



## **THE BABY BUGGY, INC.**

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FINANCIAL STATEMENTS

DECEMBER 31, 2013

(WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2012)

**THE BABY BUGGY, INC.**

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## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors  
The Baby Buggy, Inc.

We have audited the accompanying financial statements of The Baby Buggy, Inc. (the "Organization"), which comprise the statement of financial position as of December 31, 2013, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

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

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

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

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Baby Buggy, Inc. as of December 31, 2013, 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 Baby Buggy, Inc's 2012 financial statements and we expressed an unmodified opinion on those audited financial statements in our report dated April 23, 2013. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2012 is consistent, in all material respects, with the audited financial statements from which it has been derived.

**MBAF CPAs, LLC**

New York, NY  
April 28, 2014

**THE BABY BUGGY, INC.**

STATEMENT OF FINANCIAL POSITION

DECEMBER 31, 2013

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR DECEMBER 31, 2012)

<b>ASSETS</b>	<b>2013</b>	<b>2012</b>
Cash and cash equivalents	\$ 442,261	\$ 763,310
Investments	1,914,150	1,869,292
Contributions receivable	54,850	124,510
Inventory	428,333	491,887
Prepaid expenses and other assets	24,205	33,572
Property and equipment, net	10,462	2,130
	<b>\$ 2,874,261</b>	<b>\$ 3,284,701</b>
<b>LIABILITIES AND NET ASSETS</b>		
LIABILITIES		
Accounts payable and accrued expenses	\$ 57,589	\$ 38,964
NET ASSETS		
Unrestricted - operating	2,382,557	2,696,778
Unrestricted - board designated	65,345	65,345
	2,447,902	2,762,123
Temporarily restricted	368,770	483,614
	2,816,672	3,245,737
	<b>\$ 2,874,261</b>	<b>\$ 3,284,701</b>

The accompanying notes are an integral part of these financial statements.

**THE BABY BUGGY, INC.**

STATEMENT OF ACTIVITIES

FOR THE YEAR ENDED DECEMBER 31, 2013

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR DECEMBER 31, 2012)

	Unrestricted	Temporarily Restricted	2013	2012
<b>SUPPORT AND REVENUES</b>				
Contributions	\$ 384,235	\$ 183,078	\$ 567,313	\$ 708,542
Contributions in-kind	5,606,535	-	5,606,535	3,263,937
Special events income, net of expenses of \$106,646 and \$84,576 in 2013 and 2012, respectively	793,929	-	793,929	314,560
Investment income	54,947	-	54,947	48,032
Net assets released from restrictions	297,922	(297,922)	-	-
	<u>7,137,568</u>	<u>(114,844)</u>	<u>7,022,724</u>	<u>4,335,071</u>
<b>EXPENSES</b>				
Program	6,798,319	-	6,798,319	4,367,356
General and administrative	455,190	-	455,190	429,044
Fundraising	198,280	-	198,280	204,266
	<u>7,451,789</u>	<u>-</u>	<u>7,451,789</u>	<u>5,000,666</u>
CHANGE IN NET ASSETS	(314,221)	(114,844)	(429,065)	(665,595)
NET ASSETS - BEGINNING OF YEAR	2,762,123	483,614	3,245,737	3,911,332
NET ASSETS - END OF YEAR	<u>\$ 2,447,902</u>	<u>\$ 368,770</u>	<u>\$ 2,816,672</u>	<u>\$ 3,245,737</u>

The accompanying notes are an integral part of these financial statements.

**THE BABY BUGGY, INC.**

STATEMENT OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2013

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR DECEMBER 31, 2012)

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	<u>Program</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>2013</u>	<u>2012</u>
FUNCTIONAL EXPENSES					
Salaries	\$ 534,073	\$ 108,439	\$ 150,487	\$ 792,999	\$ 759,245
Payroll taxes and fringe benefits	118,175	16,027	31,376	165,578	135,270
Program supplies, in-kind	5,592,108	-	-	5,592,108	3,298,925
Program supplies	280,278	-	-	280,278	178,668
Depreciation	-	2,226	-	2,226	1,300
Repairs and maintenance	15,908	1,448	1,410	18,766	11,534
Occupancy	132,041	4,969	4,969	141,979	139,125
Occupancy in-kind	-	-	-	-	46,333
Telephone	9,990	1,731	2,564	14,285	13,392
Insurance	7,286	1,249	1,873	10,408	8,883
Office expense	39,424	62,933	4,886	107,243	86,151
Delivery	39,567	2,294	-	41,861	30,736
Professional fees	15,285	99,171	-	114,456	79,255
Professional fees, in-kind	10,138	67,843	-	77,981	112,043
Marketing	244	85,823	-	86,067	93,095
Printing	3,802	1,037	715	5,554	6,711
	<u>\$ 6,798,319</u>	<u>\$ 455,190</u>	<u>\$ 198,280</u>	<u>\$ 7,451,789</u>	<u>\$ 5,000,666</u>

The accompanying notes are an integral part of these financial statements.

**THE BABY BUGGY, INC.**STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 2013  
(WITH SUMMARIZED COMPARATIVE INFORMATION FOR DECEMBER 31, 2012)

	<b>2013</b>	<b>2012</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (429,065)	\$ (665,595)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation and amortization	2,226	1,300
Unrealized (gain) loss on investment	(53,979)	12,093
Realized gain on investment	(855)	(7,122)
Donated rent expensed	-	46,333
Donated goods - contributions	(5,528,554)	(3,152,027)
Goods utilized in program expenses	5,592,108	3,298,925
Changes in operating assets and liabilities:		
Contributions receivable	69,660	189,897
Prepaid expenses and other assets	9,367	(14,130)
Accounts payable and accrued expenses	18,625	(14,754)
NET CASH USED IN OPERATING ACTIVITIES	<u>(320,467)</u>	<u>(305,080)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of property and equipment	(10,558)	(1,570)
Proceeds from sale of investments	904,476	206,448
Proceeds from maturity of investments - other	-	482,227
Purchases of investments	(894,500)	(917,469)
NET CASH USED IN INVESTING ACTIVITIES	<u>(582)</u>	<u>(230,364)</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	(321,049)	(535,444)
CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR	763,310	1,298,754
CASH AND CASH EQUIVALENTS - END OF YEAR	<u>\$ 442,261</u>	<u>\$ 763,310</u>

The accompanying notes are an integral part of these financial statements.



# THE BABY BUGGY, INC.

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## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2013 AND 2012

### 1. NATURE OF THE ORGANIZATION

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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.

The Organization focuses on the following major segments:

**Health** – The primary focus is Nurse-Family Partnership ("NFP") programs in New York City, Jersey City, Los Angeles, Dallas, Detroit and Houston. NFP pairs poor first-time moms with a visiting nurse from the 20th week of pregnancy until her child's second birthday. Demonstrated impacts include better maternal health, lower rates of child abuse and childhood accidents, longer intervals between birth, and better maternal employment and graduation rates.

**Fatherhood** - The Organization's Fatherhood Initiative provides clothing, gear, and products for children of low-income, non-custodial fathers enrolled in fathering programs at 13 organizations 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.

**Education** – Educational programs such as Early Head Start and Head Start that offer free, high-quality education for young children, as well as a range of health and family support services for their parents.

**Intervention** – The Organization donates to programs 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.

**Domestic Violence** – Programs 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.

### 2. SIGNIFICANT ACCOUNTING POLICIES

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#### 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 ("U.S. GAAP").

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 the statement of financial position and that the amounts of change in each of those classes of net assets be displayed in the statement of activities.

These three classes are defined as follows:

**Permanently Restricted** – 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.

**2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

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**Financial Statement Presentation (continued)**

Temporarily Restricted – 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.

Unrestricted – 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, 2013 and 2012, the Organization had contributions receivable of \$54,850 and \$124,510, 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, 2013. Unless material, the Organization does not discount long term receivables.

**Inventory**

Inventory consists of both the undistributed portion of donated goods measured at fair value, if available, or 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 straight-line 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 and services 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.

**2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

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**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 those volunteer hours that do not meet the criteria for recognition under U.S. GAAP.

**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, 2013 and 2012, the Organization reported special events income of \$900,575 and \$399,136, respectively, and expense of \$106,646 and \$84,576, 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 U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures 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 April 28, 2014, which is the date the financial statements were available to be issued.

**Comparative Information**

The financial statements include certain prior year summarized comparative information in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2012, from which the summarized information was derived.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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### Income Taxes

The Organization files informational returns in the 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 2010.

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, 2013. 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.

Should there be interest on underpayments of income tax, the Organization would classify it as "Interest Expense." The Organization would classify penalties in connection with underpayments of tax as "Other Expense."

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

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.

The accounting 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 based on market data obtained from sources independent of the Organization. Unobservable inputs reflect the Organization's 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;

# THE BABY BUGGY, INC.

## NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2013 AND 2012

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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).

#### 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.

### 3. CONTRIBUTIONS RECEIVABLE

Contributions receivable consists of the following as of December 31,:

	2013	2012
<u>Amounts due in:</u>		
Less than one year	\$ 54,850	\$ 124,510
One to five years	-	-
	<u>\$ 54,850</u>	<u>\$ 124,510</u>

### 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 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.

The mutual funds and stocks are recorded at fair value using quoted prices. The government bonds are recorded based on 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 BABY BUGGY, INC.**

NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

**4. INVESTMENTS (CONTINUED)**

The following tables present by level, within the fair value hierarchy, the Organization's investments at fair value as of December 31, 2013 and 2012. 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.

	Fair Value on a Recurring Basis	Quoted Market Prices in Active Market for Identical Assets (Level 1)	Other Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<u>December 31, 2013</u>				
Government bonds	\$ 826,989	\$ -	\$ 826,989	\$ -
Stocks - Consumer Goods	178,502	178,502	-	-
Mutual funds - other	908,659	908,659	-	-
	<u>\$ 1,914,150</u>	<u>\$ 1,087,161</u>	<u>\$ 826,989</u>	<u>\$ -</u>

	Fair Value on a Recurring Basis	Quoted Market Prices in Active Market for Identical Assets (Level 1)	Other Significant Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<u>December 31, 2012</u>				
Government bonds	\$ 1,155,558	\$ -	\$ 1,155,558	\$ -
Stocks - Consumer Goods	99,465	99,465	-	-
Mutual funds - other	614,269	614,269	-	-
	<u>\$ 1,869,292</u>	<u>\$ 713,734</u>	<u>\$ 1,155,558</u>	<u>\$ -</u>

The aggregate cost basis, gross unrealized gains and losses, and fair market value of the government bonds, stocks, and mutual funds at December 31, 2013 and 2012, are as follows:

	Cost	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<u>December 31, 2013</u>				
Government bonds	\$ 800,662	\$ 26,327	\$ -	\$ 826,989
Stocks	161,000	17,502	-	178,502
Mutual Funds	912,459	-	(3,800)	908,659
	<u>\$ 1,874,121</u>	<u>\$ 43,829</u>	<u>\$ (3,800)</u>	<u>\$ 1,914,150</u>
<u>December 31, 2012</u>				
Government bonds	\$ 1,112,633	\$ 42,925	\$ -	\$ 1,155,558
Stocks	99,750	-	(285)	99,465
Mutual Funds	618,392	-	(4,123)	614,269
	<u>\$ 1,830,775</u>	<u>\$ 42,925</u>	<u>\$ (4,408)</u>	<u>\$ 1,869,292</u>

The Organization holds government bonds, which have maturity dates from November 2014 through December 2016 and interest rates ranging from 1.625% through 5.375%.

**THE BABY BUGGY, INC.**

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NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

**4. INVESTMENTS (CONTINUED)**

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The components of the activity of the Organization's government bonds, stocks, and mutual funds as of December 31, 2013 and 2012 were as follows:

<u>December 31,</u>	<u>2013</u>	<u>2012</u>
Investments, beginning of year	\$ 1,869,292	\$ 1,163,242
Purchase of investments	894,500	917,469
Sales of investments	(904,476)	(206,448)
Realized gain on sale of investments	855	7,122
Unrealized gain (loss) on investments reported at fair value	53,979	(12,093)
Investments, end of year	<u>\$ 1,914,150</u>	<u>\$ 1,869,292</u>

**5. PROPERTY AND EQUIPMENT**

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

	<u>2013</u>	<u>2012</u>	Estimated Useful Lives
Equipment	\$ 31,776	\$ 21,218	3-5 Years
Less: accumulated depreciation	(21,314)	(19,088)	
	<u>\$ 10,462</u>	<u>\$ 2,130</u>	

Depreciation expense was \$2,226 and \$1,300 for the years ended December 31, 2013 and 2012, respectively.

**6. INVENTORY**

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Inventory consists of the following as of December 31,:

	<u>2013</u>	<u>2012</u>
Clothing and essential baby gear	\$ 428,333	\$ 491,887

**7. IN-KIND CONTRIBUTIONS**

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During the years ended December 31, 2013 and 2012, the Organization recognized total in-kind contributions of \$5,606,535 and \$3,263,937, 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 and professional services at \$77,981 and \$112,043, respectively.

**THE BABY BUGGY, INC.**

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NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

**8. COMMITMENTS AND CONTINGENCIES**

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The Organization signed a non-cancelable operating lease for office space, which expires on October 14, 2017. At December 31, 2013, future minimum lease payments were as follows:

Year ended December 31,	
2014	\$ 132,767
2015	136,750
2016	140,847
2017	114,121
	<hr/>
	\$ 524,485

Rent expense, not including in-kind rent received, for the years ended December 31, 2013 and 2012 was \$141,979 and \$139,124, respectively. Donated rent was \$0 and \$46,333, respectively, for the years ended December 31, 2013 and 2012.

**9. CONCENTRATIONS**

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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.

For the year ended December 31, 2013, three companies donated approximately \$3,300,000 in product to the Organization which amounted to approximately 70% of the Organization's total corporate in-kind contributions for the year.

For the year ended December 31, 2013, three donors contributed approximately \$175,000 in cash to the Organization which amounted to approximately 30% of the Organization's contributions, other than in-kind, for the year.

At December 31, 2013, one contribution receivable totaling \$50,000 to the Organization amounted to approximately 91% of the Organization's total receivables for the year.

**10. NET ASSETS**

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**Unrestricted Net Assets – Board Designated**

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, 2013 and 2012, the Board designated fund balance was \$65,345.



**THE BABY BUGGY, INC.**

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NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2013 AND 2012

**10. NET ASSETS (CONTINUED)**

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**Temporarily Restricted Net Assets**

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

	<u>2013</u>	<u>2012</u>
Infant Gear	\$ 10,000	\$ 66,317
Project Safe Sleep	89,695	114,619
Nurse Family Partnership	47,522	36,641
Family Resource Center	13,334	20,968
Hurricane Sandy Relief	148,219	236,799
Fatherhood	10,000	-
Education	-	8,270
Bedtime Bash - 2014	50,000	-
	<u>\$ 368,770</u>	<u>\$ 483,614</u>

Net assets were released from restrictions by satisfying the restricted purposes for the year ended December 31, 2013 as follows:

Infant Gear	\$ 66,317
Project Safe Sleep	24,999
Nurse Family Partnership	49,119
Family Resource Center	7,634
Hurricane Sandy Relief	141,581
Education	8,272
	<u>\$ 297,922</u>

**11. SUBSEQUENT EVENT**

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The Organization is currently proceeding with an acquisition of a Los Angeles based non-profit organization called LA Diaper Drive.