CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTAL INFORMATION

As of and for the Year Ended September 30, 2017 (With Summarized Comparative Totals 2016)

And Report of Independent Auditor



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Report of Independent Auditor

To the Board of Directors of United Network for Organ Sharing Richmond, Virginia

Report on Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of United Network for Organ Sharing (a nonprofit organization) (the "Organization"), which comprise the consolidated statement of financial position as of September 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 Consolidated Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America 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 consolidated financial statements are free from material misstatement.

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

We believe 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 United Network for Organ Sharing as of September 30, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Organization's September 30, 2016 consolidated financial statements, and our report dated January 23, 2017 expressed an unmodified opinion on those audited consolidated financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended September 30, 2016 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Other Matters

As discussed in Note 1 to the consolidated financial statements, the Organization's primary source of revenue is one contract with a department of the United States. Non-renewal of the contract would materially affect the activities and financial position of the Organization.

Other Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying schedule of expenditures of federal awards is presented for purposes of additional analysis as required by *Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance),* and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the consolidated financial statements as a whole.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated January 29, 2018, on our consideration of the Organization'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 the Organization's internal control over financial reporting and compliance.

Richmond, Virginia January 29, 2018

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CONSOLIDATED STATEMENT OF FINANCIAL POSITION

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

	2017	2016
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 15,059,847	\$ 9,562,471
Restricted cash	26,627,142	20,950,079
Investments	8,597,645	5,319,059
Restricted investments	100,044	1,901,197
Accounts receivable	10,655,839	10,920,758
Prepaid expenses	1,940,485	2,157,771
Total Current Assets	62,981,002	50,811,335
Property and Equipment, net	23,023,555	24,039,938
Investments	-	1,011,929
Restricted Investments	-	100,318
Other Assets	664,004	822,842
Total Assets	\$ 86,668,561	\$ 76,786,362
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Current maturities of bonds payable	\$ 545,000	\$ 525,000
Current portion of notes payable	192,639	166,255
Accounts payable and accrued expenses	3,326,724	4,168,293
Due to National Organ Procurement		
Transplantation Network	28,390,765	24,021,060
Total Current Liabilities	32,455,128	28,880,608
Bonds Payable, less current portion	5,840,000	6,385,000
Interest Rate Swap Liability		64,763
Notes Payable, less current portion	863,306	1,369,539
Total Liabilities	39,158,434	36,699,910
Net Assets:		
Unrestricted	47,078,554	39,426,190
Temporarily restricted	431,573	660,262
Total Net Assets	47,510,127	40,086,452
Total Liabilities and Net Assets	\$ 86,668,561	\$ 76,786,362

CONSOLIDATED STATEMENT OF ACTIVITIES

YEAR ENDED SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS FOR YEAR ENDED SEPTEMBER 30, 2016)

	OPTN	Network and Member Services	Management and General	Fundraising	2017 Total	2016 Total
Change in Unrestricted Net Assets:						
Revenue and Other Support:						
OPTN registration fees	\$ 41,505,001	\$ -	\$ -	\$ -	\$ 41,505,001	\$40,696,908
Government contracts - OPTN	5,412,415	-	-	-	5,412,415	5,298,671
UNOS registration fee	-	7,980,220	-	-	7,980,220	7,845,805
Grants revenue	-	-	-	-	-	20,588
Contributions	-	-	-	246,223	246,223	630,707
Interest income	-	2,270	-	-	2,270	93,112
Scientific and data analysis services	-	1,879,320	-	-	1,879,320	1,800,680
Regional and transplant forums	-	527,268	-	-	527,268	593,516
Miscellaneous	-	1,565,112	-	-	1,565,112	936,020
In-kind donations	-	17,545,894	-	81,615	17,627,509	203,600
Satisfaction of program restrictions		327,656			327,656	91,703
Total Unrestricted Revenues	46,917,416	29,827,740		327,838	77,072,994	58,211,310
Expenses:						
Salaries	21,332,303	1,340,751	1,471,809	147,674	24,292,537	25,016,107
Employee benefits and payroll taxes	10,897,226	353,795	388,558	38,986	11,678,565	11,565,429
Temporary help	1,099,206	137,847	48,736	4,412	1,290,201	741,627
Meetings and travel	1,783,359	703,606	59,284	2,413	2,548,662	2,608,997
Professional education programs and	1,1 22,222	,	,	_,	_,,,,,,,	_,,,,,,,,,
projects	_	282,275	_	_	282,275	378,386
Other purchased services	2,688,874	507,967	739,185	61,201	3,997,227	3,723,893
Telephone, telecommunications, and utilities	309,567	66,761	343,985	01,201	720,313	749,742
Equipment leases	309,307	00,701	224,337		224,337	229,991
Repairs and maintenance	1,861,340	6,654	385,448	-	2,253,442	1,976,548
Postage	17,461	2,514	5,444	2,459	27,878	22,391
Depreciation and amortization	1,883,697	349,191	722,425	2,439	2,955,313	2,971,077
In-kind donations	1,003,097	349,191	122,423	81,615	2,955,515 81,615	203,600
Indirect costs	4,904,262	-	(4,904,262)	61,013	01,015	203,000
Public service announcements contributed	4,304,202		(4,304,202)			
by the media	_	17,545,894	_	_	17,545,894	_
Other	140,121	701,616	1,465,288	2,037	2,309,062	1,972,583
Total Expenses	46,917,416	21,998,871	950,237	340,797	70,207,321	52,160,371
Revenues over (under) expenses	\$ -	\$ 7,828,869	\$ (950,237)	\$ (12,959)	6,865,673	6,050,939
Realized and unrealized gain on investments, net					766,657	240,143
Gain in the fair value of interest rate swap					64,763	119,091
Unrealized loss on insurance					(15,948)	(29,409)
Loss on disposal of property and equipment					(28,781)	(76,354)
Change in Unrestricted Net Assets					7,652,364	6,304,410
-						
Change in Temporarily Restricted Net Assets:					00.00=	== ===
Contributions Net assets released from restrictions					98,967	55,733
					(327,656)	(91,703)
Change in Temporarily Restricted Net Assets					(228,689)	(35,970)
Change in Net Assets					7,423,675	6,268,440
Net Assets, beginning of the year					40,086,452	33,818,012
Net Assets, end of the year					\$ 47,510,127	\$ 40,086,452

CONSOLIDATED STATEMENT OF CASH FLOWS

YEAR ENDED SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS FOR YEAR ENDED SEPTEMBER 30, 2016)

		2017		2016
Cash flows from operating activities:				
Change in net assets	\$	7,423,675	\$	6,268,440
Adjustments to reconcile changes in net assets to net cash:				
Depreciation and amortization		2,955,313		2,971,077
Bad Debt Expense		23,815		46,574
Loss on disposal of property and equipment		28,781		76,354
Realized gain on interest rate swap		(64,763)		(119,091)
Loss on insurance values		15,948		29,409
Unrealized gain on investments, net		(766,657)		(240,143)
Change in operating assets and liabilities:				
Accounts receivable		241,104		(1,282,945)
Prepaid expenses		201,338		(156,154)
Other assets		158,838		(248,987)
Accounts payable and accrued expenses		(841,569)		227,784
Due to OPTN		4,369,705		3,080,648
Net cash provided by operating activities		13,745,528		10,652,966
Cash flows from investing activities:				
Purchases of property and equipment		(1,967,711)		(2,477,541)
Purchases of investments		(1,500,000)		(6,295,393)
Proceeds from redemptions of investments		1,901,471		3,604,086
Net cash used in investing activities		(1,566,240)		(5,168,848)
Cash flows from financing activities:				
Repayments of bonds and notes payables		(1,004,849)		(964,297)
Net cash used in financing activities		(1,004,849)		(964,297)
Increase in cash and cash equivalents, including restricted cash		11,174,439		4,519,821
Cash and cash equivalents, beginning of year		30,512,550		25,992,729
Cash and cash equivalents, end of year	\$	41,686,989	\$	30,512,550
Supplemental disclosures of cash flow information:				
Cash paid during the year for interest	\$	247,056	\$	321,898
Cash paid (refund of) during the year for income taxes	\$	94,870	\$	(78,510)
Supplemental disclosures - cash and cash equivalents:				
Cash and cash equivalents	\$	15,059,847	\$	9,562,471
Restricted cash	•	26,627,142	•	20,950,079
Cash and cash equivalents, end of year	\$	41,686,989	\$	30,512,550
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NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 1—Organization and nature of operations

United Network for Organ Sharing ("UNOS"), a Virginia non-stock, not-for-profit corporation, operates the National Organ Procurement and Transplantation Network ("OPTN") established by the National Organ Transplantation Act passed by the U.S. Congress in 1984. Through a contract with the Health Resources and Services Administration ("HRSA") of the Department of Health and Human Services ("DHHS") (the "OPTN Contract"), UNOS functions as the sole national network whose mission is to improve the effectiveness of the U.S. organ procurement and transplantation system and to provide for the fair and equitable distribution of all donated organs. To carry out this mission, UNOS maintains a computerized database to identify potential transplant recipients and to provide for the systematic matching of donated organs with such recipients. UNOS is staffed 24 hours a day, 7 days a week, with specialists trained in assisting transplant centers and in administering Board of Directors-approved organ allocation policies. All organ procurement organizations ("OPOs") and transplant facilities in the United States are required to be members of OPTN. UNOS's Board of Directors is currently made up of 42 voting members elected from UNOS's membership and the general public.

On September 12, 2013, UNOS was awarded the latest OPTN Contract from HRSA for the period September 30, 2013 through September 29, 2014, with additional one-year options to extend the OPTN Contract to September 29, 2015, 2016, 2017, and 2018. During the year, HRSA opted to extend the OPTN Contract through September 30, 2018. The OPTN Contract is the primary source of revenue for UNOS. If UNOS is not awarded the new OPTN Contract, its future operations would have been materially adversely affected.

The UNOS Foundation (the "Foundation") is a 501(c)(3) corporation that was incorporated in 1993 to hold the exclusive rights to all software developed and used by UNOS, and to solicit contributions to support UNOS's capital campaign and ongoing operations. UNOS appoints the members to the Foundation's Board of Directors. Historically, the UNOS financial statements have been consolidated with the Foundation all intercompany amounts were eliminated in consolidation. The Foundation was dissolved in June 2017, with approval of the Board. Therefore, the accompanying financial statements only include the results of operation of the Foundation for the year ended September 30, 2017.

Note 2—Summary of significant accounting policies

Basis of Accounting – The accompanying consolidated financial statements of UNOS and the Foundation (collectively, the "Organization") have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP").

Basis of Presentation – The consolidated financial statements include certain prior-year summarized comparative information in total but not by functional category. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the consolidated financial statements as of and for the year ended September 30, 2016, from which the summarized information was derived.

Functional Allocation of Expenses – The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying consolidated statement of activities. Costs that are billed under the provisions of the OPTN Contract are reflected as costs of the program. Network and member services include items such as educational initiatives to increase organ donation and other non-contract expenses. Costs that cannot be specifically identified with a particular function and benefit more than one functional category are allocated to network and member services.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 2—Summary of significant accounting policies (continued)

Use of Estimates – The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from these estimates.

Revenue Recognition – UNOS member organizations consist of OPOs, tissue typing laboratories, and organ transplant centers throughout the United States. UNOS bills OPTN members an OPTN registration fee for listing members' patients on UNOS's computerized database. These fees are recognized as a receivable for OPTN registration fees and a payable due to the OPTN. UNOS recognizes revenue as it submits cost reimbursement vouchers to DHHS. UNOS's registration fees are recognized as revenue in the month a member lists a patient in UNOS's database.

The Organization earns unrestricted revenue from services performed under scientific and data analysis contracts with nongovernmental entities. The Organization recognizes the revenue as it is earned under the contract, which generally occurs over a specified period of time that services are provided or as deliverables are provided to the respective clients.

Temporarily restricted revenue represents funds received through a gift or grant that are restricted by the donor to be expended for a specific purpose and are recognized as revenue when received. The satisfaction of the temporary restrictions are reported as increases to unrestricted revenue and decreases to temporarily restricted revenue under assets released from restrictions. If the expiration of temporary restrictions occurs in the same fiscal year as the contribution is received, the contributions are shown as unrestricted revenue. Expenses are reported as decreases in unrestricted net assets.

Net Assets – The Organization's net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization are classified and reported as follows:

Unrestricted – Net assets that are not subject to donor-imposed stipulations. Unrestricted net assets that may be designated for specific purposes by action of the Board of Directors or may otherwise be limited by contractual agreements with outside parties.

Temporarily Restricted – Net assets, whose use by the Organization is subject to donor-imposed stipulations that can be fulfilled by actions of the Organization pursuant to those stipulations or that expire by the passage of time. At September 30, 2017 and 2016, temporarily restricted net assets consisted of the specific purpose fund.

Permanently Restricted – Net assets subject to donor-imposed stipulations should be maintained permanently by the Organization. There were no permanently restricted net assets during 2017 or 2016.

Cash and Cash Equivalents – Cash and cash equivalents include cash on hand, cash in banks, and highly liquid cash management funds with an original maturity of three months or less.

Restricted Cash and Investments – Restricted cash and investments represent those funds that have been collected from OPTN members on behalf of the OPTN, for which cost reimbursement vouchers have not been submitted to the DHHS, or contributions received subject to donor-imposed stipulations.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 2—Summary of significant accounting policies (continued)

Concentrations of Credit Risk – The Organization places its cash and cash equivalents on deposit with financial institutions in the United States. The Federal Deposit Insurance Corporation ("FDIC") provides insurance coverage up to \$250,000 for substantially all depository accounts. The Organization from time to time may have amounts on deposit in excess of the insured limits. As of September 30, 2017, the Organization had \$41,436,489 in deposits that exceeded these insured amounts.

Historically, the Organization has not experienced significant losses related to accounts receivable and, therefore, believes that the credit risk related to accounts receivable is minimal. UNOS derived approximately 79% and 79% of its unrestricted revenue from government contracts for the years ended September 30, 2017 and 2016, respectively.

Investments – The Organization accounts for investments in accordance with Financial Accounting Standards Board ("FASB") guidance on accounting for investments held by not-for-profit organizations. The guidance requires certain investments to be reflected at fair value in the consolidated statement of financial position. The fair value of investments is determined by an independent market valuation service using quoted closing prices at the end of the period. Interest income and dividends are recorded on the accrual basis. Investments are exposed to various risks, such as interest rate, market, and credit. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the value of investment securities, it is at least reasonably possible that changes in the risks in the near term could materially affect amounts reported in the consolidated financial statements.

Property and Equipment – Property and equipment are carried at historical cost, less accumulated depreciation. Depreciation is calculated using the straight-line method over the assets' estimated useful lives of 39 years for the building, three to 15 years for furniture and non-computer equipment, and three to five years for computer equipment. Expenditures of less than \$5,000 for property and equipment are expensed as incurred. The cost and accumulated depreciation applicable to assets retired or sold are removed from the respective accounts, and gains or losses thereon are included in changes in net assets.

The carrying value of property and equipment is evaluated when certain events or changes in circumstances indicate that the carrying amount may exceed fair value. Fair value is calculated by estimating cash flows produced by the assets over their remaining useful lives. If undiscounted projected cash flows are less than the carrying amount, an impairment would be recognized. No impairments were identified during 2017.

Income Taxes – The Organization has been granted an exemption from federal income taxes under Internal Revenue Code Section 501(c)(3) except for income generated from unrelated business activities. Unrelated business activities include rental income on debt financed property and travel agency services. Income tax expense on unrestricted income from these activities was \$94,870 for the year ended September 30, 2017.

Due to OPTN – Due to OPTN represents total OPTN registrations billed to OPTN members, less OPTN registration funding claimed by UNOS on the OPTN vouchers submitted to DHHS.

Compensated Absences – UNOS accrues a provision for vacation and holiday pay due to employees, which is reflected in accounts payable and accrued expenses on the consolidated statement of financial position.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 2—Summary of significant accounting policies (continued)

Donated Services – The Organization recognizes donated services as contributions in accordance with guidance issued by the FASB. Under this guidance, such services are recorded if the services create or enhance nonfinancial assets or require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization.

Gifts-in-Kind – The Organization received gifts-in-kind contributions related to Public Service Announcements ("PSA"), which were recorded at the estimated fair value provided by the donor. The Organization also received gifts-in-kind contributions of goods used for special events. Gifts-in-kind revenue is recognized in accordance with FASB ASC 958-605. In circumstances in which the Organization distributes gifts-in-kind as part of its programs, it reports an expense which is reported in the functional classification for the program in which the gifts-in-kind were used.

In-kind contributions consisted of the following during the year ended September 30, 2017:

Public Service Annoucements	\$ 17,545,894
Other	81,615
Total	\$ 17,627,509

Interest Rate Swap – FASB guidance requires organizations to recognize all derivative instruments as either assets or liabilities at fair value on the consolidated statement of financial position. In accordance with FASB guidance, the Organization designates interest rate swaps as cash flow hedges of forecasted purchases of commodities of variable-rate borrowings. For derivative instruments that are designated and qualify as a cash flow hedge, the effective portion of the gain or loss on the derivative is reported as a component of other income in the same period or periods during which the hedged transaction affects earnings. Gains and losses on the derivative representing either hedge ineffectiveness or hedge components excluded from the assessment of effectiveness are also recognized in current change in net assets.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 2—Summary of significant accounting policies (continued)

Upcoming Accounting Pronouncements – Upcoming Accounting Pronouncements – In August 2016, FASB issued ASU 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements for Not-for-Profit Entities, which simplifies certain aspects of reporting required by not-for-profit organizations and increases disclosures with a goal to improve the usefulness of not-for-profit financial statements to various stakeholders, including management, directors, lenders and donors. Key changes include the following:

- Replaces the existing three classes of net assets (unrestricted, temporarily restricted, and permanently restricted) with two new classes of net assets (net assets without donor restrictions and net assets with donor restrictions).
- Changes the net asset classification of the underwater amounts of donor-restricted endowment funds to be shown as a component of net assets with donor restrictions and requires additional disclosures for underwater endowment funds.
- Requires all not-for-profit entities to provide expenses by both nature and function.
- Requires expansive disclosures, both qualitative and quantitative, of information about liquidity and the availability of resources.

The amendments of this ASU are effective for fiscal years beginning after December 15, 2017. The ASU requires the provisions to be applied on a retrospective transaction approach and early adoption is permitted. The impact of ASU 2016-14 appears to have limited impact on the Organization.

In November 2016, FASB issued ASU 2016-18, Statement of Cash Flows (Topic 230) Restricted Cash, which requires that a statement of cash flows explain the statement of cash flows change during the period in the total of cash, cash equivalents, and amounts generally described as restricted cash or restricted cash equivalents. Therefore, amounts generally described as restricted cash and restricted cash equivalents should be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statement of cash flows. The amendments of this ASU are effective for fiscal years beginning after December 15, 2017. The ASU requires the provisions to be applied on a retrospective transaction approach and early adoption is permitted. UNOS early adopted the provisions of this ASU and is in conformity with all requirements as of September 30, 2017 and 2016, respectively.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 3—Investments

Investments at fair market value as of September 30 consist of the following:

	2017	2016
Short-term investments:		
Money markets	\$ 130,171	\$ 272,585
Certificates of deposit	100,044	1,901,199
Equity securities	4,047,432	2,932,914
Mutual funds	4,420,042	2,113,558
Total Short-Term Investments	8,697,689	7,220,256
Long-term investments:		
Corporate notes and bonds	-	201,156
Certificates of deposit		911,091
Total Long-Term Investments		1,112,247
Total Investments	\$ 8,697,689	\$ 8,332,503

Interest income related to investments for the year ended September 30, 2017 was \$2,270.

Note 4—Accounts receivable

Accounts receivable as shown in the accompanying consolidated statement of financial position as of September 30 consist of the following:

	2017	2016
OPTN registration fees	\$ 7,906,620	\$ 7,273,952
UNOS membership fees	1,377,632	1,305,035
Government contracts	1,014,867	984,181
Other	356,720	1,357,590
	\$ 10,655,839	\$ 10,920,758

Accounts receivable consist of OPTN registration fees, UNOS registration fees, government contracts, and other receivables and are carried at original amounts. Other receivables primarily consist of amounts due to the Organization from non-affiliate entities that are associated with the Organization as a result of various transactions that were entered into prior to year-end but have not yet been received as of September 30, 2017. No allowance for uncollectible amounts was considered necessary as of September 30, 2017, as OPTN and UNOS members are required by federal regulation to pay the respective registration fee. Bad debt expense totaled \$23,815 for the year ended September 30, 2017.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 5—Property and equipment

Cost and accumulated depreciation as of September 30 are summarized as follows:

	2017	2016
Land	\$ 1,113,000	\$ 1,113,000
Building	23,427,861	22,857,482
Donor memorial	1,714,512	1,714,512
Computer hardware	15,187,230	14,954,109
Furniture and other equipment	2,779,461	3,148,994
Leasehold improvements	21,065	21,065
Other fixed assets	588,931	588,931
	44,832,060	44,398,093
Less accumulated depreciation	(21,808,505)	(20,358,155)
Property and equipment, net	\$ 23,023,555	\$ 24,039,938

Depreciation expense related to property and equipment for the year ended September 30, 2017 was \$2,955,313. Loss on disposal of property and equipment totaled \$28,781 for the same year then ended.

Note 6—Accounts payable and other accrued expenses

As of September 30, accounts payable and other accrued expenses consist of the following:

	2017	2016
Trade	\$ 887,426	\$ 1,668,555
Accrued operating expenses	267,246	422,301
Accrued benefit contributions	209,100	195,471
Accrued compensation absences	1,962,952	1,881,966
	\$ 3,326,724	\$ 4,168,293

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 7—Long-term debt

In December 2010, UNOS paid off the 2002 Bonds originally issued in the amount of \$12,000,000, which were used to finance the construction of UNOS corporate headquarters, and obtained \$9,720,000 from the issuance of the 2010 Bonds. Interest is payable on the 2010 Bonds on the first day of each month. Interest rates were initially determined on the 2010 Bonds based on a weekly rate as determined by the bank serving as agent for the bond issuance. UNOS has the option to convert the rate to a term rate, as defined, for two or more semiannual periods, which is determined by the bank such that there is no premium or discount on conversion. UNOS also has the option to convert the rate to a fixed rate to maturity, which is determined by the bank, provided that there is no discount or premium on conversion. At no time may the interest rate exceed 12%. The applicable interest rate as of September 30, 2017 was 2.06%.

Bonds payable and long-term obligations as of September 30 consist of the following amounts:

	 2017	 2016
2010 bonds	\$ 6,385,000	\$ 6,910,000
Less current maturities	(545,000)	 (525,000)
	\$ 5,840,000	\$ 6,385,000

Future maturities on bonds payable at September 30, 2017 are as follows:

Year Ending September 30,	
2018	\$ 545,000
2019	565,000
2020	585,000
2021	605,000
2022	625,000
Thereafter	3,460,000
Total	\$ 6,385,000

In 2011, UNOS entered into a \$3,000,000 promissory note to purchase the building known as the "Jackson Center" near its headquarters in Richmond, Virginia. This purchase was intended to provide UNOS additional office space. Principal payments on the note are due at the beginning of each month through September 2031. Interest is payable on the Jackson Center loan on the first day of each month at a rate of 5.35%. The Jackson Center loan is collateralized by the equity in the UNOS headquarters building at 700 North 4th Street, Richmond, Virginia.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 7—Long-term debt (continued)

On June 22, 2015, UNOS entered into a lease agreement with Virginia Commonwealth University ("VCU"), which stipulates that VCU is to lease a portion of the Jackson Center from UNOS for a period of ten years and six months, commencing on February 16, 2016. Rental revenue totaled \$544,004 for the year ended September 30, 2017 and is included with miscellaneous revenue on the consolidated statement of activities. Future amounts of rental payments due from VCU at September 30, 2017 are as follows:

Year Ending September 30,	
2018	\$ 527,972
2019	541,171
2020	554,700
2021	568,568
2022	582,782
Thereafter	2,211,933
Total	\$ 4,987,126

Notes payable related to the Jackson Center promissory note consist of the following at September 30:

	2017	 2016
Jackson Center loan	\$ 1,055,945	\$ 1,535,794
Less current maturities	(192,639)	 (166,255)
	\$ 863,306	\$ 1,369,539

Future maturities on notes payable at September 30, 2017 are as follows:

Year Ending September 30,

2018	\$	192,639
2019		203,352
2020		214,413
2021		226,259
2022		219,282
Total	\$ 1,	,055,945

UNOS incurred approximately \$247,000 of interest expense for the year ended September 30, 2017. Interest expense is included with other expenses on the consolidated statement of activities. The notes payable contain restrictive covenants, including the requirement to maintain a minimum debt service coverage ratio and a minimum level of unrestricted liquidity. As of September 30, 2017, UNOS was in compliance with those covenants. Management is reserving cash to meet the required principal and interest payment in accordance with the payment deadlines.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 8—Fair value measurements

The Organization has adopted FASB guidance on fair value measurements. The provisions of the guidance provide a framework for measuring fair value under GAAP and defines fair value as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. This guidance requires that valuation techniques maximize the use of observable inputs and minimize the use of unobservable inputs. This guidance also establishes a fair value hierarchy which prioritizes the valuation inputs into three broad levels. Based on the underlying inputs, each fair value measurement in its entirety is reported in one of three levels.

The Organization's assets recorded at fair value on a recurring basis are categorized based on the priority of the inputs used to measure fair value. The inputs used in measuring fair value are categorized into three levels, as follows:

- Level 1 Inputs that are based upon quoted prices for identical instruments traded in active markets.
- Level 2 Inputs that are based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar investments in markets that are not active, or models based on valuation techniques for which all significant assumptions are observable in the market or can be corroborated by observable market data for substantially the full term of the investment.
- Level 3 Inputs that are generally unobservable and typically reflect management's estimates of assumptions that market participants would use in pricing the asset or liability. The fair values are therefore determined using model-based techniques that include option pricing models, discounted cash flow models, and similar techniques. The Organization has no Level 3 investments.

The asset'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 are used to maximize the use of observable inputs and minimize the use of unobservable inputs. Following is a description of the valuation methodologies used for assets measured at fair value.

Equity Securities, Mutual Funds, and Corporate Bonds – Valued at the closing price reported on the active market on which the individual securities are traded.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although the Organization believes its valuation methods are appropriate and consistent with those of 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. There were no transfers between levels or changes in methodologies during the years ended September 30, 2017.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 8—Fair value measurements (continued)

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of September 30, 2017:

	Level 1	Level 2	Level 3	Total
Assets:				
Investments:				
Equity securities	\$ 4,047,432	\$ -	\$ -	\$ 4,047,432
Mutual funds	4,420,042			4,420,042
Total investments at fair value	8,467,474	-	-	8,467,474
Certificates of deposit, carried at cost	-	-	-	100,044
Money market, carried at cost				130,171
Total Investments	\$ 8,467,474	\$ -	\$ -	\$ 8,697,689

The following table sets forth by level, within the fair value hierarchy, the Organization's assets at fair value as of September 30, 2016:

	Fair Value						
		Level 1		Level 2	Leve	I 3	Total
Assets:							
Investments:							
Equity securities	\$	2,932,914	\$	-			\$ 2,932,914
Mutual funds		2,113,558		-			2,113,558
Corporate bonds		-		201,156			201,156
Total investments at fair value		5,046,472		201,156		-	5,247,628
Certificates of deposit, carried at cost		-		-		-	2,812,290
Money market, carried at cost							272,585
Total Investments	\$	5,046,472	\$	201,156	\$		\$ 8,332,503
Liabilities:							
Interest rate swap	\$	_	\$	64,763	\$	-	\$ 64,763

Note 9—Employee benefit plans

Retirement benefits for all full-time employees are provided through a qualified defined contribution pension plan. Under the terms of the plan, all employees of UNOS who have completed 1,000 hours of continuous employment earn a year of vesting for plan purposes. All UNOS employees are eligible for participation coincident with employment. UNOS contributed an amount equal to 4% of each participant's compensation and matched participant deferrals dollar for dollar up to 6% of employee compensation for the year ended September 30, 2017. Employees become fully vested after six years of vesting service, as defined in the plan. Forfeitures serve to reduce the total contribution required of UNOS. Contributions made by UNOS for the year ended September 30, 2017 amounted to approximately \$2,298,158. Contributions are included with employee benefit and payroll taxes on the consolidated statement of activities.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

SEPTEMBER 30, 2017 (WITH SUMMARIZED COMPARATIVE TOTALS AS OF SEPTEMBER 30, 2016)

Note 10—Operating leases

UNOS leases certain office equipment under non-cancelable operating leases. Equipment lease expense was approximately \$224,337 for the year ended September 30, 2017. Future minimum lease payments under the remaining portion of non-cancelable operating leases are as follows:

Year Ending September 30,

2018	\$ 154,338
2019	154,338
2020	 25,723
	\$ 334,399

Note 11—Contingencies

DHHS and the General Accounting Office ("GAO") are entitled to review the accounting and other records of UNOS. DHHS is primarily responsible for determining the acceptability of estimated or incurred costs as allowable contract costs under the OPTN Contract. GAO is responsible for determining that procurement actions are made in conformity with applicable laws and regulations. Management is of the opinion that UNOS is in compliance with applicable provisions of the OPTN Contract.

UNOS, in the ordinary course of its business to provide for the fair and equitable distribution of donated organs, is sometimes named as a defendant in litigation involving claims related to its operation of the OPTN. While it is UNOS's policy to handle all claims promptly, efficiently, fairly, and in accordance with the provisions of the OPTN Contract and applicable laws, UNOS may be subjected to a plaintiff's allegations seeking damages. On the basis of information provided by in-house and external counsel and others, UNOS believes there are no contingencies that will materially affect the consolidated financial statements.

UNOS maintains medical, professional, and general liability coverage under various insurance policies.

Note 12—Subsequent events

Management has evaluated subsequent events through January 29, 2018, the date the consolidated financial statements were available to be issued, and has determined there are no subsequent events to be reported in the accompanying consolidated financial statements.



SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED SEPTEMBER 30, 2017

Federal Grantor	Identifying Number (CFDA Number Not Available)	Federal Expenditures
Department of Health and Human Services Direct Payments		
•	Organ Procurement and Transplantation	
Health Resources and Services Administration	Network (93.231-00-0115)	\$ 5,412,415
		\$ 5,412,415

NOTES TO SCHEDULE OF EXPENDITURES OF FEDERAL AWARDS

YEAR ENDED SEPTEMBER 30, 2017

Note 1—Basis of presentation

The accompanying schedule of expenditures of federal awards includes the federal grant activity of the United Network for Organ Sharing and is presented on the accrual basis of accounting. The information in this schedule is presented in accordance with the requirements of *Title 2 U.S. Code of Federal Regulations (CFR) Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance).* Therefore, some amounts presented in this schedule may differ from amounts presented in or used in the preparation of the basic consolidated financial statements.

Note 2—Subrecipients

There were no amounts of federal expenditures presented in the schedule that were provided to subrecipients.

Note 3—Indirect Cost Rate

UNOS elected not to use the 10 percent de minimis indirect cost rate for the year ended September 30, 2017.





Report of Independent Auditor 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

To the Board of Directors of United Network for Organ Sharing Richmond, Virginia

We have audited, in accordance with the 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, the consolidated financial statements of United Network for Organ Sharing (the "Organization") (a nonprofit organization), which comprise the consolidated statement of financial position as of September 30, 2017, and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the financial statements, and have issued our report thereon dated January 29, 2018.

Internal Control over Financial Reporting

In planning and performing our audit of the consolidated financial statements, we considered the Organization'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.

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 a 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 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.

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 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. 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 consolidated financial statements are free from 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 determination of financial statement amounts. 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*.

Purpose of this Report

Chung Bekant LLP

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 Organization'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 Organization's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

Richmond, Virginia January 29, 2018



Report of Independent Auditor on Compliance for Each Major Program and on Internal Control over Compliance Required by the Uniform Guidance

To the Board of Directors of United Network for Organ Sharing Richmond, Virginia

Report on Compliance for Each Major Federal Program

We have audited United Network for Organ Sharing's (the "Organization") compliance with the types of compliance requirements described in the *OMB Compliance Supplement* that could have a direct and material effect on each of the Organization's major federal programs for the year ended September 30, 2017. The Organization's major federal programs are identified in the summary of auditor's results section of the accompanying schedule of findings and questioned costs.

Management's Responsibility

Management is responsible for compliance with the requirements of laws, regulations, contracts, and grants applicable to its federal programs.

Auditor's Responsibility

Our responsibility is to express an opinion on compliance for each of the Organization's major federal programs based on our audit of the types of compliance requirements referred to above. We conducted our audit of compliance in accordance with 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 audit requirements of *Title 2 U.S. Code of Federal Regulations Part 200, Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards* ("Uniform Guidance"). Those standards and the Uniform Guidance require that we plan and perform the audit to obtain reasonable assurance about whether noncompliance with the types of compliance requirements referred to above that could have a direct and material effect on a major federal program occurred. An audit includes examining, on a test basis, evidence about the Organization's compliance with those requirements and performing such other procedures as we considered necessary in the circumstances.

We believe that our audit provides a reasonable basis for our opinion on compliance for each major federal program. However, our audit does not provide a legal determination of the Organization's compliance.

Opinion on Each Major Federal Program

In our opinion, the Organization complied, in all material respects, with the types of compliance requirements referred to above that could have a direct and material effect on each of its major federal programs for the year ended September 30, 2017.

Report on Internal Control over Compliance

Management of the Organization is responsible for establishing and maintaining effective internal control over compliance with the types of compliance requirements referred to above. In planning and performing our audit of compliance, we considered the Organization's internal control over compliance with the types of requirements that could have a direct and material effect on each major federal program to determine the auditing procedures that are appropriate in the circumstances for the purpose of expressing an opinion on compliance for each major federal program and to test and report on internal control over compliance in accordance with the Uniform Guidance, but not for the purpose of expressing an opinion on the effectiveness of internal control over compliance. Accordingly, we do not express an opinion on the effectiveness of the Organization's internal control over compliance.

A deficiency in internal control over compliance exists when the design or operation of a control over compliance does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, noncompliance with a type of compliance requirement of a federal program on a timely basis. A material weakness in internal control over compliance is a deficiency, or combination of deficiencies, in internal control over compliance, such that there is a reasonable possibility that material noncompliance with a type of compliance requirement of a federal program will not be prevented or detected and corrected on a timely basis. A significant deficiency in internal control over compliance is a deficiency, or a combination of deficiencies, in internal control over compliance with a type of compliance requirement of a federal program that is less severe than a material weakness in internal control over compliance yet important enough to merit attention by those charged with governance.

Our consideration of internal control over compliance 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 compliance that might be material weaknesses or significant deficiencies. We did not identify any deficiencies in internal control over compliance that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

The purpose of this report on internal control over compliance is solely to describe the scope of our testing of internal control over compliance and the results of that testing based on the requirements of the Uniform Guidance. Accordingly, this report is not suitable for any other purpose.

Richmond, Virginia January 29, 2018

Chung Bakaert LLP

SCHEDULE OF FINDINGS AND QUESTIONED COSTS AND CORRECTIVE ACTIONS PLANS

YEAR ENDED SEPTEMBER 30, 2017

None reported

Section I – Summary of Auditor's Results	
Type of auditor's report issued: Unmodified	
Internal control over financial reporting: Material weaknesses identified?	_ yesX _ none reported
Significant deficiencies identified?	yes X none reported
Noncompliance material to consolidated financial statements noted?	_yesX _none reported
Federal Award	
Internal control over major federal programs: Material weaknesses identified?	_ yesX _ none reported
Significant deficiencies identified that are not considered to be material weaknesses?	_ yesX _ none reported
Noncompliance material to consolidated financial statements noted?	_ yesX _ none reported
Type of auditor's report issued on compliance for major programs	s: Unmodified
Any audit findings disclosed that are required to be reported in accordance with the Uniform Grant Guidance?	yesX_ none reported
Identification of major programs:	
Federal Project/CFDA Number	Program Name
Department of Health and Human Services / 93.231-00-0115	Organ Procurement and Transplantation Network
Dollar threshold used to distinguish between type A and type B programs:	<u>\$ 750,000</u>
Auditee qualified as low-risk auditee? X	_ yes no
Section II – Findings Relating to the Consolidated Finan Reported in Accordance with Government Auditing Stand	
None reported	
Section III – Findings and Questioned Costs Relating to Fed	deral Awards

SCHEDULE OF PRIOR YEAR FINDINGS

YEAR ENDED SEPTEMBER 30, 2017

There were no items reported for the year ended September 30, 2016.