## Miriam's Promise

(A Nonprofit Corporation)

**Financial Statements** 

With Independent Accountant's Report Thereon

FOR THE YEARS ENDED DECEMBER 31, 2007 AND 2006

H A Beasley & Company, PC

Certified Public Accountants

Murfreesboro, Tennessee



### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Miriam's Promise Nashville, TN

We have audited the accompanying statements of financial position of Miriam's Promise (a nonprofit organization) as of December 31, 2007 and 2006, and the related statements of activities, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Miriam's Promise as of December 31, 2007 and 2006, 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.

September 26, 2008

## MIRIAM'S PROMISE Statements of Activities Years ended December 31, 2007 and 2006

	<u>2007</u>	<u>2006</u>
UNRESTRICTED NET ASSETS		
Unrestriced revenues and support		
Grants	\$ 11,800	\$ 31,500
Donations	181,115	158,885
Program fees - adoption fees	196,203	218,719
Fundraising	203,259	153,735
Other	1,337	325
Investment return	2,752	1,297
TOTAL UNRESTRICTED REVENUES AND SUPPORT	596,466	564,461
Expenses		
Program Services		
Adoption Services	239,540	227,276
Pregnancy Counseling	92,069	126,141
Supporting services		
Management and general	116,873	98,173
Fundraising	120,845	104,821
TOTAL EXPENSES	569,327	556,411
INCREASE IN UNRESTRICTED NET ASSETS	27,139	8,050
INCREASE IN NET ASSETS	27,139	8,050
Net Assets at Beginning of Year	179,705	171,655
NET ASSETS AT END OF YEAR	\$ 206,844	\$179,705

# MIRIAM'S PROMISE Statements of Cash Flows Years ended December 31, 2007 and 2006

CASH FLOWS FROM OPERATING ACTIVITIES	2007		<u>2006</u>	
CASH FLOWS FROM OPERATING ACTIVITIES				
Increase (decrease) in net assets	\$	27,139	\$ 8,050	
Adjustments to reconcile increase in net assets to net cash				
provided by operating activities:				
Depreciation and amortization		18,199	10,921	
(Increase) decrease in operating assets:				
Accounts receivable		(13,224)	(3,478)	
Promises to give		3,523	(6,860)	
Prepaid expenses		4,335	(4,335)	
Rent deposits		-	3,500	
Increase (decrease) in operating liabilities:				
Accounts payable and accrued expenses		5,817	 5,595	
TOTAL ADJUSTMENTS		18,650	5,343	
NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES		45,789	 13,393	
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchases of property and equipment		(3,246)	(2,945)	
Leasehold improvements		(382)	(63,726)	
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES		(3,628)	 (66,671)	
NET INCREASE (DECREASE) IN CASH		42,161	(53,278)	
CASH AT THE BEGINNING OF YEAR		97,122	150,400	
CASH AT END OF YEAR	\$	139,283	\$ 97,122	

# MIRIAM'S PROMISE Statement of Functional Expenses Year ended December 31, 2007

		n Services	Supporting	Services	Total
	Adoption	Pregnancy	Management	Fund-	-
	Services	Counseling	& General	raising	
Compensation and related	· <u> </u>		•		
expenses					
Wages	\$ 148,513	\$ 39,460	\$ 48,231	\$ 41,702	\$ 277,906
Payroll taxes	11,653	3,096	3,785	3,274	21,808
Employee benefits	17,995	4,781	5,845	5,054	33,675
	178,161	47,337	57,861	50,030	333,389
Advertising	9,696	9,695			19,391
Bad Debt Expense	2,203				2,203
Conferences and events				53,777	53,777
Contract services		1,981			1,981
Family aid		10,675			10,675
License and fees			360		360
Depreciation and amortization			18,199		18,199
Dues and subscriptions			1,524		1,524
Equipment rental	3,171	2,087	1,502	1,586	8,346
Insurance	9,935	6,536	4,706	4,967	26,144
Interest					· •
Rent	6,840	4,500	3,240	3,420	18,000
Utilities	8	5	3	4	20
Maintenance	2,100	1,381	994	1,050	5,525
Professional services	10,106		11,330		21,436
Postage	1,561	1,027	739	781	4,108
Printing	1,373	904	651	686	3,614
Supplies	5,358		3,368	29	8,755
Telephone	1,821	1,198	863	911	4,793
Training	1,384	911	656	692	3,643
Travel and lodging	5,823	3,832	2,759	2,912	15,326
Bank charges			3,413		3,413
Building move			149		149
Other			4,556		4,556
	\$ 239,540	\$ 92,069		\$ 120,845	\$ 569,327
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## MIRIAM'S PROMISE Statement of Functional Expenses Year ended December 31, 2006

	Progran	Services	Supporting	Services	Total
	Adoption	Pregnancy	Management	Fund-	
	Services	Counseling	& General	raising	
Compensation and related					
expenses					
Wages	\$ 136,465	\$ 52,922	\$ 40,042	\$ 35,143	\$ 264,572
Payroll taxes	13,576	5,264	3,985	3,495	26,320
Employee benefits	16,349	6,339	4,799	4,209	31,696
•	166,390	64,525	48,826	42,847	322,588
Advertising	8,984	8,984			17,968
Conferences and events				44,208	44,208
Contract services		5,172			5,172
Family aid		23,702			23,702
License and fees			475		475
Depreciation and amortization			10,921		10,921
Dues and subscriptions			1,050		1,050
Equipment rental	2,294	1,510	1,087	1,147	6,038
Insurance	6,260	4,118	2,965	3,130	16,473
Rent	9,244	6,081	4,379	4,622	24,326
Utilities	1,520	1,000	720	760	4,000
Maintenance	1,758	1,156	833	879	4,626
Professional services	12,972		4,845		17,817
Postage	1,369	901	649	685	3,604
Printing	1,613	1,061	764	807	4,245
Supplies	3,501	449	4,756	50	8,756
Telephone	3,078	2,025	1,458	1,539	8,100
Training	2,386	1,570	1,130	1,193	6,279
Travel and lodging	5,907	3,887	2,798	2,954	15,546
Bank charges			2,155		2,155
Building move			4,862		4,862
Other			3,500		3,500
	\$ 227,276	\$ 126,141	\$ 98,173	\$ 104,821	\$ 556,411

## NOTE A-NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

## Nature of Activities

Miriam's Promise is a non-profit Tennessee corporation. The Organization was established as an independent entity on January 1, 2003 after spinning off from Holston Home for Children. The mission of the Organization is to counsel and assist pregnant women, birthparents and adoptive parents as they consider and plan for the well-being of children before, during, and after birth, and to conduct such other activities related to this mission as should arise from time to time.

## Basis of Accounting

The Organization records its transactions on the accrual basis of accounting throughout the year.

## Allowance for doubtful accounts

An allowance for doubtful accounts is provided based on estimated collectibility of current receivables.

## Contributed Services

During the year ended December 31, 2007 and 2006, the value of contributed services meeting the requirements for recognition in the financial statements was not material and has not been recorded. In addition, many individuals volunteer their time and perform a variety of tasks that assist the Organization at their fund-raising activities, but these services do not meet the criteria for recognition as contributed services.

### **Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

### Promises to Give

Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give are recognized only when the conditions on which they depend are substantially met and the promises become unconditional.

## Property and Equipment

It is the Organization's policy to capitalize property and equipment at cost. Maintenance and ordinary repairs are expensed. Donations of property and equipment are recorded as contributions at their estimated fair value. Such donations are reported as unrestricted contributions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies temporarily restricted net assets to unrestricted net assets at that time. Property and equipment are depreciated using the straight-line method.

## Financial Statement Presentation

The Organization has adopted Statement of Financial Accounting Standards (SFAS) No. 117, Financial Statements of Not-for-Profit Organizations. The Organization also follows the provisions of SFAS No. 116, "Accounting for Contributions Received and Contributions Made". Under these statements, the Organization is required to report information regarding its contributions, financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. Restricted contributions whose restrictions are met in the period the contributions are received are reported as unrestricted contributions.

Unrestricted net assets are not subject to donor-imposed stipulations.

Temporarily restricted net assets are subject to donor-imposed stipulations that can be fulfilled by actions of the organization pursuant to those stipulations or that expire by the passage of time.

Permanently restricted net assets are subject to donor-imposed stipulations that they be maintained permanently by the organization. Generally, the donors of such assets permit the organization to use all or part of the income earned on the assets. No permanently restricted net assets were held during 2007 and 2006.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e. the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassification between the applicable classes of net assets.

Designated net assets are unrestricted funds the Organization's board has designated for the purpose of establishing an endowment fund. This fund differs from restricted fund in that the designation was made by the board of the Organization. Restricted funds operate under restrictions set by those outside the Organization's board, council or administration.

#### Income Taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c) (3) of the Internal Revenue Code and classified by the Internal Revenue Service as other than a private foundation.

## Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers funds held in the operational checking accounts and the savings accounts to be cash equivalents. From time to time, cash may be held in the investment account but is not considered to be cash equivalents.

## NOTE B—DESIGNATED FUNDS

In December 2003 the Organization's board of directors designated \$50,000 as an endowment fund. Since this restriction is board-designated, compliance with Statement of Financial Accounting Standard (SFAS) No. 117, *Financial Statements for Not-for-Profit Organizations*, requires that this fund be included in the unrestricted net assets section.

#### NOTE C-ACCOUNTS RECEIVABLE

Accounts receivable consist of the following as of December 31:

	<u>2007</u>	<u>2006</u>
Accounts receivable	\$ 46,772	\$ 33,033
Allowance for doubtful accounts	(2,300)	(1,785)
	\$ 44.472	\$ 31,248

### NOTE D—PROMISES TO GIVE

The amount of promises to give outstanding as of December 31, 2007 and 2006 are \$3,337 and \$6,860 respectively. All promises to give are due within one year.

## NOTE E-PROPERTY AND EQUIPMENT

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

	<u>2007</u>	<u>2006</u>
Furniture and equipment	\$ 27,754	\$ 24,509
Leasehold improvements	64,109	63,726
Accumulated depreciation and amortization	<u>(38,987)</u>	(20,788)
	<u>\$ 52,876</u>	\$ 67,447

Property and equipment is valued at original cost except for assets transferred from Holston Home for Children prior to 2003. Those assets have been presented at an estimated fair market value at the date transferred from Holston Home for Children. Depreciation of equipment is computed over a useful live of 5 years using the straight-line method of depreciation. Depreciation of leasehold improvements is computed over a useful life of 5 years using the straight-line method because the office space is only guaranteed for a 5 year period. Depreciation expense for 2007 and 2006 is \$18,199 and \$10,921 respectively.

### NOTE F - DESCRIPTION OF LEASING ARRANGEMENTS

The organization leases office space from the Tulip Street United Methodist Church for \$1,500 monthly. They are not obligated under a long term lease with Tulip Street United Methodist Church. However, they have a verbal agreement to occupy the space for a minimum of five years from April 15, 2006. Total rental expense for the year ended December 31, 2007 and 2006 was \$18,000 and \$24,325 respectively.

Two pieces of office equipment are leased with operating agreements of varying lengths. The future minimum rental payment schedule for the various equipment agreements is as follows:

2008		4,581
2009		3,238
2010		3,238
Thereafter		0
	Total	\$11.057

#### NOTE G—CONCENTRATION OF RISK

The organization is highly dependent on revenues from adoption services as well as charitable contributions from United Methodist Church donors in the middle Tennessee area. If economic conditions worsen or culture changes occur in the service area these funding sources might decrease extensively and the organization would experience serious difficulty in continuing operations.

At December 31, 2007 and at certain times throughout the year the balance on deposit at Fifth Third Bank exceeded federally insured limits. The amount exceeding the FDIC coverage at December 31, 2007 was \$28,315.