170,657		134,423
Fundraising	71,		-	0,001	71,502		59,635
Total Expenses	990,			6,094	996,122		900,343
Change in Net Assets	1,248,	363	1,117,890	5,156	2,371,709		1,231,218
Beginning Net Assets	5,950,	463	849,487	92,516	6,892,466	-	5,661,248
Ending Net Assets	\$ 7,199,	126	\$ 1,967,377	\$ 97,672	\$ 9,264,175	\$	6,892,466

# THE C.G. JUNG INSTITUTE OF SAN FRANCISCO STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2014 WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2013

Fundraising Total Total	47,971 \$ 421,224 \$ 382,27	148,090 1	1,000 46,783 38,84	7,566	226 12,725 25,103		•		18,904	7,359 28,229 32		34,917 32		125 26,883 10	2,361 52,609 45,766	68,779 974,333 877,01	2,723 21,789 23,326	71,502 \$ 996,122 \$ 900,34;
Management and General	\$ 31,234 \$	54,724		3,758	3,860	13,094	8,667	5,858	8,969	6,591	7,053	*	8,028	12,390	3,706	167,932	2,725	\$ 170,657
Program Expenses	\$ 342,019	92,816	45,783	3,778	8,639	10,093	6,484	13,335	9,935	14,279	9,812	34,917	84,822	14,368	46,542	737,622	16,341	\$ 753,963
Other Programs	\$ 27,187	15,907	800	12	837	290	30	8,571	2,539	2,404	2,231	#	(228)	3,671	13,543	77,433	1,716	\$ 79.149
Jung	\$ 77	25,500	9,608	Ü	i	18	•	1,722	Ů.	127	8:		1,000		1,289	39,323	871	\$ 40 194
Training Institute	\$ 24,757	W	4,800	319	20	591	D	ж	01	914			2,374		11,155	44,960	966	\$ 45.956
Clinic	\$ 103,733	31,530	450	24	5,277	2,907		250	2,116	· ·	2,940	26	12	3.061	2,765	155,065	3,435	158 500
Membership	\$ 48,777	6,152	9,000	2,470	638	154	ī	W.	1.918	,	1.686	34,917	49,889	2774	3,627	162,002	3,589	, ES 501
Extended	\$ 66.915	9,083	21,125	948	1.140	2.481	15	2.124	2,029	10,834	1.784	(0)	32,106	2 935	3,399	156,918	3,476	760 307
Library	\$ 70.573	4.644	.0	5	269	3.670	6,469	999	1.333		1.171	14	2 1	1 927	10,764	101,921	2,258	404 470
	penses: Salaries wages benefits and pavroll taxes	Professional services	Honorarium, editorial asst. and president fee				Information technology		Conjer and other equipment	Printing and postage	) )		Conferences and meeting expenses	Puilding expense		Total Expenses, Excluding Depreciation	Depreciation expense	

# THE C.G. JUNG INSTITUTE OF SAN FRANCISCO STATEMENTS OF CASH FLOWS JUNE 30, 2014 AND 2013

	2014	2013
Operating Activities: Change in net assets	\$ 2,371,709	\$ 1,231,218
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities Depreciation  Net realized and unrealized (gain)/loss on investments Stock donation	21,789 (655,683) (1,064,390)	23,326 (464,858) (562,804)
(Increase)/Decrease in Operating Assets Accounts receivable Bequest receivable Prepaid expenses	(6,542) - (3,598)	(16,208) 44,797 1,947
Increase/(Decrease) in Operating Liabilities Accounts payable Deferred revenue Accrued liabilities	12,006 (1,642) 10,485	9,689 1,642 10,150
Net Cash Provided by/(used in) Operating Activities	684,134	278,899
Investing Activities: Purchases of fixed assets Purchases of investments Sales of investments	(3,055) (2,208,298) 1,610,066	(16,495) (1,564,389) 1,326,248
Net Cash Provided by/(used in) Investing Activities	(601,287)	(254,636)
Net Increase/(Decrease) in Cash and Cash Equivalents	82,847	24,263
Cash and Cash Equivalents - Beginning of Year	124,032	99,769
Cash and Cash Equivalents - End of Year	\$ 206,879	\$ 124,032

# Note 1 Organization:

The C.G. Jung Institute of San Francisco (the "Institute") was founded to advance a viewpoint vital to the conscious, ethical practice and utilization of analytical psychology and to disseminate knowledge central to that end. The Institute trains psychotherapists to become Jungian analysts and maintains a collegial society to provide continuing education and ethical review for member analysts. It offers education and information to other professionals and the general public and promotes research about Jungian analysis and psychotherapy.

The Institute maintains the Virginia Allan Detloff Library and the Archive for Research in Archetypal Symbolism (ARAS) as educational resources. ARAS maintains an extensive library of slides, reproductions of slides and reproductions of art objects having symbolic cross-cultural significance. No dollar amounts have been included for the ARAS collection since a value for it cannot be established.

The Institute operates the James Goodrich Whitney clinic to provide access to Jungian psychotherapy to those who are unable to afford the cost of private treatment.

# Note 2 Summary of Significant Accounting Policies:

#### Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles.

#### Financial statement presentation

Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed stipulations. Accordingly, net assets of the Institute and changes therein are classified and reported as follows:

<u>Unrestricted net assets</u>—Net assets that are not subject to donor-imposed stipulations.

<u>Temporarily restricted net assets</u>—Net assets subject to donor-imposed stipulations that may or will be met, by the passage of time. 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.

<u>Permanently restricted net assets</u>—Net assets subject to donor or board-imposed stipulations that they be maintained permanently by the Institute. Generally, the donors of these assets permit the Institute to use all or part of the income earned, if any, on any related investments for unrestricted purposes.

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles.

# Note 2 Summary of Significant Accounting Policies (continued):

#### Cash equivalents

For purposes of the statement of cash flows, the Institute considers all unrestricted cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

#### Tax-exempt status

The Institute is exempt from income taxes under Internal Revenue Code Section 501(c)(3) and Section 23701(d) of the California Revenue and Taxation Code. The Institute is subject to routine audits by taxing jurisdictions; however, currently, there are no audits in progress. The Institute is no longer subject to income tax examination for years prior to 2008. The Institute has no uncertain tax positions as of June 30, 2014 and 2013.

# Property and equipment

The Institute capitalizes property and equipment with a cost of over \$1,000 and an estimated life of three years or more. Property and equipment are stated at cost and are being depreciated using the straight-line method over their estimated useful lives, which range from 5 to 40 years. Minor renewals or replacements and maintenance and repairs are expensed. Major replacements and improvements are capitalized.

# Contributions

Contributions, including unconditional promises to give, are recorded as made. All contributions are available for unrestricted use unless specifically restricted by the donor. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Unconditional promises to give due in the next year are recorded at their net realizable value. Unconditional promises to give due in subsequent years are reported at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are to be received.

#### Use of estimates

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

#### In-kind contributions

The Institute records various types of in-kind contributions. Contributed services are recognized at fair value if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals processing those skills, and would typically need to be purchased if not provided by donation. Contributions of tangible assets are recognized at fair value when received. The amounts reflected in the accompanying financial statements as in-kind contributions are offset by like amounts included in expenses or additions to property and equipment.

The Institute's clinical program is operated by unpaid volunteers. The value of the contributed time is not reflected in the accompanying financial statements.

# Note 2. Summary of Significant Accounting Policies (continued):

#### Accounts receivable

Accounts receivable are stated at unpaid balances, less an allowance for doubtful accounts. The Institute provides for losses on accounts receivable using the allowance method. The allowance is based on experience, third-party contracts, and other circumstances, which may affect the ability of patients to meet their obligations. Receivables are considered impaired if full principal payments are not received in accordance with the contractual terms. It is the Institute's policy to charge off uncollectible accounts receivable when management determines the receivable will not be collected. For the years ended June 30, 2014 and 2013, allowance for doubtful accounts totaled \$500.

#### Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values based on quoted prices in active markets (all Level 1 measurements) in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

#### Reclassifications

Certain 2013 balances have been reclassified to conform with 2014 presentation. These reclassifications have no impact on changes in net assets.

#### Note 3. Fair Value Measurements:

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 820, Fair Value Measurements and Disclosures, provides the framework for measuring fair value. That framework provides a fair value hierarchy that provides the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurement) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820 are described as follows:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the plan has the ability to access.

# Note 3 Fair Value Measurements (continued):

# Level 2 Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability:
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

# Level 3 Inputs to the valuation methodology include:

 Valuation methodology is unobservable and significant to the fair value measurement.

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.

The following table sets forth by level, within the fair value hierarchy, the Institute's assets at fair value as of June 30, 2014 and 2013:

	June 30, 2014									
	Cost	Level 1	Level 2 and 3	Total						
Equity Securities	\$ 2,589,173	\$ 4,725,815	\$	\$ 4,725,815						
Certificates of Deposit	1,050,000	1,049,439		1,049,439						
Government Bonds	349,541	359,207	<b>*</b>	359,207						
Corporate Bonds	2,633,987	2,678,820	3.00	2,678,820						
Total Investments	\$ 6,622,701	\$ 8,813,281	\$ -	\$ 8,813,281						
		June 30	0, 2013							
	Cost	Level 1	Level 2 and 3	Total						
Equity Securities	\$ 2,098,223	\$ 3,706,495	\$ -	\$ 3,706,495						
Certificates of Deposit	800,000	798,251	V=	798,251						
Government Bonds	99,609	112,813	-	.#O						
Corporate Bonds	1,835,836	1,877,417	<u> </u>	1,877,417						
Total Investments	\$ 4,833,668	\$ 6,494,976	\$	\$ 6,494,976						

# Note 3 Fair Value Measurements (continued):

The Institute paid investment management fees totaling \$40,180 and \$25,788 for the years ended June 30, 2014 and 2013, respectively.

#### Methodology Used to Determine Fair Value of Investments

Level 1 Investments – Quoted market price.

Although the Institute believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

# Note 4 Property and Equipment:

Property and equipment consisted of the following for the years ended June 30, 2014 and 2013:

		<u>2014</u>		2013	
Land	\$	76,800	\$	76,800	
Improvements		455,754		454,656	
Furniture and Equipment		61,424	-	59,467	
Total, Gross		593,978		590,923	
Less: Accumulated Depreciation	-	(358,611)	:	(336,822)	
Total, Net	\$	235,367	\$	254,101	

Depreciation expense for the years ended June 30, 2014 and 2013 was \$21,789 and \$23,326, respectively.

#### Note 5 Risk and Uncertainties:

The Institute maintains cash and investment balances at various financial institutions. Cash accounts at each bank are insured by the FDIC for up to \$250,000. Throughout the year, the cash balances exceeded the FDIC insured limits. The Institute has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk to cash for the years ended June 30, 2014 and 2013.

# Note 6 Temporarily Restricted Assets:

Temporarily restricted net assets consisted of the following for the year ended June 30, 2014 and 2013:

	2014		2013
Ayer Fund	\$ 31,436	\$	30,684
Bradway - Child Fund	41,955		48,917
Bradway - Archive	5,659		8,797
SF Foundation	78,639		40,000
Brickyard (Various)	11,982		35,621
Clinic	1,606,481		562,803
Deaver	, 3,447		11,009
Other	2,068		3,700
Detloff Fund	2,500		2,500
Website	7,381		7,381
International Student	75,351		123
Van Loben Sels	100,478	-	98,075
Total	\$ 1,967,377	\$	849,487

# Note 7 Retirement Plan:

The Institute adopted a 403(b) retirement plan. The Institute's contribution to the plan is six percent of annual compensation for each participant, or ten percent if matched by the employee. Certain employees are presently covered by the retirement plan. Funding is made on a monthly basis. Employer contributions for the year amounted to \$24,310 and \$23,058 for the years ended June 30, 2014 and 2013, respectively.

#### Note 8 Endowment:

On July 1, 1990, a donor established the Friends of the ARAS endowment fund in honor of Joseph L. Henderson.

# Interpretation of Relevant Law

The Board of Directors of the Institute has interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

As a result of this interpretation, the Institute classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. In accordance with SPMIFA, the Institute considers the following factors in making a determination to appropriate or accumulate endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of the Institute and the endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of the Institute.
- (7) The investment policies of the Institute.

#### **Return Objectives and Risk Parameters**

The Institute is in the process of adopting formal investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Institute must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, the endowment assets are invested assuming a conservative level of investment risk.

#### Strategies Employed for Achieving Objectives

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

# Note 8. Endowment (continued):

Listed below is a summary of the endowment activity for the years ended June 30, 2014 and 2013:

		2014	 2013
Endowment Net Assets, Beginning of Year	\$	92,516	\$ 83,350
Contributions:		i <del>o</del>	1.55
Investment Income: Investment Management Fee		11,250 (401)	9,552 (386)
Expenditures:		(5,693)	(000)
Transfers:	-	<u>~</u>	
Endowment Net Assets, End of Year	\$	97,672	\$ 92,516

# Note 9. <u>Subsequent Events</u>:

Management has evaluated the impact of subsequent events through January 20, 2015, the date the financial statements were available to be issued. Management has not identified any subsequent events that would require and adjustment to the financial statements or disclosure as required under generally accepted accounting principles.