

# THE BABY BUGGY, INC.

D/B/A GOOD+ FOUNDATION

FINANCIAL STATEMENTS
DECEMBER 31, 2016

(WITH COMPARATIVE TOTALS FOR DECEMBER 31, 2015)

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## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors
The Baby Buggy, Inc. d/b/a GOOD+ Foundation

#### Report on the Financial Statements

We have audited the accompanying financial statements of The Baby Buggy, Inc. d/b/a GOOD+ Foundation (the "Organization"), which comprise the statement of financial position as of December 31, 2016, 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. d/b/a GOOD+ Foundation as of December 31, 2016, 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. d/b/a GOOD+ Foundation's 2015 financial statements and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 25, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015 is consistent, in all material respects, with the audited financial statements from which it has been derived.

MBAF CAS, LLC New York, NY April 17, 2017

# STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2016

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR DECEMBER 31, 2015)

| ASSETS  | 2016   | 2015  |
|---|--|---|
| Cash and cash equivalents Investments Contributions receivable Inventory Prepaid expenses and other assets Property and equipment, net Website, net | \$<br>1,219,344<br>1,383,491<br>31,321<br>1,083,422<br>52,749<br>4,925<br>40,000 | \$<br>1,259,216<br>1,484,155<br>3,756<br>1,165,052<br>49,496<br>3,926 |
|   | \$<br>3,815,252  | \$<br>3,965,601   |
| LIABILITIES AND NET ASSETS  |  |   |
| LIABILITIES Accounts payable and accrued expenses   | \$<br>84,433   | \$<br>61,947  |
| NET ASSETS Unrestricted Temporarily restricted  | <br>3,613,256<br>117,563   | <br>3,528,829<br>374,825  |
|   | <br>3,730,819  | <br>3,903,654   |
|   | \$<br>3,815,252  | \$<br>3,965,601   |

STATEMENT OF ACTIVITIES

FOR THE YEAR ENDED DECEMBER 31, 2016

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2015)

|   |              | Temporarily |              |              |
|---|--------------|-------------|--------------|--------------|
|   | Unrestricted | Restricted  | 2016         | 2015         |
| SUPPORT AND REVENUES                                      |              |             |              |              |
| Contributions   | \$ 765,564   | \$ 218,779  | \$ 984,343   | \$ 759,511   |
| Contributions in-kind                                     | 6,235,260    | -           | 6,235,260    | 5,653,633    |
| Special events income, net of expenses                    |              |             |              |              |
| of \$212,815 and \$599,805 in 2016 and 2015, respectively | 1,010,467    | 8,390       | 1,018,857    | 2,114,984    |
| Investment income (loss)                                  | 229,661      | -           | 229,661      | (59,717)     |
| Net assets released from restrictions                     | 484,431      | (484,431)   |              |              |
|   | 8,725,383    | (257,262)   | 8,468,121    | 8,468,411    |
| EXPENSES  |              |             |              |              |
| Program   | 7,408,493    | -           | 7,408,493    | 6,359,899    |
| General and administrative                                | 849,686      | -           | 849,686      | 824,516      |
| Fundraising   | 382,777      |             | 382,777      | 262,018      |
|   | 8,640,956    |             | 8,640,956    | 7,446,433    |
| CHANGE IN NET ASSETS                                      | 84,427       | (257,262)   | (172,835)    | 1,021,978    |
| NET ASSETS - BEGINNING OF YEAR                            | 3,528,829    | 374,825     | 3,903,654    | 2,881,676    |
| NET ASSETS - END OF YEAR                                  | \$ 3,613,256 | \$ 117,563  | \$ 3,730,819 | \$ 3,903,654 |

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2016

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2015)

|                                   |              |           | Gene  | General and    |     |             |   |           |   |           |
|-----------------------------------|--------------|-----------|-------|----------------|-----|-------------|---|-----------|---|-----------|
|                                   |              | Program   | Admin | Administrative | Fun | Fundraising |   | 2016      |   | 2015      |
| FUNCTIONAL EXPENSES               |              |           |       |                |     | )           |   |           |   |           |
| Salaries                          | ↔            | 605,733   | \$    | 214,406        | ↔   | 237,204     | ↔ | 1,057,343 | ↔ | 1,025,766 |
| Payroll taxes and fringe benefits |              | 154,760   |       | 44,008         |     | 45,395      |   | 244,163   |   | 217,812   |
| Program supplies, in-kind         |              | 5,818,665 |       | •              |     | ,           |   | 5,818,665 |   | 4,895,793 |
| Program supplies                  |              | 314,984   |       | •              |     | ,           |   | 314,984   |   | 331,199   |
| Depreciation and amortization     |              | •         |       | 13,864         |     | ,           |   | 13,864    |   | 4,091     |
| Repairs and maintenance           |              | 11,724    |       | 620            |     | 089         |   | 13,024    |   | 16,623    |
| Occupancy                         |              | 181,708   |       | 6,839          |     | 6,838       |   | 195,385   |   | 183,578   |
| Telephone                         |              | 20,479    |       | 229            |     | 86          |   | 20,806    |   | 23,002    |
| Insurance                         |              | 15,960    |       | 3,244          |     | 3,916       |   | 23,120    |   | 18,989    |
| Office expense                    |              | 57,540    |       | 42,608         |     | 26,664      |   | 126,812   |   | 141,299   |
| Utilities                         |              | 15,570    |       | 526            |     | 1,873       |   | 17,969    |   | 14,875    |
| Delivery                          |              | 36,205    |       | 1,050          |     | 397         |   | 37,652    |   | 45,939    |
| Professional fees                 |              | 68,505    |       | 55,103         |     | 15,548      |   | 139,156   |   | 136,378   |
| Marketing                         |              | 2,990     |       | 62,346         |     | 43,383      |   | 108,719   |   | 86,368    |
| Office expansion                  |              |           |       |                |     | •           |   |           |   | 725       |
| Printing                          |              | 747       |       | 9,742          |     | •           |   | 10,489    |   | 6,717     |
| Professional fees, in-kind        |              | 98,898    |       | 399,327        |     | •           |   | 498,225   |   | 297,279   |
| Office furniture/equipment        |              | 4,025     |       | (4,226)        |     | 781         |   | 580       |   |           |
|                                   | <del>⇔</del> | 7,408,493 | ↔     | 849,686        | ↔   | 382,777     | ₩ | 8,640,956 | ↔ | 7,446,433 |

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

STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED DECEMBER 31, 2016

(WITH SUMMARIZED COMPARATIVE INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2015)

|   | 2016            |    | 2015        |
|---|-----------------|----|-------------|
|   |                 |    |             |
| CASH FLOWS FROM OPERATING ACTIVITIES                    | (,======)       | _  |             |
| Change in net assets                                    | \$<br>(172,835) | \$ | 1,021,978   |
| Adjustments to reconcile change in net assets           |                 |    |             |
| to net cash (used in) provided by operating activities: |                 |    |             |
| Depreciation and amortization                           | 13,864          |    | 4,091       |
| Unrealized (gain) loss on investments                   | (133,751)       |    | 54,393      |
| Realized (gain) loss on investments                     | (6,575)         |    | 5,857       |
| Donated goods - contributions                           | (5,737,035)     |    | (5,354,705) |
| Goods utilized in program expenses                      | 5,818,665       |    | 4,895,793   |
| Changes in operating assets and liabilities:            |                 |    |             |
| Contributions receivable                                | (27,565)        |    | 10,044      |
| Prepaid expenses and other assets                       | (3,253)         |    | (13,804)    |
| Accounts payable and accrued expenses                   | <br>22,486      |    | 4,359       |
| NET CASH (USED IN) PROVIDED BY OPERATING ACTIVITIES     | <br>(225,999)   |    | 628,006     |
| CASH FLOWS FROM INVESTING ACTIVITIES                    |                 |    |             |
| Purchases of property and equipment                     | (4,863)         |    | (1,771)     |
| Purchase of website                                     | (50,000)        |    | -           |
| Proceeds from sale of investments                       | 592,967         |    | 535,303     |
| Purchases of investments                                | <br>(351,977)   |    | (355,578)   |
| NET CASH PROVIDED BY INVESTING ACTIVITIES               | 186,127         |    | 177,954     |
| NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS    | (39,872)        |    | 805,960     |
| CASH AND CASH EQUIVALENTS - BEGINNING OF YEAR           | 1,259,216       |    | 453,256     |
| CASH AND CASH EQUIVALENTS - END OF YEAR                 | \$<br>1,219,344 | \$ | 1,259,216   |

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

#### 1. NATURE OF THE ORGANIZATION

The Baby Buggy, Inc. d/b/a GOOD+ Foundation (the "Organization") was incorporated February 26, 2001. The Organization's mission is to provide critical gear, clothing and services to families in need with the goal of providing for the health and safety of their children. The Organization 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:

<u>Health</u> – 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.

<u>Fatherhood</u> - 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 fathers 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>Education</u> – The Organization's educational program includes working in conjunction with agencies 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.

<u>Intervention</u> – 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.

<u>Domestic Violence</u> – The Organization's domestic violence program offers women dealing with domestic violence shelter, support, crisis intervention, case management, and counseling, as well as life skills, parenting and job readiness workshops.

#### 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 ("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.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

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

#### **Financial Statement Presentation (continued)**

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.

<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 in the statement of activities.

<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.

#### **Cash and Cash Equivalents**

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

### **Contributions Receivable**

Contributions receivable represent unconditional promises to give by donors. At December 31, 2016 and 2015, the Organization had contributions receivable of \$31,321 and \$3,756, 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 age of the 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, 2016. Unless material, the Organization does not discount long term receivables.

#### Inventory

Inventory is stated at cost, if purchased, or at fair value, if available, or at the value placed by the donors on the date of donation, if contributed. 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 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, 2016

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

#### **Donated Services**

Donated services are recognized as revenue, if the services received create or enhance non-financial assets, require specialized 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 the 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 income in the accompanying statement of activities.

For the years ended December 31, 2016 and 2015, the Organization reported special events income of \$1,231,672 and \$2,714,789, respectively, and expense of \$212,815 and \$599,805, 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 17, 2017, 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, 2015, from which the summarized information was derived.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

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

#### **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 2013.

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, disclosure, and transition.

The Organization does not expect a significant increase or decrease to the total amounts of unrecognized tax positions during the year ended December 31, 2016. 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.

Accounting standards establish 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:

<u>Level 1</u> - Valuation based on quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access.

<u>Level 2</u> - Valuation based on quoted prices for similar assets or liabilities in active markets; for identical or similar assets or liabilities in inactive markets; inputs other than quoted prices that are observable for the asset or liability; or inputs that are derived principally or corroborated by observable market data by correlation or other means.

Level 3 - Valuation based on inputs that are unobservable and significant to the overall fair value measurement.

#### Reclassification

Certain amounts in the prior year financial statements have been reclassified for comparative purposes to conform to the current year presentation. These reclassifications had no effect on the net assets of the Organization.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

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

#### **Recent Accounting Pronouncements**

In May 2014, the Financial Accounting Standards Board ("FASB") issued an accounting standard update which affects the revenue recognition of entities that enter into either (1) certain contracts to transfer goods or services to customers or (2) certain contracts for the transfer of nonfinancial assets. The update indicates an entity should recognize revenue in an amount that reflects the consideration the entity expects to be entitled to in exchange for the goods or services transferred by the entity. The update is to be applied to the beginning of the year of implementation or retrospectively and is effective for annual periods beginning after December 15, 2018 and in interim periods in annual periods beginning after December 15, 2019. Early application is permitted but no earlier than annual reporting periods beginning after December 31, 2016. The Organization is currently evaluating the effect the update will have on its financial statements.

In July 2015, the FASB issued an accounting standard update which affects the measurement of inventory. The update requires inventory to be measured using the lower of cost and net realizable value. Net realizable value is defined in the update as the estimated selling prices in the ordinary course of business less reasonably predictable costs of completion, disposal, and transportation. The update applies to all types of inventory except inventory measured using LIFO or the retail inventory method. The update is effective prospectively for fiscal years beginning after December 15, 2016 and for interim periods within fiscal years beginning after December 15, 2017 with early adoption permitted as of the beginning of an interim or annual reporting period. The Organization is currently evaluating the effect the update will have on its financial statements.

In February 2016, the FASB issued an accounting standard update which amends existing lease guidance. The update requires lessees to recognize a right-of-use asset and related lease liability for many operating leases now currently off-balance sheet under current U.S. GAAP. Accounting by lessors remains largely unchanged from current U.S. GAAP. The update is effective using a modified retrospective approach for fiscal years beginning after December 15, 2019, and for interim periods within fiscal years beginning after December 15, 2020, with early application permitted. The Organization is currently evaluating the effect the update will have on its financial statements.

In August 2016, the FASB issued an accounting standard update which aims to improve information provided to creditors, donors, grantors, and others while also reducing complexity and costs. The update is the first phase of a project regarding not-for-profits which aims to improve and simplify net asset classification requirements and improve the information presented and disclosed in financial statements about liquidity, cash flows, and financial performance. The update is effective retrospectively for financial statements issued for fiscal years beginning after December 15, 2017, and interim periods within fiscal years beginning after December 15, 2018, with earlier application permitted. The Organization is currently evaluating the effect the update will have on its financial statements.

In August 2016, the FASB issued an accounting standards update to reduce diversity in practice on eight specific statement of cash flows issues. The update is effective retrospectively for financial statements issued for fiscal years beginning after December 15, 2018, and interim periods within fiscal years beginning after December 15, 2019, with early adoption permitted. The Organization is currently evaluating the effect the update will have on its financial statements.

# 3. 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.

# NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016

#### 3. INVESTMENTS (CONTINUED)

#### **Determination of Fair Values (continued)**

The mutual funds and stocks are recorded at fair value using quoted prices. The government bonds are recorded based on quoted prices by 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, 2016 and 2015. 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.

|  |        | <sup>-</sup> Value on a<br>urring Basis | Prid<br>I<br>Ider | oted Market<br>ces in Active<br>Market for<br>itical Assets<br>(Level 1)  | Ok      | r Significant<br>oservable<br>ts (Level 2) | Unob | nificant<br>oservable<br>s (Level 3) |
|--|--------|---|-------------------|---|---------|--|------|--------------------------------------|
| December 31, 2016  |        |   |                   |   |         |  |      |                                      |
| Exchange traded & closed-end funds<br>Mutual funds - other | \$<br> | 713,231<br>670,260                      | \$                | 713,231<br>670,260  | \$      | -  | \$   | -                                    |
|  | \$     | 1,383,491                               | \$                | 1,383,491   | \$      |  | \$   |                                      |
|  |        | <sup>-</sup> Value on a<br>urring Basis | Prid<br>M<br>Ider | oted Market<br>ces in Active<br>Market for<br>hitical Assets<br>(Level 1) | Ok      | r Significant<br>oservable<br>ts (Level 2) | Unob | nificant<br>eservable<br>s (Level 3) |
| December 31, 2015  |        |   |                   | ,   |         | ,  |      | ,                                    |
| Government bonds   | \$     | 313,691                                 | \$                | -   | \$      | 313,691                                    | \$   | -                                    |
| Stocks - consumer goods                                    |        | 519,635                                 |                   | 519,635   |         | -  |      | -                                    |
| Mutual funds - other                                       | Ф.     | 650,829                                 | <u> </u>          | 650,829   | <u></u> | - 212 601                                  | Ф.   | -                                    |
|  | \$     | 1,484,155                               | \$                | 1,170,464   | \$      | 313,691                                    | \$   | -                                    |

The aggregate cost basis, gross unrealized gains and losses, and fair market value of the government bonds, stocks, and mutual funds at December 31, 2016 and 2015, are as follows:

# NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016

#### 3. INVESTMENTS (CONTINUED)

| D   | Cost                                | Ur | Gross<br>nrealized<br>Gains | Ur | Gross<br>nrealized<br>Losses | <u>F</u> | air Value                     |
|---|-------------------------------------|----|-----------------------------|----|------------------------------|----------|-------------------------------|
| December 31, 2016 Exchange traded & closed-end funds Mutual funds | \$<br>620,046<br>686,323            | \$ | 93,185                      | \$ | -<br>(16,063)                | \$       | 713,231<br>670,260            |
|   | \$<br>1,306,369                     | \$ | 93,185                      | \$ | (16,063)                     | \$       | 1,383,491                     |
| <u>December 31, 2015</u>  |                                     |    |                             |    |                              |          |                               |
| Government bonds<br>Stocks<br>Mutual funds                        | \$<br>310,174<br>567,636<br>662,974 | \$ | 3,517<br>-<br>-             | \$ | -<br>(48,001)<br>(12,145)    | \$       | 313,691<br>519,635<br>650,829 |
|   | \$<br>1,540,784                     | \$ | 3,517                       | \$ | (60,146)                     | \$       | 1,484,155                     |

At December 31, 2015, the Organization held government bonds, with interest rates ranging from 4.875% through 5.375%. As of December 31, 2016, the Organization sold all government bonds.

The components of the activity of the Organization's government bonds, stocks, and mutual funds as of December 31, 2016 and 2015 were as follows:

| December 31,   | 2016            | <br>2015        |
|--|-----------------|-----------------|
| Investments, beginning of year                               | \$<br>1,484,155 | \$<br>1,724,130 |
| Purchase of investments                                      | 351,977         | 355,578         |
| Sales of investments   | (592,967)       | (535,303)       |
| Realized gain (loss) on sale of investments                  | 6,575           | (5,857)         |
| Unrealized gain (loss) on investments reported at fair value | <br>133,751     | (54,393)        |
| Investments, end of year                                     | \$<br>1,383,491 | \$<br>1,484,155 |

#### 4. PROPERTY AND EQUIPMENT

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

|  | 2016                     | 2015                     | Estimated<br>Useful Lives |
|--|--------------------------|--------------------------|---------------------------|
| Equipment Less: accumulated depreciation | \$<br>38,409<br>(33,484) | \$<br>33,546<br>(29,620) | 3-5 Years                 |
|  | \$<br>4,925              | \$<br>3,926              |                           |

Depreciation expense was \$3,864 and \$4,091 for the years ended December 31, 2016 and 2015, respectively.

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#### 5. WEBSITE

Development costs related to the Organization's website amounting to \$50,000 have been capitalized as of December 31, 2016. These costs are amortized over the estimated life of five years using the straight-line method. Amortization expense for the year ended December 31, 2016 and accumulated amortization for the year then ended totaled \$10,000.

#### 6. INVENTORY

As of December 31, 2016 and 2015, inventory consists of clothing and essential baby gear amounting to \$1,083,422 and \$1,165,052, respectively.

#### 7. IN-KIND CONTRIBUTIONS

During the years ended December 31, 2016 and 2015, the Organization recognized total in-kind contributions of \$6,235,260 and \$5,653,633, respectively. Included in these amounts are donated legal and professional services amounting to \$498,225 and \$297,279, respectively. In-kind contributions consist of goods and specialized services donated by corporations and individuals which are recorded on the date of donation.

#### 8. RETIREMENT PLAN

The Organization adopted a 403(b) retirement plan (the "Plan") which covers most of the employees. The Plan is a defined contribution plan. Employees are eligible to make elective deferrals beginning on their date of hire. Those employees who have completed six months of employment and are employed on the last day of the Plan year are also eligible for a discretionary non-elective employer contribution. For the years ended December 31, 2016 and 2015, the Organization did not make any contributions to the Plan.

#### 9. COMMITMENTS AND CONTINGENCIES

The Organization signed a non-cancelable operating lease for office space in New York, which expires on October 14, 2017.

In March 2015, the Organization signed a non-cancelable operating lease for office space for their Los Angeles operations, which expires on March 31, 2018.

At December 31, 2016, future minimum lease payments were as follows:

| Year ended December 31, |               |
|-------------------------|---------------|
| 2017                    | \$<br>174,110 |
| 2018                    | 12,675        |
|                         | \$<br>186,785 |

Rent expense for the years ended December 31, 2016 and 2015 was \$195,385 and \$183,578 respectively.

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#### 10. CONCENTRATIONS

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, 2016, one company donated approximately \$754,000 in products to the Organization which amounted to approximately 15% of the Organization's total corporate in-kind contributions for the year.

For the year ended December 31, 2016, three donors contributed approximately \$307,000 in cash to the Organization which amounted to approximately 31% of the Organization's contributions, other than in-kind, for the year.

#### 11. NET ASSETS

### **Temporarily Restricted Net Assets**

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

|                          | 2016          | 2015          |
|--------------------------|---------------|---------------|
| Infant Gear              | \$<br>19,207  | \$<br>7,500   |
| Project Safe Sleep       | 8,118         | 41,350        |
| Nurse Family Partnership | -             | 100,000       |
| Fatherhood               | -             | 174,749       |
| LA Operations            | 32,149        | 51,226        |
| Eisner Foundation        | 54,435        | -             |
| Breast Feeding Supplies  | 3,654         | _             |
|                          | \$<br>117,563 | \$<br>374,825 |

Net assets were released from restrictions by satisfying the restricted purposes for the year ended December 31, 2016 as follows:

| Infant Gear              | \$<br>31,093  |
|--------------------------|---------------|
| Project Safe Sleep       | 33,234        |
| Nurse Family Partnership | 110,279       |
| Fatherhood               | 183,140       |
| LA Operations            | 74,577        |
| Eisner Foundation        | 40,765        |
| Breast Feeding Supplies  | 1,343         |
| Early Head Start         | 10,000        |
|                          | \$<br>484,431 |