

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin and Subsidiary

Consolidated Financial Statements

Years Ended December 31, 2019 and 2018



WIPFLI

Independent Auditor's Report

Board of Directors
Financial Information & Service Center, Inc.
d/b/a Consumer Credit Counseling Service of
Northeastern Wisconsin
Menasha, Wisconsin

Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin (FISC) and Subsidiary, which comprise the consolidated statements of financial position as of December 31, 2019 and 2018, and the related consolidated statements of activities, functional expenses, and cash flows and for the years 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; 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in 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 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 FISC and Subsidiary at December 31, 2019 and 2018, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States.

Wipfli LLP

Wipfli LLP

May 12, 2020
Green Bay, Wisconsin

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Consolidated Statements of Financial Position

December 31, 2019 and 2018

<i>Assets</i>	2019	2018
Current assets:		
Cash	\$ 34,574	\$ 35,357
Due from Goodwill Industries	38,412	16,662
Restricted cash	643,633	611,918
Accounts receivable	198,073	198,767
Total current assets	914,692	862,704
Property and equipment - Net	26,237	33,649
TOTAL ASSETS	\$ 940,929	\$ 896,353
<i>Liabilities and Net Assets</i>		
Current liabilities:		
Funds managed for others	\$ 643,633	\$ 611,312
Total current liabilities	643,633	611,312
Net assets:		
Without donor restrictions	99,230	74,285
With donor restrictions	198,066	210,756
Total net assets	297,296	285,041
TOTAL LIABILITIES AND NET ASSETS	\$ 940,929	\$ 896,353

See accompanying notes to consolidated financial statements.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Consolidated Statement of Activities

Year Ended December 31, 2019

	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenue:			
Contributions	\$ 302,121	\$ 195,700	\$ 497,821
Fair share contributions	66,113	0	66,113
Counseling fees	113,579	0	113,579
Payment Partner fees	180,168	0	180,168
Net assets released from restrictions	208,390	(208,390)	0
Total support and revenue	870,371	(12,690)	857,681
Expenses:			
Program expenses:			
Financial Information & Service Center, Inc.	480,296	0	480,296
Consumer Credit Counseling Service of Northeastern Wisconsin	89,880	0	89,880
Money Management Education Associates	166,786	0	166,786
Total program expenses	736,962	0	736,962
Management and general	108,464	0	108,464
Total expenses	845,426	0	845,426
Change in net assets	24,945	(12,690)	12,255
Net assets at beginning	74,285	210,756	285,041
Net assets at end	\$ 99,230	\$ 198,066	\$ 297,296

See accompanying notes to consolidated financial statements.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Consolidated Statement of Activities

Year Ended December 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
Support and revenue:			
Contributions	\$ 428,071	\$ 208,390	\$ 636,461
Fair share contributions	68,953	0	68,953
Counseling fees	131,271	0	131,271
Payment Partner fees	163,440	0	163,440
Miscellaneous income	1,420	0	1,420
Net assets released from restrictions	265,990	(265,990)	0
Total support and revenue	1,059,145	(57,600)	1,001,545
Expenses:			
Program expenses:			
Financial Information & Service Center, Inc.	614,692	0	614,692
Consumer Credit Counseling Service of Northeastern Wisconsin	106,955	0	106,955
Money Management Education Associates	184,161	0	184,161
Total program expenses	905,808	0	905,808
Management and general	161,365	0	161,365
Total expenses	1,067,173	0	1,067,173
Change in net assets	(8,028)	(57,600)	(65,628)
Net assets at beginning	82,313	268,356	350,669
Net assets at end	\$ 74,285	\$ 210,756	\$ 285,041

See accompanying notes to consolidated financial statements.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Consolidated Statement of Functional Expenses

Year Ended December 31, 2019

	Program Expenses				Total
	Financial Information & Service Center, Inc.	Consumer Credit Counseling Service of Northeastern Wisconsin	Money Management Education Associates	Management and General	
Salaries and wages	\$ 310,358	\$ 56,381	\$ 96,996	\$ 70,343	\$ 534,078
Payroll taxes and benefits	81,691	14,244	24,295	18,238	138,468
Professional fees	21,117	3,315	4,630	4,752	33,814
Other dues and memberships	13,387	2,182	10	3,013	18,592
Supplies	3,812	66	522	858	5,258
Telephone	1,871	354	625	421	3,271
Postage and shipping	1,320	1,255	7,843	297	10,715
Insurance	906	0	0	204	1,110
Equipment	1,147	882	200	258	2,487
Printing and publications	2,136	190	3,815	481	6,622
Travel	1,773	0	594	399	2,766
Occupancy	27,044	5,061	9,391	6,107	47,603
Conferences, conventions, and meetings	910	0	100	205	1,215
Bank fees	491	5,609	16,384	110	22,594
Taxes and licenses	52	0	0	12	64
Advertising	2,904	0	0	654	3,558
Depreciation	9,021	341	1,381	2,032	12,775
Miscellaneous	356	0	0	80	436
Total functional expenses	\$ 480,296	\$ 89,880	\$ 166,786	\$ 108,464	\$ 845,426

See accompanying notes to consolidated financial statements.

**Financial Information & Service Center, Inc. d/b/a Consumer Credit
Counseling Service of Northeastern Wisconsin**
Consolidated Statement of Functional Expenses
Year Ended December 31, 2018

	<u>Program Expenses</u>				Total
	Financial Information & Service Center, Inc.	Consumer Credit Counseling Service of Northeastern Wisconsin	Money Management Education Associates	Management and General	
Salaries and wages	\$ 391,718	\$ 68,930	\$ 110,028	\$ 104,034	\$ 674,710
Payroll taxes and benefits	100,451	17,229	27,709	26,504	171,893
Professional fees	35,318	4,017	3,596	8,773	51,704
Other dues and memberships	11,124	2,142	183	2,763	16,212
Supplies	3,854	28	702	958	5,542
Telephone	2,900	324	526	720	4,470
Postage and shipping	805	1,827	8,761	200	11,593
Insurance	855	0	0	212	1,067
Utilities	29	0	0	7	36
Equipment	14,226	995	0	3,534	18,755
Printing and publications	3,421	555	3,994	850	8,820
Travel	3,296	136	736	819	4,987
Occupancy	27,787	4,835	8,325	7,295	48,242
Conferences, conventions, and meetings	1,521	70	0	378	1,969
Bank fees	645	5,284	17,844	160	23,933
Taxes and licenses	43	0	0	11	54
Advertising	5,353	78	0	1,330	6,761
Depreciation	10,143	400	1,596	2,519	14,658
Loss on sale of fixed asset	140	0	0	34	174
Miscellaneous	1,063	105	161	264	1,593
Total functional expenses	\$ 614,692	\$ 106,955	\$ 184,161	\$ 161,365	\$ 1,067,173

See accompanying notes to consolidated financial statements.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Consolidated Statements of Cash Flows

Years Ended December 31, 2019 and 2018

	2019	2018
Increase (decrease) in cash:		
Cash flows from operating activities:		
Change in net assets	\$ 12,255	\$ (65,628)
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation	12,775	14,658
Loss on disposition of property	0	174
Changes in operating assets and liabilities:		
Accounts receivable	694	26,060
Funds managed for others	32,321	46,226
Change in due to (due from) Goodwill Industries	(21,750)	46,800
Total adjustments	24,040	133,918
Net cash from operating activities	36,295	68,290
Cash flow from investing activities - Purchase of property and equipment	(5,363)	(12,248)
Change in cash and restricted cash	30,932	56,042
Cash and restricted cash at beginning	647,275	591,233
Cash and restricted cash at end	\$ 678,207	\$ 647,275
Reconciliation of cash and restricted cash:		
Cash	34,574	35,357
Restricted cash	643,633	611,918
Total cash and restricted cash	\$ 678,207	\$ 647,275

See accompanying notes to consolidated financial statements.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 1: Summary of Significant Accounting Policies

Organization Activity

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin (FISC) is a nonprofit Wisconsin corporation organized for the purpose of assisting and educating people in the management of personal finances through the following programs:

- FISC - To counsel and educate individuals, primarily those with negative net worth, about finances, including money management, debt, credit, and withholding taxes.
- Consumer Credit Counseling Service of Northeastern Wisconsin - To assist individuals in their debt management with consumer creditors.

Money Management Education Associates (MMEA) is a nonprofit Wisconsin corporation organized to equip people to take responsibility for their financial well-being through financial education, planning, and personal management services through the following programs:

- MMEA - To provide money management information, basic investment education, and successful planning for the future to people primarily with positive net worth.
- Payment Partner - To assist individuals who are not capable of managing their finances, including beneficiaries of social security, supplemental income, veterans' benefits, pension, and wages.

Principles of Consolidation

FISC and MMEA (collectively referred to as the "Organization") have common board members and management and are, therefore, consolidated. All significant intercompany accounts and transactions have been eliminated in preparing the consolidated financial statements.

The Organization is related to Goodwill Industries of North Central Wisconsin, Inc. ("Goodwill Industries"), a nonprofit Wisconsin corporation through common board members and management. A separate consolidated audit report has been issued for Goodwill Industries, Goodwill Development Corp. (an entity related to Goodwill Industries), FISC, and MMEA. FISC is a subsidiary of Goodwill Industries as described in Note 5.

Basis of Presentation

The consolidated financial statements have been presented in accordance with a financial accounting standard that requires the Organization to report information regarding its financial position and activities according to two classes of net assets:

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

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Basis of Presentation (Continued)

- *Net assets with donor restrictions* are subject to donor- (or certain grantor-) imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. Donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions.

Recently Adopted Accounting Pronouncements

During 2014, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2014-09, *Revenue from Contracts with Customers*. This ASU, as amended, provides guidance on the recognition of revenue from customers arising from the transfer of goods and services, guidance on accounting for certain contract costs, and new disclosures. The new standard supersedes current revenue recognition requirements in FASB Accounting Standards Codification (ASC) Topic 605, *Revenue Recognition*, and most industry-specific guidance. This framework is intended to result in less complex guidance in application while providing a consistent and comparable methodology for revenue recognition. The core principle of this guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. In addition, the amendments require expanded disclosures to enable the users of the financial statements to understand the nature, timing, and uncertainty of revenue and cash flows arising from contracts with customers. Management has adopted the guidance on a full retrospective basis to all periods presented and feels this method is most appropriate as there is no material change in revenue recognized in either year. There was no cumulative effect on beginning net assets of applying the new standard and its amendments for the year ended December 31, 2018.

During 2016, the FASB issued ASU No. 2016-18, *Statement of Cash Flows*, to provide guidance on the presentation of restricted cash or restricted cash equivalents in the statement of cash flows. Management has adopted the guidance on a retrospective basis to all periods presented. The impact of this update on the consolidated statements of cash flows was to increase cash and restricted cash \$566,002 as of January 1, 2018, increasing the originally reported cash and cash equivalents balance of \$25,231 to \$591,233.

In June 2018, the FASB issued ASU No. 2018-08, *Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The amendments in this ASU assist in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) subject to Subtopic 958-605 or as exchange (reciprocal) transactions subject to ASC 606 and (2) determining whether a contribution is conditional. The contribution guidance in Subtopic 958-605 requires an entity to determine whether a transaction is conditional, which affects the timing of the revenue recognized. The entity has applied the amendments in this ASU on a retrospective basis. There was no change on opening balances of net assets and no prior-period results were restated.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Revenue Recognition

Contributions

Contributions, including unconditional promises to give, are recognized as revenue when received. Conditional contributions and promises to give are recognized as revenue when the barriers to entitlement are overcome and either a right of return of assets transferred or a right of release of a promisor's obligation to transfer assets is removed. Assets received for which the condition has not been satisfied are recorded as a refundable advance liability.

Unconditional contributions or conditional contributions in which the conditions have been substantially met or explicitly waived by the donor are recorded as support with or without donor restrictions, depending on the existence and nature of any donor restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statements of activities as net assets released from restrictions. Contributions that are restricted by the donor are reported as increases in net assets without donor restrictions if the restrictions expire in the fiscal year in which the contributions are recognized.

Contributed property and equipment are recorded at fair value at the date of donation. Contributions with donor-imposed stipulations regarding how long the contributed assets must be used are recorded as net assets with donor restrictions; otherwise, the contributions are recorded as net assets without donor restrictions when placed in service.

Grants

Grants are either recorded as contributions or exchange transactions based on criteria contained in the grant award:

- *Grant awards that are contributions* are evaluated for conditions and recognized as revenue when conditions in the award are satisfied. Unconditional awards are recognized as revenue when the award is received. Amounts received in which conditions have not been met are reported as a refundable advance liability.
- *Grant awards that are exchange transactions* are those in which the resource provider or grantor receives a commensurate value in exchange for goods or services transferred. Revenue is recognized when control of the promised goods or services is transferred to the customer (grantor) in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Amounts received in excess of recognized revenue are reflected as a contract liability.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Revenue Recognition (Continued)

Counseling Fees

Counseling fees are generated from budgeting, debt, student loan, and housing counseling services. The Organization enters into a contract with individuals who are seeking such services and pricing terms are established using standard rates either per service or per hour. The performance obligation is to provide the agreed upon counseling service and customers pay using cash, credit card, or money order, and revenue is recognized at the time the service is provided. There is no variable consideration in the contract and no contract assets, contract liabilities, or accounts receivable from contracts with customers as a result.

Payment Partner Fees

Payment Partner fees are generated from representative payee and bill paying services provided to customers. The Organization enters into a contract with individuals who are seeking such services and pricing terms are established using standard rates per month. The performance obligation is to provide services generally for one month and customers are charged, and revenue is recognized at the end of each month of services based on the monthly fee as the performance obligation is satisfied. There is no variable consideration in the contract, and the amounts are credited immediately from the customers' account and there are no contract assets, contract liabilities, or accounts receivable from contracts with customers as a result.

Property, Equipment, and Depreciation

Property and equipment are carried at cost. Depreciation is computed using the straight-line method for financial reporting purposes based on the estimated useful lives of the assets. Estimated useful lives are 15 to 40 years for building improvements and range from 3 to 10 years for equipment.

Contributed Services

No amounts have been reflected in the consolidated financial statements for donated services since no objective basis is available to measure the value of such services.

Functional Allocation of Expenses

Expenses are charged to functional expense categories based on direct expenditures incurred. Certain expenses, including office expenses, professional fees, and depreciation are allocated to program services and supporting services based on time and effort of direct employees.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 1: Summary of Significant Accounting Policies (Continued)

Use of Estimates in Preparation of Financial Statements

The preparation of the accompanying consolidated financial statements in accordance with accounting principles generally accepted in the United States requires management to make estimates and assumptions that directly affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results may differ from these estimates.

Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management has determined no allowance is necessary based on its assessment of the current status of individual accounts.

Advertising

Advertising costs are expensed as incurred.

Tax Status

FISC and MMEA are nonprofit organizations as described in Section 501(c)(3) of the Internal Revenue Code (the "Code") and are exempt from federal income taxes on related income pursuant to Section 501(a) of the Code. FISC and MMEA are also exempt from state income taxes on related income.

The Organization is required to assess whether it is more likely than not that a tax position will be sustained upon examination on the technical merits of the position assuming the taxing authority has full knowledge of all information. If the tax position does not meet the more-likely-than-not recognition threshold, the benefit of that position is not recognized in the financial statements. The Organization has determined there are no amounts to record as assets or liabilities related to uncertain tax positions.

Subsequent Events

Subsequent events have been evaluated through May 12, 2020, which is the date the consolidated financial statements were available to be issued.

In March 2020, Wisconsin Governor Tony Evers issued Emergency Order #12, *Safer at Home Act*, for the entire state of Wisconsin in response to the worldwide pandemic caused by COVID-19. As a result, the Organization temporarily closed all of its office locations. Operations continued include debt management and Payment Partner services along with remote financial counseling services and education. Revenue for March 2020 was about 6% under budget due to the crisis. The negative impact on revenue is expected to continue until operations can resume. The Organization is focused on restart plans, although the total financial impact of the crisis will be unknown until operations resume.

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 2: Restricted Cash and Funds Managed for Others

Restricted cash consisted of \$0 and \$606 of donor-restricted cash and \$643,633 and \$611,312 of Payment Partner restricted cash as of December 31, 2019 and 2018, respectively.

MMEA operates Payment Partner, a representative service and bill pay service. Amounts are paid on behalf of the individuals under these programs, and the residual balance of funds is retained by MMEA.

These funds are held on behalf of the individuals and are reflected as restricted cash and funds managed for others on the consolidated statements of financial position. The balance of restricted cash related to the Payment Partner program and funds managed for others totaled \$643,633 and \$611,312 at December 31, 2019 and 2018, respectively.

Note 3: Liquidity and Availability of Financial Resources

The Organization has \$46,056 and \$27,668 of financial resources at December 31, 2019 and 2018, available for general expenditure within 12 months of the date of the statement of financial position (consisting of operating cash of \$7,644 and accounts receivable from Goodwill Industries of \$38,412 in 2019 and cash of \$11,006 and accounts receivable from Goodwill Industries of \$16,662 in 2018). The Organization does not have a formal liquidity policy and generally keeps unrestricted, undesignated cash on hand to a minimum. Goodwill Industries commits annually, through the financial budgeting process, to supporting FISC ensuring that financial needs are met by utilizing the liquidity of Goodwill Industries.

Note 4: Property and Equipment

Property and equipment consisted of the following at December 31:

	2019	2018
Building improvements	\$ 5,574	\$ 5,574
Furniture and office equipment	155,957	163,283
Total property and equipment	161,531	168,857
Less - Accumulated depreciation	135,294	135,208
Property and equipment - Net	\$ 26,237	\$ 33,649

Financial Information & Service Center, Inc. d/b/a Consumer Credit Counseling Service of Northeastern Wisconsin

Notes to Consolidated Financial Statements

Note 5: Related-Party Transactions

FISC is a subsidiary of Goodwill Industries; however, FISC continues to maintain its own corporate identity. FISC, MMEA, and Goodwill Industries share common board members. All employees for the organizations are employed by Goodwill Industries. The salaries and wages and other direct expenses pertaining to these organizations are allocated to the Organization based on actual costs. Significant purchases of assets and proceeds from the sale of assets are also allocated to the Organization. At December 31, 2019 and 2018, the Organization had a receivable from Goodwill Industries of \$38,412 and \$16,662, respectively.

Goodwill Industries also provides office space and utilities as an in-kind contribution to FISC. Contributed occupancy costs for the years ended December 31, 2019 and 2018, was \$47,603 and \$48,242, respectively, and is recorded in contributions on the consolidated statements of activities and occupancy expense on the consolidated statements of functional expenses.

Goodwill Industries approved a mission contribution to FISC to support the operation of the programs. The mission contributions provided for the years ended December 31, 2019 and 2018, were approximately \$130,000 and \$210,000, respectively.

Note 6: Retirement Plan

All employees who provide services for the Organization can participate in Goodwill Industries' pension plan, subject to eligibility requirements. Goodwill Industries has a defined contribution pension plan covering substantially all employees who work at least 1,000 hours during the plan year. The plan provides for a discretionary matching contribution by the Organization equal to 100% of the employee's total contribution with the maximum contribution up to 6% of the employee's total compensation. Pension expense paid to Goodwill Industries totaled \$17,468 and \$21,314 for the years ended December 31, 2019 and 2018, respectively.

Note 7: Net Assets With Donor Restrictions

Net assets with donor restrictions were available for the following purposes at December 31:

	2019	2018
Future periods - Time restricted	\$ 195,700	\$ 208,390
Other - Purpose restricted	2,366	2,366
Totals	\$ 198,066	\$ 210,756

**Financial Information & Service Center, Inc. d/b/a Consumer Credit
Counseling Service of Northeastern Wisconsin
Notes to Consolidated Financial Statements**

Note 8: Trust Fund

FISC maintains a separate client trust account included in cash on the consolidated statements of financial position entitled CCCS Trust Fund with a balance of \$26,880 and \$24,301 at December 31, 2019 and 2018, respectively.

Note 9: Revenue from Contracts With Customers

Contract assets arise when FISC transfers goods or services to a customer in advance of receiving consideration and the right to consideration is conditioned on something other than the passage of time, such as work in process or unbilled receivables. Contract assets are transferred to receivables when the right to receive consideration becomes unconditional and FISC is able to invoice the customer. As of December 31, 2019 and 2018, FISC did not have any receivables from contracts with customers, contract assets, or contract liabilities.

The following is a breakdown of FISC's revenue by source for the years ended December 31:

	2019	2018
Revenue from contracts with customers - recognized over-time:		
Counseling fees	\$ 113,579	\$ 131,271
Payment Partner fees	180,168	163,440
Total revenue from contracts with customers - Recognized over time	<u>\$ 293,747</u>	<u>\$ 294,711</u>