

# FINANCIAL STATEMENTS DECEMBER 31, 2011

(With Comparative Totals for December 31, 2010)

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors The Baby Buggy, Inc.

We have audited the accompanying statement of financial position of The Baby Buggy, Inc. (the "Organization") as of December 31, 2011, and the related statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from The Baby Buggy, Inc.'s 2010 financial statements and, in our report dated June 28, 2011, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Baby Buggy, Inc. as of December 31, 2011, and the changes in its net assets and its cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

New York, NY June 21, 2012

BAT CPA, LIC

# STATEMENT OF FINANCIAL POSITION

| December 31, 2011                               |    |           |    |           |
|---|----|-----------|----|-----------|
| (with comparative totals for December 31, 2010) |    | 2011      | -  | 2010      |
| Acceptance                                      |    |           |    |           |
| Assets:   | •  | 4 000 754 | •  | 000 700   |
| Cash and cash equivalents                       | \$ | 1,298,754 | \$ | 893,799   |
| Investments                                     |    | 1,163,242 |    | 600,459   |
| Investments - other                             |    | 482,227   |    | 1,152,560 |
| Contributions receivable                        |    | 360,741   |    | 112,285   |
| Inventory                                       |    | 638,785   |    | 309,831   |
| Prepaid expenses and other assets               |    | 19,441    |    | 41,485    |
| Property and equipment, net                     |    | 1,860     |    | 981       |
| Total Assets                                    | \$ | 3,965,050 | \$ | 3,111,400 |
| Liabilities and Net Assets:                     |    |           |    |           |
| Liabilities:                                    |    |           |    |           |
| Accounts payable and accrued expenses           | \$ | 53,718    | \$ | 26,315    |
| Net Assets:                                     |    |           |    |           |
| Unrestricted - operating                        |    | 3,404,037 |    | 2,370,331 |
| Unrestricted - board designated                 |    | 65,345    |    | 65,345    |
| Total unrestricted                              |    | 3,469,382 |    | 2,435,676 |
| Temporarily restricted                          |    | 441,950   |    | 649,409   |
| Total net assets                                |    | 3,911,332 |    | 3,085,085 |
| Total Liabilities and Net Assets                | \$ | 3,965,050 | \$ | 3,111,400 |

#### STATEMENT OF ACTIVITIES

#### Year ended December 31, 2011 (With comparative totals for December 31, 2010) **Temporarily** 2011 2010 Unrestricted Restricted **Total Total** Support and revenues: Contributions 591,522 55,742 647,264 705,592 Contributions in-kind 2,567,689 2,108,407 2,567,689 Special events income, net of expenses 1,337,587 of \$404,956 and \$177,516 in 2011 and 2010, respectively 1,337,587 539,699 Investment income 75,786 75,786 97,867 Net assets released from restrictions 263,201 (263, 201)Total support and revenues 4,835,785 (207,459)4,628,326 3,451,565 Expenses: Program 3,137,346 3,137,346 2,869,280 General and administrative 446,300 446,300 420,069 Fundraising 218,433 218,433 247,237 3,802,079 3,802,079 3,536,586 Total expenses 1,033,706 (207,459)826,247 (85,021)Change in net assets Net assets, beginning of year 2,435,676 649,409 3,085,085 3,170,106

\$ 3,469,382

441,950

3,911,332

3,085,085

Net assets, end of year

STATEMENT OF FUNCTIONAL EXPENSES

Year ended December 31, 2011 (With comparative totals for December 31, 2010)

|                                   |               |               | Program Services | ervices       |              |            |           | Support        | Supporting Services |              |           |
|-----------------------------------|---------------|---------------|------------------|---------------|--------------|------------|-----------|----------------|---------------------|--------------|-----------|
|                                   |               | Crisis        |                  | Domestic      |              |            | Total     | General and    |                     | 2011         | 2010      |
|                                   | Health        | Intervention  | Homeless         | Violence      | Court        | Education  | Program   | Administrative | e Fundraising       | Total        | Total     |
| Salaries                          | \$ 138,664    | \$ 137,817    | \$ 28,847        | \$ 50,261 \$  |              | 101,356 \$ | 456,945   | \$ 107,695     | 5 \$ 149,209 \$     | 713,849 \$   | 658,624   |
| Payroll taxes and fringe benefits | 29,505        | 29,324        | 6,138            | 10,694        |              | 21,566     | 97,227    | 22,915         | 31,748              | 151,890      | 145,128   |
| Program supplies-in-kind          | 791,178       | 470,430       | 128,299          | 299,365       |              | 449,047    | 2,138,319 |                |                     | 2,138,319    | 2,133,038 |
| Program supplies                  | 72,967        | 43,386        | 11,833           | 27,609        |              | 41,414     | 197,209   |                |                     | 197,209      | 59,204    |
| Depreciation                      | 313           | 239           | 82               | 132           |              | 208        | 974       | 143            | 84                  | 1,201        | 2,976     |
| Repairs and maintenance           | 2,419         | 2,404         | 503              | 877           |              | 1,768      | 7,971     | 1,879          | 2,603               | 12,453       | 12,008    |
| Occupancy in-kind                 | 9,148         | 17,153        | 9,148            | 7,433         |              | 8,005      | 50,887    | 2,287          | 4,002               | 57,176       | 55,512    |
| Occupancy                         | 22,148        | 41,528        | 22,148           | 17,996        |              | 19,380     | 123,200   | 5,538          | 069'6               | 138,428      | 134,384   |
| Telephone                         | 2,611         | 2,595         | 543              | 946           |              | 1,908      | 8,603     | 2,027          | 2,809               | 13,439       | 15,170    |
| Insurance                         | 1,685         | 1,675         | 351              | 611           | •            | 1,232      | 5,554     | 1,309          | 1,813               | 8,676        | 12,051    |
| Office expense                    | 3,006         | 2,988         | 625              | 1,090         | •            | 2,197      | 906'6     | 34,045         | 3,235               | 47,186       | 23,345    |
| Postage and delivery              | 4,753         | 4,724         | 686              | 1,723         |              | 3,474      | 15,663    | 3,691          | 5,114               | 24,468       | 23,359    |
| Professional fees                 | •             | 1             | •                | •             | •            | •          | •         | 158,489        |                     | 158,489      | 145,417   |
| Professional fees-in-kind         | •             | •             | •                | •             | •            | •          | •         | 100,416        |                     | 100,416      | 98,746    |
| Printing                          | 2,293         | 2,279         | 477              | 831           | •            | 1,676      | 7,556     | 1,781          | 2,467               | 11,804       | 1,041     |
| Bank fees and related charges     | 5,259         | 5,229         | 1,094            | 1,906         | •            | 3,844      | 17,332    | 4,085          | 5,659               | 27,076       | 16,583    |
| Total Expenses 2011               | \$ 1,085,949  | \$ 761,771    | \$ 211,077       | \$ 421,474 \$ |              | \$ 52,075  | 3,137,346 | \$ 446,300     | \$ 218,433          | \$ 3,802,079 |           |
| Total Expenses 2010               | \$ 920,986 \$ | \$ 704,429 \$ | \$ 241,391       | \$ 388,765    | \$ 43,479 \$ | 570,230 \$ | 2,869,280 | \$ 420,069     | \$ 247,237          | 4            | 3,536,586 |
|                                   |               |               |                  |               |              |            |           |                |                     |              |           |

# STATEMENT OF CASH FLOWS

| Year ended December 31, 2011                               |    |             |    |             |
|--|----|-------------|----|-------------|
| (With comparative totals for December 31, 2010)            |    | 2011        |    | 2010        |
| Cash flows from operating activities:                      |    |             |    |             |
| Change in net assets                                       | \$ | 826,247     | æ  | /05 A241    |
| Adjustments to reconcile change in net assets to net cash  | Ф  | 620,247     | \$ | (85,021)    |
|  |    |             |    |             |
| and cash equivalents provided by operating activities:     |    | 4 204       |    | 0.076       |
| Depreciation and amortization                              |    | 1,201       |    | 2,976       |
| Unrealized gain on investment                              |    | (17,772)    |    | (4,942)     |
| Change in cumulative unrealized gain on investment - other |    | 22,380      |    | 15,512      |
| Realized gain on investment                                |    | -           |    | (17,813)    |
| Donated stock  |    | <u>-</u>    |    | (16,162)    |
| Donated rent expensed                                      |    | 57,176      |    | 55,512      |
| Donated goods - contributions                              |    | (2,467,274) |    | (2,009,660) |
| Goods utilized in program expenses                         |    | 2,138,320   |    | 2,133,038   |
| Changes in operating assets and liabilities:               |    |             |    |             |
| Contributions receivable                                   |    | (305,632)   |    | 3,225       |
| Prepaid expenses and other assets                          |    | 22,045      |    | (6,214)     |
| Accounts payable and accrued expenses                      |    | 27,403      |    | (2,239)     |
| Net cash provided by operating activities                  |    | 304,094     |    | 68,212      |
| Ocal flavor frame in continue activities.                  |    |             |    |             |
| Cash flows from investing activities:                      |    | (2.004)     |    | (003)       |
| Purchases of property and equipment                        |    | (2,081)     |    | (903)       |
| Proceeds from sale of investments                          |    | -           |    | 319,693     |
| Proceeds from maturity of investments - other              |    | 650,000     |    | 915,000     |
| Purchases of investments                                   |    | (545,011)   |    | (584,819)   |
| Accrued interest on investment - other                     |    | (2,047)     |    | (7,468)     |
| Net cash provided by investing activities                  |    | 100,861     |    | 641,503     |
| Net increase in cash and cash equivalents                  |    | 404,955     |    | 709,715     |
| Cash and cash equivalents, beginning of year               |    | 893,799     |    | 184,084     |
| Cash and cash equivalents, end of year                     | \$ | 1,298,754   | \$ | 893,799     |
| Supplemental Disclosures of Cash Flow Information:         |    |             |    |             |
| ••   |    |             |    |             |
| Cash paid during the year for:                             | Φ. |             | ሑ  |             |
| Interest   | \$ | -           | φ  | -           |
| Income taxes   | \$ | -           | \$ | -           |

### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

# 1. NATURE OF ORGANIZATION:

The Baby Buggy, Inc. (the "Organization") was incorporated February 26, 2001 to help provide essential clothing, products and gear for infants and young children in need. The Baby Buggy, Inc. is an exempt organization for federal income tax purposes under Section 501(c)(3) of the Internal Revenue Code and under the corresponding provisions of the New York State tax laws. The Organization has been classified to be a publicly supported organization and not a private foundation under Section 509(a) and is qualified for deductible contributions as provided in Section 170(b)(1)(A)(ii). The Organization's primary source of income is contributions.

<u>Health</u> – Programs offered through or in affiliation with the maternal health, social work, and labor/delivery departments in hospitals.

<u>Crisis Intervention</u> — Organizations that provide services for at-risk children and families who are living in poverty and faced with challenging circumstances. These programs offer case management, counseling, advocacy, and parenting workshops, as well as crisis intervention when necessary.

<u>Fatherhood</u> - Program that provides clothing, gear and products for children of low-income, non-custodial fathers enrolled in fathering initiatives at agencies in New York City and Los Angeles. These programs help fathers feel empowered to embrace fatherhood and the responsibilities that accompany it and to provide poor dads the tools they need to keep their children safe and healthy. The Organization also offers financial education workshops and benefits screening to help improve the family's overall and financial well-being.

<u>Domestic Violence</u> – Organizations that offer women dealing with domestic violence with shelter, support, crisis intervention, case management, and counseling, as well as life skills, parenting and job readiness workshops.

<u>Education</u> – Educational institutions offering programming and services to families living in poverty, which address the needs of the entire family.

# 2. SIGNIFICANT ACCOUNTING POLICIES:

#### **Financial Statement Presentation**

The Organization's financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

The classification of the Organization's net assets and its support, revenues, and expenses is based on the existence or absence of donor-imposed restrictions. It requires that the amounts for each of the three classes of net assets – permanently restricted, temporarily restricted, and unrestricted – be displayed in a statement of financial position and that the amounts of change in each of those classes of net assets be displayed in a statement of activities.

These three classes are defined as follows:

<u>Permanently Restricted</u> – Net assets resulting from contributions and other inflows of assets whose use by the Organization is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by actions of the Organization.

### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

<u>Temporarily Restricted</u> – Net assets resulting from contributions and other inflows of assets whose use by the organization is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the organization pursuant to those stipulations. When such stipulations end or are fulfilled, such temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities and changes in net assets.

<u>Unrestricted</u> – The part of net assets that is neither permanently nor temporarily restricted by donor-imposed stipulations.

#### Investments

Investments are recorded at fair value based upon quoted market prices. The related dividend and interest income is recorded as unrestricted income in the statement of activities. Subsequent revaluation of investments is in accordance with fair value standards.

#### Cash and Cash Equivalents

The Organization considers all highly liquid instruments purchased with a maturity of three months or less to be cash equivalents.

#### Contributions Receivable

Contributions receivable represent unconditional promises to give by donors. For the years ended December 31, 2011 and 2010, the Organization had contributions receivable of \$360,741 and \$112,285, respectively. The Organization considers all gifts of long-lived assets to be temporarily restricted. The Organization uses the allowance method to determine uncollectible contributions receivable. Such allowance is based on management's assessments of the creditworthiness of its donors, the aged basis of its receivables, as well as current economic conditions and historical information. The Organization has determined that no allowance for uncollectible contributions receivable is necessary as of December 31, 2011. Unless material, the Organization does not discount long term receivables.

#### Inventory

Inventory consists of both the undistributed portion of donated goods recorded at the value placed by the donors on the date of donation and the purchase price of goods acquired by the Organization. Inventory is stated at the lower of cost or market, with cost being determined by the first-in, first-out method.

#### Property and Equipment

Property and equipment are stated at cost and are being depreciated on the straightline method over the estimated useful lives of the assets. The Organization has established a \$1,000 threshold above which assets are capitalized.

#### In-Kind Contributions

The Organization receives contributions of donated non-cash assets that are an integral part of its operations. Such assets and services are recognized as income as contributions in-kind and expensed as in-kind in the statement of functional expenses, at their values based on market values of items and services donated or on current prices at the time of donation, if no receipt is available. Contributions are recorded in the period received.

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### **Donated Services**

Donated services are recognized as revenue, if the services received create or enhance non-financial assets, require specified skills provided by individuals possessing those skills and typically need to be purchased if not provided by donation. Accordingly, the Organization does not record the value of volunteer hours since they do not meet the criteria for recognition under accounting principles generally accepted in the United States of America.

#### Special Events

The Organization conducts special events in which a portion of gross proceeds paid by the participant represents payment for the direct cost of the benefits received by the participant at the event. Unless a verifiable, objective means exists to demonstrate otherwise, the fair value of meals and entertainment provided at special events is measured at the actual cost to the Organization. The direct costs of the special events which ultimately benefit the donor rather than the Organization are recorded as exchange transaction revenue and exchange transaction expense. All proceeds received in excess of the direct costs are recorded as special events support in the accompanying statement of activities.

For the years ended December 31, 2011 and 2010, the Organization reported special events income of \$1,742,543 and \$717,215, respectively, and expense of \$404,956 and \$177,516, respectively. The direct costs of special events include expenses for the benefit of the donor. For example, meals and facilities rental are considered direct costs of special events.

#### Functional Allocation of Expenses

Expenses that can be directly identified with the program or supporting service to which they relate are charged accordingly. Other expenses by function have been allocated among program and supporting service classifications using payroll allocation.

#### Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Subsequent Events

The organization has evaluated events through June 21, 2012, which is the date the financial statements were available to be issued.

### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### **Comparative Information**

The December 31, 2011 financial statements include certain prior year summarized comparative information. In addition, only certain notes to the financial statements for December 31, 2010 are presented. As a result, the December 31, 2010 comparative information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in United States of America. Accordingly, such December 31, 2010 information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2010, from which the summarized information was derived.

#### Income Taxes

The accounting standard for uncertainty in income taxes prescribes a minimum recognition threshold and measurement methodology that a tax position taken or expected to be taken in a tax return is required to meet before being recognized in the financial statements. It also provides guidance for derecognition, classification, interest and penalties, accounting in interim periods, disclosure, and transition.

In assessing the realizability of tax benefits, management considers whether it is more likely than not that some portion or all of any tax position will not be realized. The ultimate realization of such tax positions is dependent upon the generation of future income. Management considers projected future income and tax planning strategies in making this assessment. Based upon the level of historical income and projections for future income, management believes it is more likely than not that the Organization will realize all tax benefits.

The Organization does not expect a significant increase or decrease to the total amounts of unrecognized tax positions during the year ended December 31, 2011. However, the Organization may be subject to audit by tax authorities. The Organization believes that it has appropriate support for the positions taken on its tax returns. Nonetheless, the amounts ultimately paid, if any, upon resolution of the issues raised by the taxing authorities may differ materially from the amounts accrued for each year. Management believes that its nonprofit status would be sustained upon examination.

The Organization files informational returns in the United States federal and New York State jurisdictions. The Organization is generally no longer subject to income tax examinations by the Internal Revenue Service or New York State for returns filed before 2008.

#### Fair Value Measurements and Fair Value-Definition and Hierarchy

The Organization follows the accounting standard related to fair value measurements standard. Under this standard, fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

This standard establishes a fair value hierarchy for inputs used in measuring fair value that maximizes the use of observable inputs and minimizes the use of unobservable inputs by requiring the most observable units be used when available. Observable inputs are those that market participants would use in pricing the asset or liability

### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

based on market data obtained from sources independent of the Organization. Unobservable inputs reflect the Organizations assumption about inputs used by market participants at the measurement date. The fair value hierarchy is categorized into three levels based on inputs as follows-

- Level 1 Valuation based on quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access.
- Level 2 Valuation based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.
- Level 3 Valuation based on inputs that are unobservable and significant to the overall fair value measurement.

Level 3 assets and liabilities measured at fair value are based on one or more of three valuation techniques noted in the standard. The three valuation techniques are as follows:

- Market approach Prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities;
- Cost approach Amount that would be required to replace the service capacity of an asset (i.e. replacement cost); and
- Income approach Techniques to convert future amounts to a single present amount based on market expectations (including present value techniques, option-pricing models, and lattice models).

The Organization uses the Level 2 fair value hierarchy in the valuation for investments of government bonds. The carrying value of all other assets and liabilities approximates fair value because of the short maturity of those financial assets and liabilities.

#### Reclassification

Certain amounts in the prior year financial statements have been reclassified for comparative purposes to conform to the presentation in the current year financial statements.

### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

# 3. CONTRIBUTIONS RECEIVABLE:

Contributions receivable consists of the following as of December 31:

|                    | <br>2011      | <br>2010      |
|--------------------|---------------|---------------|
| Amounts due in:    |               |               |
| Less than one year | \$<br>286,221 | \$<br>8,775   |
| One to five years  | 46,334        | 103,510       |
| Total              | \$<br>360,741 | \$<br>112,285 |

#### 4. INVESTMENTS:

#### Determination of Fair Values

The valuation methodologies used to determine the fair values of assets and liabilities under the "exit price" notion reflect market-participant objectives and are based on the application of the fair value hierarchy that prioritizes observable market inputs over unobservable inputs. The Organization determines the fair values of certain financial assets and financial liabilities based on quoted market prices, where available. The Organization also determines fair value based on future cash flows discounted at the appropriate current market rate. Fair values reflect adjustments for items such as counterparty credit quality, the Organization's credit standing, liquidity and risk margins on unobservable parameters.

Certificates of deposit are valued based upon cost plus accrued interests valued using fixed terms and interest rates, and are included as Investments – other on the accompanying statement of financial position. The government bonds are recorded at its fair value using quoted prices from the broker.

The preceding methods described may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair value. Furthermore, although the Organization 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.

The Organization's investments are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risks associated with these investments, it is at least reasonably possible that changes in the values of these investments will occur in the near term and that such changes could materially affect the amounts reported in the statement of financial position and the statement of activities.

The following tables present by level, within the fair value hierarchy, the Organization's investments at fair value as of December 31, 2011 and 2010. As required by fair value measurement accounting standards, investments are classified in their entirety based upon the lowest level of input that is significant to the fair value measurement. The investments are all classified as unrestricted net assets.

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

|            |    | Fair Value<br>on a<br>Recurring<br>Basis |          | Quoted Market Prices in Active Market for Identical Assets (Level 1)                      |    | Other<br>Significant<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Observable<br>Inputs<br>(Level 3) |
|------------|----|--|----------|---|----|---|--|
| Government |    | 1 1 (0 0 10                              | <b>A</b> |   | 4  | 1 1 60 0 40   | •  |
| bonds      | \$ | 1,163,242                                | \$       | -   | \$ | 1,163,242   | \$ -   |
|            |    | Fair Value<br>on a<br>Recurring<br>Basis |          | Quoted<br>Market<br>Prices in<br>Active<br>Market for<br>Identical<br>Assets<br>(Level 1) |    | Other<br>Significant<br>Observable<br>Inputs<br>(Level 2) | Significant<br>Observable<br>Inputs<br>(Level 3) |
| Government | æ  | 600 450                                  | Φ        |   | ው  | 600 450   | Φ  |
| bonds      | \$ | 600,459                                  | \$       | -   | \$ | 600,459   | \$ -   |

The aggregate cost basis, gross unrealized gains and losses, and fair market value of the government bonds, at December 31, 2011 and 2010, are as follows:

|                   |                 | Gross<br>Unrealized | Gross<br>Unrealized |                 |
|-------------------|-----------------|---------------------|---------------------|-----------------|
|                   | Cost            | Gains               | Losses              | Fair Value      |
| December 31, 2011 |                 |                     |                     |                 |
| Government bonds  | \$<br>1,140,528 | \$<br>22,714        | \$<br>_             | \$<br>1,163,242 |
|                   |                 |                     |                     |                 |
| December 31, 2010 |                 |                     |                     |                 |
| Government bonds  | \$<br>595,517   | \$<br>4,942         | \$<br>_             | \$<br>600,459   |

The Organization holds 1,070,000 shares of government bonds, which have maturity dates from October 2013 through December 2016 and interest rates ranging from 1.625% through 5.375%.

The components of the activity of the Organization's government bonds as of December 31, 2011 and 2010 were as follows:

### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

| December 31,                             | 2011               | 2010     |
|--|--------------------|----------|
| Investments, beginning of year           | \$<br>600,459 \$   | -        |
| Purchase of investments                  | 545,011            | 595,517  |
| Donated investments received             | -                  | 16,162   |
| Sales of investments                     | -                  | (33,975) |
| Realized gain on sale of                 |                    |          |
| investments                              | -                  | 17,813   |
| Unrealized gains on investments reported |                    |          |
| at fair value                            | <br>17,772         | 4,942    |
| Investments, end of year                 | \$<br>1,163,242 \$ | 600,459  |

# 5. PROPERTY AND EQUIPMENT:

Property and equipment consist of the following as of December 31:

|                                |              |              | Estimated    |
|--------------------------------|--------------|--------------|--------------|
|                                | 2011         | 2010         | Useful Lives |
| Equipment                      | \$<br>19,649 | \$<br>17,568 | 3-5 years    |
| Less: accumulated depreciation | (17,789)     | (16,587)     |              |
|                                | \$<br>1,860  | \$<br>981    |              |

Depreciation expense was \$1,201 and \$2,976 for the years ended December 31, 2011 and 2010, respectively.

#### 6. INVENTORY:

Inventory consists of the following as of December 31:

|                        | 2011          | 2010          |
|------------------------|---------------|---------------|
| Clothing and essential |               |               |
| baby gear              | \$<br>638,785 | \$<br>309,831 |

# 7. IN-KIND CONTRIBUTIONS:

During the years ended December 31, 2011 and 2010, the Organization recognized total in-kind contributions of \$2,567,689 and \$2,108,407, respectively. In-kind contributions consist of goods donated by corporations and individuals, which are recorded on the date of donation. Volunteer hours are not included as in-kind contributions, except for legal services. Included in this amount are donated legal services at \$100,416 and \$98,746, respectively.

# 8. COMMITMENTS AND CONTINGENCIES:

A. The Organization signed a five-year non-cancelable operating lease for office space in 2007, which expires October 14, 2012. At December 31, 2011, future minimum lease payments were as follows:

| Year ended December 31, |              |
|-------------------------|--------------|
| 2012                    | \$<br>98,459 |

# NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

- B. Rent expense, for the years ended December 31, 2011 and 2010 was \$138,428 and \$134,384, respectively. Donated rent was \$57,176 and \$55,512, respectively, for the years ended December 31, 2011 and 2010.
- GONCENTRATIONS: A. Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash deposits. Accounts at each institution are insured by the Federal Deposit Insurance Corporation up to \$250,000.
  - B. For the year ended December 31, 2011, two donors contributed approximately \$290,000 to the Organization which amounted to approximately 47% of the Organization's total contributions for the year.
  - C. For the year ended December 31, 2011, two contributions receivable totaling approximately \$120,000 to the Organization amounted to approximately 34% of the Organization's total receivables for the year.

### 10. NET ASSETS: <u>Unrestricted Net Assets – Board Designated</u>

In 2004, the Board designated funds received from a litigation settlement to be used for the Administration for Children Services and Department of Homeless Services prevention assistance programs. At December 31, 2011 and 2010, board designated fund balance was \$65,345.

#### Temporarily Restricted Net Assets

Temporarily restricted net assets are purpose restricted and consist of the following at December 31:

|                          | 2011          | 2010          |
|--------------------------|---------------|---------------|
| Infant Gear              | \$<br>158,035 | \$<br>197,783 |
| Project Safe Sleep       | 136,926       | 180,228       |
| Rent                     | 46,332        | 103,509       |
| Nurse Family Partnership | 18,033        | 68,588        |
| Family Resource Center   | 35,306        | 50,074        |
| Food Initiative          | 36,798        | 36,798        |
| Education                | 10,520        | 12,429        |
|                          | \$<br>441,950 | \$<br>649,409 |

Net assets were released from restrictions by satisfying the restricted purposes for the fiscal year ended December 31, 2011 as follows:

| Infant Gear              | \$<br>39,748  |
|--------------------------|---------------|
| Project Safe Sleep       | 44,045        |
| Rent                     | 57,177        |
| Nurse Family Partnership | 90,555        |
| Family Resource Center   | 14,768        |
| Education                | 16,908        |
|                          | \$<br>263,201 |