NASHVILLE FILM FESTIVAL
FINANCIAL STATEMENTS, SUPPLEMENTAL INFORMATION
AND
INDEPENDENT AUDITORS' REPORT
YEARS ENDED DECEMBER 31, 2012 AND 2011

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Edmondson, Betzler & Montgomery, PLLC

(Certified Public Accountants)

INDEPENDENT AUDITORS' REPORT

To the Board of Directors Nashville Film Festival

Report on the Financial Statements

We have audited the accompanying financial statements of Nashville Film Festival (the "Organization"), which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities, functional expenses, and cash flows for the years 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 the financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal controls relevant to the preparation and fair presentation of the 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 the financial statements based on our audits. We conducted our audits in accordance with U.S. generally accepted auditing standards. Those standards require that we plan and perform the audits 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 Organization'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 Organization'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 Nashville Film Festival as of December 31, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

INDEPENDENT AUDITORS' REPORT (CONTINUED)

Other Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental information on pages 12 and 13 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements taken as a whole.

March 20, 2013

NASHVILLE FILM FESTIVAL STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2012 AND 2011

ASSETS

Addition		2012		2011
Current assets Cash	\$	52,649	\$	28,972
Total current assets		52,649		28,972
Equipment		5,866		7,769
Total assets	\$	58,515	_\$	36,741
LIABILITIES AND NET ASSETS				
Current liabilities Accounts payable Deferred revenue Current portion - capital lease payable Line of credit	\$	8,390 49,500 1,890	\$	5,245 2,500 1,798 15,000
Total current liabilities		59,780		24,543
Capital lease payable - noncurrent portion		4,254	·	6,144
Total liabilities		64,034		30,687
Unrestricted net assets (deficit)		(5,519)		6,054
Total liabilities and net assets (deficit)	_\$_	58,515	\$	36,741

NASHVILLE FILM FESTIVAL STATEMENTS OF ACTIVITIES YEARS ENDED DECEMBER 31, 2012 AND 2011

	2012		2011
Revenues and other support			
Grants	\$ 128,200	\$ ^	103,820
Festival fees and sales	148,848		137,987
Corporate sponsors	116,000	•	103,350
Membership dues	46,267		45,316
Fundraising events	44,290		55,170
Contributions	11,104		30,407
Contributions in-kind	481,000		147,345
Total revenues and other support	 975,709		923,395
Expenses			
Festival and programs	801,865	-	723,855
Management and general	111,865	•	110,049
Fundraising	73,552		112,905
Total expenses	987,282		946,809
Decrease in net assets	(11,573)		(23,414)
Net assets, beginning of year	 6,054		29,468
Net seeds (defield) and of seed	(m m 4 c)	_	
Net assets (deficit), end of year	 (5,519)	_\$_	6,054

NASHVILLE FILM FESTIVAL STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2012

	Festival and Programs	Management and General	Fundraising	Total
Salaries and wages Payroll taxes	\$ 73,708 6,105	\$ 24,045 3,875	\$ 34,698 1,761	\$ 132,451 11,741
Employee benefits	5,033	3,194	1,452	9,679
Total salaries and benefits	84,846	31,114	37,911	153,871
Rent	197,500	11,674	2,919	212,093
Advertising	119,514	16,027	-	135,541
Contract services	99,058	1,001	-	100,059
Travel and entertainment	88,368	9,374	-	97,742
Festival expense	80,980	-	-	80,980
Equipment rental	53,796	-	-	53,796
Office expense and supplies	27,818	6,398	1,600	35,816
Miscellaneous	11,881	5,526	8,288	25,695
Other event expense	_	-	18,801	18,801
Printing and promotions	15,565	1,484	-	17,049
Dues and subscriptions	-	15,348	-	15,348
Insurance	3,900	6,506	_	10,406
Awards	9,000	-	-	9,000
Telephone	-	4,096	2,304	6,400
Postage	5,612	313	78	6,003
Grant expense	4,027	-	-	4,027
Membership	-	1,101	1,651	2,752
Depreciation		1,903	-	1,903
	\$ 801,865	\$ 111,865	\$ 73,552	\$ 987,282

NASHVILLE FILM FESTIVAL STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED DECEMBER 31, 2011

	Festival and Programs	Management and General	Fundraising	Total
Salaries and wages	\$ 80,885	\$ 28,554	\$ 35,433	\$ 144,872
Payroll taxes	6,315	4,008	1,822	12,145
Employee benefits	5,468_	3,470_	1,577	10,515
Total salaries and benefits	92,668	36,032	38,832	167,532
Rent	190,000	10,618	2,654	203,272
Advertising	117,164	16,000	-	133,164
Travel and entertainment	90,330	12,870	-	103,200
Contract services	65,302	660	-	65,962
Festival expense	54,782	-	-	54,782
Equipment rental	-	-	40,000	40,000
Office expense and supplies	33,520	-	-	33,520
Printing and promotions	11,489	6,476	9,712	27,677
La Fete expense	18,923	626	-	19,549
Miscellaneous	•	-	16,488	16,488
Awards	12,629	2,617	654	15,900
Postage	14,374	-	-	14,374
Grant expense	-	11,853	-	11,853
Dues and subscriptions	10,995	-	-	10,995
Insurance	7,779	701	175	8,655
Telephone	3,900	3,804	-	7,704
Membership	-	3,205	1,803	5,008
Depreciation	-	1,725	2,587	4,312
····		2,862		2,862
	\$ 723,855	\$ 110,049	\$ 112,905	\$ 946,809

NASHVILLE FILM FESTIVAL STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2012 AND 2011

		2012		2011
Cash flows from operating activities				
Decrease in net assets	\$	(11,573)	\$	(23,414)
Adjustments to reconcile decrease in net				
assets to net cash provided by (used in) operating activities				
Depreciation		1,903		2,862
Decrease in accounts receivable		_ ·		1,127
Decrease in prepaid expenses		-		282
Increase in accounts payable		3,145		4,099
Increase (decrease) in deferred revenue		47,000		(3,500)
Net cash provided by (used in) operating activities		40,475		(18,544)
Cash flows from financing activities				
Payments on capital lease payable		(1,798)		(1,571)
Net borrowings (payments) on line of credit		(1,730)		15,000
Net borrowings (payments) on line or credit		(13,000)		13,000
Net cash provided by (used in) financing activities		(16,798)		13,429
Net increase (decrease) in cash		23,677		(5,115)
Cash, beginning of year		28,972		34,087
	_		_	
Cash, end of year	<u>\$</u>	52,649	<u>\$</u>	28,972
Supplemental cash flow information:				
Equipment acquired through capital lease	\$		\$	9,513
Interest paid	\$	1,882	\$	1,678

NASHVILLE FILM FESTIVAL NOTES TO FINANCIAL STATEMENTS YEARS ENDED DECEMBER 31, 2012 AND 2011

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

Nashville Film Festival's (NaFF) purpose is to promote or showcase independent and student films and film makers through the annual film festival. The Organization conducts an annual workshop, premiere screenings, and seminars for students ranging in age from adolescents to adults. The outreach program brings screenings and various workshops into schools and community centers in the inner city.

Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Accordingly, net assets of NaFF and changes therein are classified and reported as follows:

<u>Unrestricted net assets</u> – Net assets which are not subject to donor-imposed stipulations.

<u>Temporarily restricted net assets</u> – Net assets which are subject to donor-imposed stipulations that may or will be met, either by actions of the Organization and/or the passage of time. When a restriction expires, (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. The NaFF had no temporarily restricted net assets as of December 31, 2012 and 2011.

<u>Permanently restricted net assets</u> – Net assets which are subject to donor-imposed stipulations that they be maintained permanently. Generally, the donors of these assets permit the Organization to use all or part of the income earned on any related investments for general or specific purposes. The NaFF had no permanently restricted net assets as of December 31, 2012 and 2011.

Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets depending on the nature of the restriction.

Donated Services

Contributions of donated material that are usable for program services, fundraising, and support of management and general functions are recorded at their fair values in the period received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and which would typically need to be purchased if not donated, are recorded at their fair values in the period received.

NASHVILLE FILM FESTIVAL NOTES TO FINANCIAL STATEMENTS (CONTINUED) YEARS ENDED DECEMBER 31, 2012 AND 2011

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Donated Services (continued)

The fair value of donated volunteer services is not reflected in the accompanying financial statements since it is not practical to objectively determine the fair value of services received. However, management estimates that a substantial number of volunteers have donated significant amounts of their time.

Inventory Valuation

The library of films maintained by NaFF is not reflected in the financial statements as an objective basis for valuation is not available.

Deferred Revenue

Nashville Film Festival records grant/contract revenue as deferred revenue until it is expended for the purpose of the grant/contract, at which time it is recognized as revenue. The balance in deferred revenue at December 31, 2012 and 2011 represents amounts received under cost reimbursable contracts that will be expended in the next calendar year in accordance with the grant/contract period.

Compensated Absences

The Organization has not accrued compensated absences since the amount cannot be reasonably estimated.

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 affecting 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.

Income Tax

The NaFF is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income tax has been made.

Concentrations of Credit Risk

The NaFF maintains its cash in bank deposit accounts at financial institutions. The balances, at times, may exceed federally-insured limits.

Advertising Costs

The Organization expenses all advertising costs as incurred. Total advertising expense amounted to \$135,541 and \$133,164 in 2012 and 2011, respectively.

NASHVILLE FILM FESTIVAL NOTES TO FINANCIAL STATEMENTS (CONTINUED) YEARS ENDED DECEMBER 31, 2012 AND 2011

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Events Occurring After Reporting Date

NaFF has evaluated events and transactions that occurred between December 31, 2012 and March 20, 2013, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

NOTE 2 - EQUIPMENT

Equipment is recorded at cost. Depreciation of equipment is provided over the estimated useful lives of the respective assets on a straight-line basis. Equipment at December 31, 2012 and 2011, is as follows:

	2012	2011
Office equipment Less: accumulated depreciation	\$ 36,444 (30,578)	\$ 36,444 (28,675)
1	\$ 5,866	\$ 7,769

NOTE 3 - LINES OF CREDIT

The Organization signed a line of credit with Pinnacle National Bank in January 2012 with a limit of \$50,000. The line has a variable interest rate at 1.5 over the Index, with a minimum of 5%. As of December 31, 2012, the interest rate was 5%. The outstanding balance on the line was \$0 and \$15,000 at December 31, 2012 and 2011, respectively.

The Organization maintains two lines of credit on credit cards. The line with Bank of America has a credit limit available of \$11,500 and bears interest at a 13.24% annual rate on purchases and 24.24% annual rate on cash advances. The second line, with Chase Bank, has a credit limit of \$22,500 and bears interest at a 29.99% annual rate on purchases and 29.99% annual rate on cash advances. There were \$141 and \$1,564 of borrowings outstanding on the Chase Bank line as of December 31, 2012 and 2011, respectively, which are included in accounts payable. There were \$2,999 and \$3,681 of borrowings on the Bank of America line as of December 31, 2012 and 2011, respectively.

NOTE 4 - CAPITAL LEASE

The Organization entered into a capital lease for new telephone equipment in January 2011. The lease provides for monthly payments of \$180 for 60 months. At December 31, 2012, the telephone equipment is carried at a cost of \$9,513 less accumulated depreciation of \$3,647. The following is a summary by year of future minimum lease payments for this capital lease:

NASHVILLE FILM FESTIVAL NOTES TO FINANCIAL STATEMENTS (CONTINUED) YEARS ENDED DECEMBER 31, 2012 AND 2011

NOTE 4 - CAPITAL LEASE (CONTINUED)

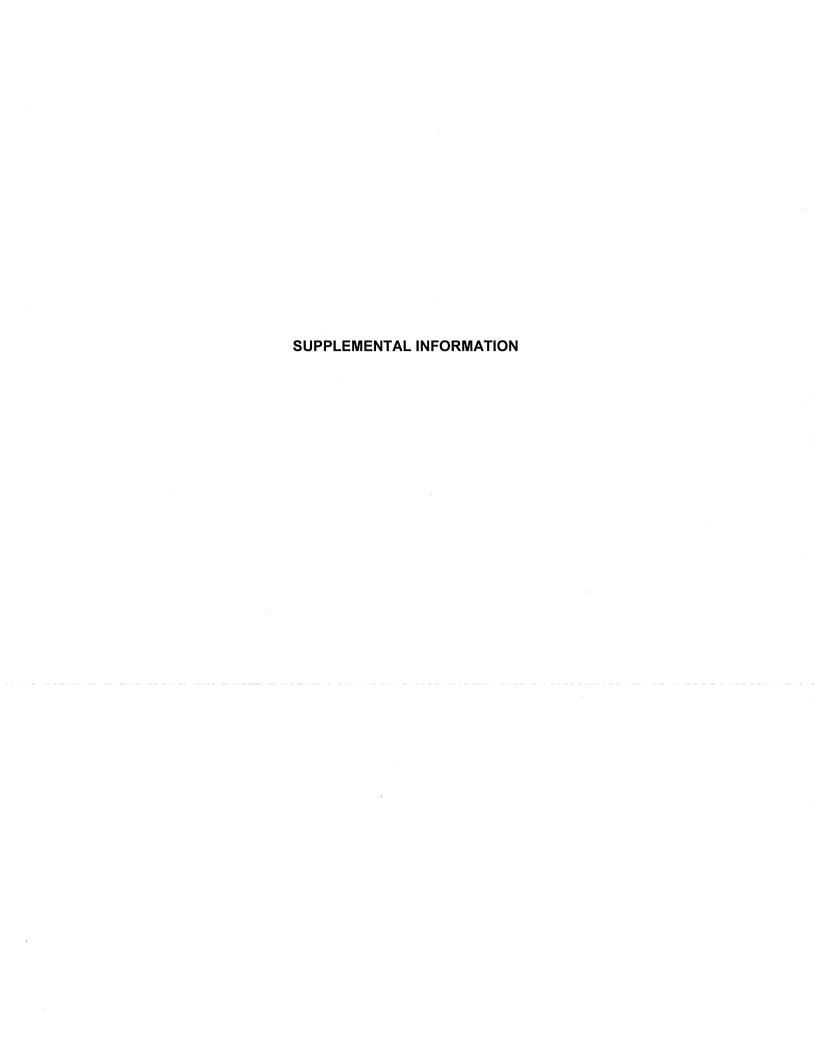
Fiscal Year Ending December 31,

2013	\$ 2,154
2014	2,154
2015	2,154
2016	
Total minimum lease payments	6,642
Less estimated amount representing interest	<u>(498</u>)
Present value of net minimum capital lease payments Less: Current portion	6,144 <u>(1,890</u>)
Long-term obligation under capital lease	\$ 4 254

NOTE 5 - DONATED SERVICES

Donated services ("in-kind" contributions) included in the statements of activities are as follows:

	2012	2011
Contributions in-kind		
Rent	\$ 197,500	\$ 190,000
Supplies	16,500	6,000
Advertising	114,000	115,545
Event catering	23,000	28,500
Printing	9,300	10,300
Guest travel	26,300	15,000
Equipment rental	22,900	8,000
Showcase	- · · · · · · · · · · · · · · · · · · ·	10,000
Contract services	35,000	19,000
Nissan car	-	40,000
Awards	36,500_	5,000
Total contributions in-kind	\$ 481,000	<u>\$ 447,345</u>
Expenses		
Functional expenses:		
Festival and programs	\$ 481,000	\$ 447,345
Increase in net assets	\$ -	\$ -
	T	<u> </u>



NASHVILLE FILM FESTIVAL SCHEDULE OF ACTIVITIES - BEFORE IN-KIND ACTIVITIES YEAR ENDED DECEMBER 31, 2012

Revenues and other support	
Grants	\$ 128,200
Festival fees and sales	148,848
Corporate sponsors	116,000
Membership dues	46,267
Fundraising events	44,290
Contributions	11,104
Total revenues and other support before in-kind contributions	 494,709
_	
Expenses	
Festival and programs	320,865
Management and general	111,865
Fundraising	 73,552
Total expenses before in-kind expenses	 506,282
Decrease in net assets before in-kind activities	\$ (11,573)

NASHVILLE FILM FESTIVAL SCHEDULE OF FUNCTIONAL EXPENSES - BEFORE IN-KIND ACTIVITIES YEAR ENDED DECEMBER 31, 2012

	Festival and Programs	Management and General	Fundraising	Total
Salaries and wages	\$ 73,708	\$ 24,045	\$ 34,698	\$ 132,451
Payroll taxes	6,105	3,875	1,761	11,741
Employee benefits	5,033	3,194	1,452	9,679
Total salaries and benefits	84,846	31,114	37,911	153,871
Contract services	64,058	1,001	-	65,059
Travel and entertainment	39,068	9,374	-	48,442
Festival expense	44,480	-	-	44,480
Equipment rental	30,896	-	-	30,896
Miscellaneous	11,881	5,526	8,288	25,695
Advertising	5,514	16,027	-	21,541
Office expense and supplies	11,318	6,398	1,600	19,316
Other event expense	-	-	18,801	18,801
Dues and subscriptions	-	15,348		15,348
Rent	-	11,674	2,919	14,593
Insurance	3,900	6,506	-	10,406
Awards	9,000	-	-	9,000
Printing and promotions	6,265	1,484	-	7,749
Telephone	-	4,096	2,304	6,400
Postage	5,612	313	78	6,003
Grant expense	4,027	-	-	4,027
Membership	-	1,101	1,651	2,752
Depreciation		1,903		1,903
	\$ 320,865	\$ 111,865	\$ 73,552	\$ 506,282