

**THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY,
A GEORGIA CORPORATION**

**FINANCIAL STATEMENTS AND
INDEPENDENT AUDITOR'S REPORT**

September 30, 2011 and 2010

**THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION**

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INDEPENDENT AUDITOR'S REPORT

To the Area Commander of
The Salvation Army Nashville, Tennessee Area Command,
A Unit of the Salvation Army, A Georgia Corporation
Nashville, Tennessee

We have audited the accompanying statements of financial position of The Salvation Army Nashville, Tennessee Area Command (the "Area Command"), a unit of The Salvation Army, a Georgia Corporation as of September 30, 2011 and 2010, and the related statements of activities and changes in net assets, cash flows, and functional expenses for the years then ended. These financial statements are the responsibility of the Area Command's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits 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 audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Salvation Army Nashville, Tennessee Area Command, a unit of The Salvation Army, a Georgia Corporation as of September 30, 2011 and 2010, 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.

Frasier, Dean & Howard, PLLC

February 15, 2012

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF FINANCIAL POSITION
September 30, 2011

	Unrestricted					
	Land, Buildings and Equipment			Total Unrestricted	Temporarily Restricted	Permanently Restricted
Assets	General Operating	Board Designated				Total
Current assets:						
Cash and cash equivalents	\$ 571,655	\$ 929,846	\$ -	\$ 1,501,501	\$ 39,251	\$ -
Accounts receivable	89,690	-	-	89,690	-	-
Pledges receivable, net	-	-	-	-	84,406	-
Other	3,417	-	-	3,417	-	-
Total current assets	664,762	929,846	-	1,594,608	123,657	-
Deposits held by territorial headquarters	607,819	1,222,547	-	1,830,366	3,994,375	7,723,683
Assets held under split interest agreements	-	-	-	-	166,346	3,850,619
Land, buildings and equipment:						
Land	-	-	789,277	789,277	-	-
Buildings, net of accumulated depreciation of \$2,704,833	-	-	5,668,969	5,668,969	-	-
Equipment, net of accumulated depreciation of \$278,926	-	-	58,732	58,732	-	-
Total land, buildings and equipment	-	-	6,516,978	6,516,978	-	-
Total assets	\$1,272,581	\$2,152,393	\$ 6,516,978	\$ 9,941,952	\$4,284,378	\$11,574,302
						\$ 25,800,632

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF FINANCIAL POSITION (Continued)
September 30, 2011

	Unrestricted					
	Land, Buildings and Equipment					
	General Operating	Board Designated	Total Unrestricted		Temporarily Restricted	Permanently Restricted
						Total
Liabilities and Net Assets						
Current liabilities:						
Accounts payable	\$ 126,295	\$ -	\$ 126,295	\$ -	\$ -	\$ 126,295
Total current liabilities	126,295	-	126,295	-	-	126,295
Net assets:						
Unrestricted:						
Undesignated	1,146,286	-	1,146,286	-	-	1,146,286
Board designated:						
Vehicle and equipment	-	1,574	1,574	-	-	1,574
Property maintenance and insurance	-	9,601	9,601	-	-	9,601
Capital purposes	-	2,141,218	2,141,218	-	-	2,141,218
Land, buildings and equipment	-	-	6,516,978	-	-	6,516,978
Temporarily restricted	-	-	-	4,284,378	-	4,284,378
Permanently restricted	-	-	-	-	11,574,302	11,574,302
Total net assets	1,146,286	2,152,393	9,815,657	4,284,378	11,574,302	25,674,337
Total liabilities and net assets	\$1,272,581	\$2,152,393	\$ 9,941,952	\$4,284,378	\$ 11,574,302	\$25,800,632

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF FINANCIAL POSITION
September 30, 2010

	Unrestricted					Total Unrestricted	Temporarily Restricted	Permanently Restricted	Total
	General Operating	Board Designated	Land, Buildings and Equipment						
Assets									
Current assets:									
Cash and cash equivalents	\$ 26,708	\$ 814,478	\$ -	\$ -	\$ 841,186	\$ 917,921	\$ -	\$ -	\$ 1,759,107
Accounts receivable	187,365	-	-	-	187,365	-	-	-	187,365
Pledges receivable, net	-	-	-	-	-	1,366,518	-	-	1,366,518
Other	7,333	-	-	-	7,333	-	-	-	7,333
Total current assets	221,406	814,478	-	-	1,035,884	2,284,439	-	-	3,320,323
Deposits held by territorial headquarters	882,507	1,123,885	-	-	2,006,392	2,359,571	7,723,683		12,089,646
Assets held under split interest agreements	-	-	-	-	-	166,346	3,850,619		4,016,965
Land, buildings and equipment:									
Land	-	-	780,255		780,255	-	-		780,255
Buildings, net of accumulated depreciation of \$2,600,197	-	-	5,969,215		5,969,215	-	-		5,969,215
Equipment, net of accumulated depreciation of \$267,119	-	-	101,426		101,426	-	-		101,426
Total land, buildings and equipment	-	-	6,850,896		6,850,896	-	-		6,850,896
Total assets	\$ 1,103,913	\$ 1,938,363	\$ 6,850,896	\$ 9,893,172	\$ 4,810,356	\$ 11,574,302			\$ 26,277,830

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF FINANCIAL POSITION (Continued)
September 30, 2010

	Unrestricted					
	Land, Buildings and Equipment			Total Unrestricted	Temporarily Restricted	Permanently Restricted
	General Operating	Board Designated				Total
Liabilities and Net Assets						
Current liabilities:						
Accounts payable	\$ 207,387	\$ -	\$ -	\$ 207,387	\$ -	\$ 207,387
Due to Divisional Headquarters	24,971	-	-	24,971	-	24,971
Total current liabilities	232,358	-	-	232,358	-	232,358
Net assets:						
Unrestricted:						
Undesignated	871,555	-	-	871,555	-	871,555
Board designated:						
Vehicle and equipment	-	574	-	574	-	574
Property maintenance and insurance	-	4,707	-	4,707	-	4,707
Capital purposes	-	1,933,082	-	1,933,082	-	1,933,082
Land, buildings and equipment	-	-	6,850,896	6,850,896	-	6,850,896
Temporarily restricted	-	-	-	-	4,810,356	4,810,356
Permanently restricted	-	-	-	-	11,574,302	11,574,302
Total net assets	871,555	1,938,363	6,850,896	9,660,814	4,810,356	26,045,472
Total liabilities and net assets	\$1,103,913	\$ 1,938,363	\$ 6,850,896	\$ 9,893,172	\$4,810,356	\$26,277,830

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
Year ended September 30, 2011

	Unrestricted					
	Land, Buildings and Equipment		Total Unrestricted	Temporarily Restricted	Permanently Restricted	Total
	General Operating	Board Designated				
Public support and revenue						
Public support:						
Received directly:						
Contributions	\$ 2,099,561	\$ 366,872	\$ 2,466,433	\$ 210,858	\$ -	\$ 2,677,291
Donations-in-kind and contributed services	1,803,795	-	1,803,795	-	-	1,803,795
Special events	74,262	-	74,262	-	-	74,262
Legacies and bequests	-	-	-	1,050,074	-	1,050,074
Changes in value of split interest agreements	-	-	-	-	-	-
Total received directly	3,977,618	366,872	4,344,490	1,260,932	-	5,605,422
Received indirectly:						
Allocated by federated fund-raising organizations	257,222	-	257,222	-	-	257,222
Total public support	4,234,840	366,872	4,601,712	1,260,932	-	5,862,644
Fees and grants from government agencies	444,491	-	444,491	-	-	444,491
Program service fees	349,705	-	349,705	-	-	349,705
Sales to the public	1,418	-	1,418	-	-	1,418
Investment income:						
Dividends and interest	7,450	61,901	69,351	235,141	-	304,492
Net realized gain on sale of investments	342	11	353	431,619	-	431,972
Net unrealized gain on change in value of investments	1,690	52	1,742	(327,479)	-	(325,737)
Other revenue	11,414	-	11,414	-	-	11,414
Total public support and revenue	5,051,350	428,836	5,480,186	1,600,213	-	7,080,399

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS (Continued)
Year ended September 30, 2011

	Unrestricted					
	Land, Buildings and Equipment		Total			
	General Operating	Board Designated	Equipment	Unrestricted	Temporarily Restricted	Permanently Restricted
Net assets reclassified due to fulfillment of donor restrictions	2,126,191	-	-	2,126,191	(2,126,191)	-
Interfund transfers	548,724	(214,806)	(333,918)	-	-	-
Total	7,726,265	214,030	(333,918)	7,606,377	(525,978)	7,080,399
Expenses						
Program services:						
Corps community center	1,020,497	-	-	1,020,497	-	-
Residential and institutional	879,120	-	-	879,120	-	-
Other social services	4,281,316	-	-	4,281,316	-	-
Total program services	6,180,933	-	-	6,180,933	-	-
Supporting services:						
Management and general	593,749	-	-	593,749	-	-
Fundraising	676,852	-	-	676,852	-	-
Total supporting services	1,270,601	-	-	1,270,601	-	-
Total expenses	7,451,534	-	-	7,451,534	-	-
Change in net assets	274,731	214,030	(333,918)	154,843	(525,978)	-
Net assets at beginning of year	871,555	1,938,363	6,850,896	9,660,814	4,810,356	11,574,302
Net assets at end of year	\$ 1,146,286	\$ 2,152,393	\$ 6,516,978	\$ 9,815,657	\$ 4,284,378	\$ 11,574,302
						\$ 25,674,337

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
Year ended September 30, 2010

	Unrestricted					Total
	General Operating	Board Designated	Land, Buildings and Equipment	Total Unrestricted	Temporarily Restricted	Permanently Restricted
Public support and revenue						
Public support:						
Received directly:						
Contributions	\$2,575,492	\$ -	-	\$ 2,575,492	\$1,179,937	\$ -
Donations-in-kind and contributed services	1,833,945	-	-	1,833,945	-	-
Special events	70,161	-	-	70,161	-	-
Legacies and bequests	1,353	27,817	-	29,170	1,192,906	1,328,083
Changes in value of split interest agreements	-	-	-	-	-	106,338
Total received directly	4,480,951	27,817	-	4,508,768	2,372,843	1,434,421
Received indirectly:						
Allocated by federated fund-raising organizations	238,002	-	-	238,002	-	-
Total public support	4,718,953	27,817	-	4,746,770	2,372,843	1,434,421
Fees and grants from government agencies	420,298	-	-	420,298	-	-
Program service fees	173,368	-	-	173,368	-	-
Sales to the public	2,853	-	-	2,853	-	-
Investment income:						
Dividends and interest	9,500	53,290	-	62,790	184,903	-
Net realized loss on sale of investments	1,397	37	-	1,434	378,287	-
Net unrealized gain on change in value of investments	459	14	-	473	145,579	-
Other revenue	14,731	-	-	14,731	-	-
Total public support and revenue	5,341,559	81,158	-	5,422,717	3,081,612	1,434,421

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS (Continued)
Year ended September 30, 2010

	Unrestricted				
	Land, Buildings and Equipment				
	General Operating	Board Designated	Total Unrestricted	Temporarily Restricted	Permanently Restricted
					Total
Net assets reclassified due to fulfillment of donor restrictions	961,396	-	961,396	(961,396)	-
Interfund transfers	645,677	(479,874)	-	-	-
Total	6,948,632	(398,716)	6,384,113	2,120,216	1,434,421
9,938,750					
Expenses					
Program services:					
Corps community center	970,998	-	970,998	-	970,998
Residential and institutional	703,456	-	703,456	-	703,456
Other social services	3,512,701	-	3,512,701	-	3,512,701
Total program services	5,187,155	-	5,187,155	-	5,187,155
Supporting services:					
Management and general	636,872	-	636,872	-	636,872
Fundraising	538,608	-	538,608	-	538,608
Total supporting services	1,175,480	-	1,175,480	-	1,175,480
Total expenses	6,362,635	-	6,362,635	-	6,362,635
Change in net assets	585,997	(398,716)	21,478	2,120,216	1,434,421
Net assets at beginning of year	285,558	2,337,079	9,639,336	2,690,140	10,139,881
Net assets at end of year	\$ 871,555	\$ 1,938,363	\$ 9,660,814	\$ 4,810,356	\$ 26,045,472

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENTS OF CASH FLOWS
Years ended September 30, 2011 and 2010

	<u>2011</u>	<u>2010</u>
Cash flows from operating activities:		
Change in net assets	\$ (371,135)	\$ 3,576,115
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	358,048	220,487
Net unrealized and realized gain on investments	(106,235)	(525,773)
Change in value of split interest agreements	-	(106,338)
Loss on disposal of land, building and equipment	-	14,171
Changes in operating assets and liabilities:		
Accounts receivable	97,675	(143,472)
Pledges receivable, net	1,282,112	(1,183,106)
Other	3,916	3,295
Accounts payable	(81,092)	(298,201)
Due to Divisional Headquarters	(24,971)	(4,057)
Net cash provided by operating activities	<u>1,158,318</u>	<u>1,553,121</u>
Cash flows from investing activities:		
Proceeds from sales of investments	955,245	630,955
Purchases of investments	(2,307,788)	
Purchases of land, buildings and equipment	<u>(24,130)</u>	<u>(68,855)</u>
Net cash (used in) provided by investing activities	<u>(1,376,673)</u>	<u>562,100</u>
Cash flows from financing activities:		
Contributions restricted for long-term purposes	<u>-</u>	<u>(2,034,695)</u>
Net cash used in financing activities	<u>-</u>	<u>(2,034,695)</u>
Net change in cash and cash equivalents	(218,355)	80,526
Cash and cash equivalents at beginning of year	<u>1,759,107</u>	<u>1,678,581</u>
Cash and cash equivalents at end of year	<u>\$ 1,540,752</u>	<u>\$ 1,759,107</u>

See accompanying notes.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
STATEMENT OF FUNCTIONAL EXPENSES
Year ended September 30, 2011

	Program Services				Supporting Services			
	Corps Community Center	Residential and Institutional	Other Social Services	Total Program Services	Management and General	Fund - raising	Supporting Services	Total
Direct assistance	\$ 14,708	\$ -	\$ 2,794,414	\$ 2,809,122	\$ -	\$ -	\$ -	\$ 2,809,122
Salaries and allowances	337,748	363,767	438,629	1,140,144	267,409	309,952	577,361	1,717,505
Occupancy	242,105	166,854	240,242	649,201	66,433	27,236	93,669	742,870
Printing and publications	1,287	330	305,742	307,359	1,139	174,370	175,509	482,868
Support services	86,667	55,607	306,529	448,803	-	-	-	448,803
Officer and employee benefits	79,097	84,122	57,910	221,129	50,047	27,121	77,168	298,297
Furnishings and equipment	88,982	15,182	14,029	118,193	70,335	10,607	80,942	199,135
Payroll taxes	29,857	37,765	43,703	111,325	24,594	28,507	53,101	164,426
Professional fees	6,843	75,403	12,813	95,059	30,005	19,748	49,753	144,812
Supplies	21,875	74,660	17,330	113,865	14,559	5,548	20,107	133,972
Travel, meals and transportation	52,400	60	13,208	65,668	32,099	12,930	45,029	110,697
Conferences, meetings, and major trips	27,764	-	25,671	53,435	10,944	8,541	19,485	72,920
Telephone	24,187	5,277	7,519	36,983	14,215	4,276	18,491	55,474
Postage and shipping	864	93	827	1,784	1,376	47,160	48,536	50,320
Awards and grants	5,500	-	2,750	8,250	5,000	-	5,000	13,250
Miscellaneous	-	-	-	-	3,729	-	3,729	3,729
Organization dues	613	-	-	613	1,865	856	2,721	3,334
Total expenses	\$ 1,020,497	\$ 879,120	\$ 4,281,316	\$ 6,180,933	\$ 593,749	\$ 676,852	\$ 1,270,601	\$ 7,451,534

See accompanying notes.

THE SALVATION ARMY

Total expenses

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**THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
NOTES TO FINANCIAL STATEMENTS
September 30, 2011 and 2010**

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Organization

The Salvation Army, founded in 1865, is a not-for-profit international religious organization and charitable movement organized and operated on a quasi-military pattern and is a branch of the Christian Church. Its membership includes officers (clergy), soldiers and adherents (laity), members of varied activity groups and volunteers who serve as advisors, associates and committed participants in its service functions.

The accompanying financial statements are summaries of the financial position, changes in net assets and cash flows of The Salvation Army Nashville, Tennessee Area Command ("Area Command"), an operating unit of the Southern Territory of The Salvation Army.

The Salvation Army Nashville, Tennessee Area Command operates a variety of programs including the corps community centers that provide spiritual, educational, and recreational services; homeless and emergency shelters; children's day care centers; adult rehabilitation centers; emergency disaster services; assistance for the poor, disabled, and retired; and camping activities.

Financial Statement Presentation

The accompanying financial statements have been prepared in accordance with the national accounting policies of The Salvation Army. These policies are consistent with accounting principles generally accepted in the United States of America. Accordingly, The Salvation Army is required to report information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Net assets and changes therein are classified and reported as follows:

Unrestricted net assets – net assets that are not subject to donor-imposed stipulations. Unrestricted net assets may be designated for specific purposes or locations by action of the Board of Trustees.

Temporarily restricted net assets – net assets subject to donor-imposed stipulations that may or will be met, either by actions of The Salvation Army and/or the passage of time.

Permanently Restricted Net Assets – net assets subject to donor-imposed stipulations that they be retained and invested permanently by The Salvation Army. The donors permit The Salvation Army to use or expend all or part of the investment return on these net assets for specified or unspecified purposes.

Public support and revenue are recorded as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions that are not fulfilled in the accounting period. 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 stipulations or by law. All expenses are reported as decreases

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
NOTES TO FINANCIAL STATEMENTS (Continued)
September 30, 2011 and 2010

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Financial Statement Presentation (Continued)

in unrestricted net assets. Satisfaction of temporary restrictions on net assets, that is, the satisfaction of the donor-imposed stipulated purpose or the elapsing of the specified time period, are reported as net assets reclassified due to fulfillment of donor restrictions.

Contributions

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized.

Promises to give that are scheduled to be received after the end of the reporting period are shown as increases in temporarily restricted net assets and are reclassified to unrestricted net assets when the purpose or time restriction is met. Promises to give subject to donor-imposed stipulations that the corpus be maintained permanently are recognized as increases in permanently restricted net assets. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions to be received after one year are discounted to estimated net present value. Amortization of the discount is recorded as contribution revenue. Management considers all promises to give to be fully collectible at September 30, 2011 and 2010. Accordingly, no allowance for doubtful accounts has been provided.

Split Interest Agreements

Financial Accounting Standards Board Accounting Standards Codification ("FASB ASC") guidelines require that the following instruments be recorded as contributions and net assets at the present value of their ultimate Salvation Army interest.

Perpetual Trusts

Donors have established and funded trusts which are administered by organizations other than The Salvation Army. Under the terms of the trusts, The Salvation Army has the irrevocable right to receive the income earned on the trust assets in perpetuity. The Salvation Army does not control the assets held by a third party.

Charitable Remainder Trust

Donors have established and funded trusts under which specified distributions are to be made to designated beneficiaries over the trusts' term. Upon termination of the trusts, Area Command receives a percentage of the assets remaining in the trusts. The assets in the trusts are assumed to earn a rate of 5% over the estimated lives of the trusts and are discounted at a rate of 3.18%.

THE SALVATION ARMY
NASHVILLE, TENNESSEE AREA COMMAND,
A UNIT OF THE SALVATION ARMY, A GEORGIA CORPORATION
NOTES TO FINANCIAL STATEMENTS (Continued)
September 30, 2011 and 2010

NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Deposits with Territorial Headquarters

The Salvation Army's corporate headquarters has the responsibility for the investment activity for all units within the Southern Territory for unrestricted assets, including board designated assets; temporarily restricted assets; and permanently restricted assets. The temporarily restricted assets, including the life income funds, and permanently restricted asset portfolios are maintained on a pooled "mutual fund" accounting basis with the total earnings, investment expenses, appreciation and depreciation, whether realized or unrealized, being allocated to each participating account on a pro rata basis.

Income earned on unrestricted assets is distributed to the constituent accounts on the basis of a stated percentage of the monthly account balances during the year. Amounts so deposited may be withdrawn when required for use by the centers of operation. The excess (deficit) of investment income earned over amounts distributed is reported as unrestricted board designated income. The Board of Trustees of the Southern Territory of The Salvation Army generally designates the use of portions of these excess funds for specified projects for use within the territory.

The recognized captions for investments and the categories of earnings related to investments (interest and dividends, net appreciation (depreciation) are retained in the statements and in the relevant footnotes for all funds held for The Salvation Army at territorial headquarters and divisional headquarters, so that the information required by generally accepted accounting principles may be reported for Area Command where appropriate in accustomed terms.

Investment income and net appreciation (depreciation) on investments of restricted contributions, whether permanently or temporarily restricted, are reported as follows:

- As increases in permanently restricted net assets if the terms of the gift or the Territory's interpretation of relevant state law require that they be added back to the principal of the permanently restricted contributions.
- As increases in temporarily restricted net assets if the terms of the gift or the Territory's interpretation of relevant state law impose restrictions on the current use of the investment income or net appreciation (depreciation).
- As increases (decreases) in unrestricted net assets in all other cases.

Cash and Cash Equivalents

For purposes of the statements of cash flows, The Salvation Army considers all cash funds, cash bank accounts and highly liquid debt instruments with an original maturity when purchased of three months or less to be cash and cash equivalents.

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NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Land, Buildings and Equipment

Area Command generally capitalizes an asset if its life is estimated to be one year or greater. Land, buildings and equipment are stated at cost or, if donated, at estimated fair market value at the date of donation.

Depreciation is provided on buildings, vehicles and equipment at straight-line rates based on estimated service lives. A half year of depreciation is charged in the year of acquisition or completion of construction. A half year of depreciation is charged in the year of disposition.

Estimated service lives for various classes of assets are as follows:

Buildings	50 years
Equipment	3-10 years

Provision is made for major future costs of property maintenance and replacement of vehicles and some equipment by transfer of operating net assets to board designated unrestricted net assets.

Public Support and Revenue

All items of public support and revenue are stated on the accrual basis, including revenues receivable as reimbursements for incurred costs from government units and other third party payers.

Contributions with donor-imposed restrictions that are met in the same accounting period are recorded as unrestricted income at the time of receipt.

Donations-in-kind and Contributed Services

Donations-in-kind which are used in the Area Command's programs (e.g., vehicle, free rent, equipment, etc.) and donated goods distributed (e.g., clothing, furniture, foodstuffs, etc.) are recorded as contributions and expenses at the time the donated items are placed into service or distributed.

Contributed land, buildings and equipment are recorded at their fair value at the date of donation as unrestricted public support and revenue unless the use of such contributed assets is restricted by a donor-imposed restriction.

Contributed services are reported as contributions and expenses at their fair value if such services create or enhance nonfinancial assets, would have been purchased if not provided by contribution, require specialized skills and are provided by individuals possessing such specialized skills. In addition, the appropriate value of donated services of individuals is recorded when such services qualify for cost reimbursement from third-party providers.

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NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Expenses

All expenses are stated on the accrual basis and presented in the statements of activities and changes in net assets and the statements of functional expenses.

Income Taxes

The Salvation Army is exempt from federal and state income taxes under section 501(a) as an entity described in Section 501(c)(3) of the Internal Revenue Code of 1986, as amended. Accordingly, no provision for income taxes has been made. The Area Command has been classified as other than a private foundation.

FASB ASC guidance requires that a tax position be recognized or derecognized based on a “more likely than not” threshold. This applies to positions taken or expected to be taken in a tax return where there is uncertainty about whether a tax position will ultimately be sustained upon examination. The Salvation Army has evaluated its tax positions and determined that it does not have any uncertain tax positions that meet this criteria. There are no tax penalties on interest in the accompanying financial statements.

Use of Estimates

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

Bequests

The Salvation Army has been named as beneficiary of several estates. The amounts to be received from the proceeds of these estates are not currently determinable and no amounts have been recorded in the accompanying financial statements.

Concentrations

Area Command had cash deposits in excess of federally insured limits as of September 30, 2011 and 2010.

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NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements

Fair value of assets is measured as required by the Fair Value Measurements and Disclosures Topic of the FASB ASC, which establishes a framework for measuring fair value. The framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. The three levels of the fair value hierarchy are described below:

Level 1 Inputs to the valuation methodology that are quoted prices in active markets for identical assets or liabilities.

Level 2 Inputs to the valuation methodology include the following:

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;
- inputs other than quoted prices that are observable for the asset or liability;
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs that are unobservable, supported by little or no market activity and significant to the fair value measurement.

The fair value measurements and valuation techniques related to the Area Command's financial assets are further discussed in Note 7.

Restricted Endowment Funds

The Uniform Prudent Management Institutional Funds Act ("UPMIFA") was enacted in Georgia effective July 1, 2008. The Not-for-Profit topic of the FASB ASC provides guidance on the net asset classification of donor-restricted endowment funds for a nonprofit organization that is subject to an enacted version of UPMIFA. It also requires disclosure of a description of the governing board's interpretation of the law that underlies the organization's net asset classification of donor-restricted endowment funds, a description of the organization's policies for the appropriation of endowment assets for expenditures (its endowment spending policies), a description of the organization's endowment investment policies, and additional disclosures not previously required.

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NOTE 2 – PLEDGES RECEIVABLE

Pledges receivable as of September 30, 2011 and 2010 totaled \$84,406 and \$1,366,518, respectively, and are due in less than one year.

NOTE 3 – DEPOSITS HELD BY TERRITORIAL HEADQUARTERS

The Salvation Army policy requires that the investment of assets for all centers of operation may be made only through the corporate portfolio under the administration of the Board of Trustees of the Southern Territory of The Salvation Army. Assets that are restricted by donors for use in a center of operation by place, purpose or time are invested on a pooled “mutual fund” basis and are allocated a total net rate of return. The Area Command’s pro rata share of these invested assets is recorded as deposits held by territorial headquarters in the financial statements.

Assets which are remitted for investment by a center of operation or are designated for the use of a center of operation receive a fixed rate of interest as determined by the Board of Trustees of The Southern Territory of The Salvation Army.

Investment income consists of the following for the years ended September 30:

	<u>2011</u>	<u>2010</u>
Dividends and interest	\$ 304,492	\$ 247,693
Realized and unrealized gains, net	<u>106,235</u>	<u>525,773</u>
	<u>\$ 410,727</u>	<u>\$ 773,466</u>

NOTE 4 – PENSION, RETIREMENT AND POSTRETIREMENT BENEFITS

Employee Pension Plan

Eligible employees participate in The Salvation Army Pension Plan (the “Plan”) with other Salvation Army territories which provides for death, disability and retirement benefits. The Plan is a defined contribution, money purchase plan.

Annual contributions to the Plan are based on a stipulated percentage (5.25% in fiscal 2011 and 2010) of employees’ salaries. The Area Command incurred \$49,532 and \$50,296 of expense under this plan in fiscal 2011 and 2010, respectively.

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NOTE 4 – PENSION, RETIREMENT AND POSTRETIREMENT BENEFITS (Continued)

Officers' Retirement Provision

The Salvation Army has a noncontributory retirement provision for officers, which provides retirement benefits and certain health care and death benefits to retired officers, as defined by The Salvation Army policy governing such benefits. The corporate headquarters has total responsibility for the administration of retirement benefits. Retirement allowances are determined based upon active officer allowances and length of service. They are self-funded principally by annual assessments to all centers of operation, by designated portions from legacy income, earnings on assets designated for retirement benefits, and special appropriations. Amounts charged to the Area Command and included in expenses for this provision were approximately \$10,000 and \$9,000 in fiscal 2011 and 2010, respectively.

Related Party Transactions

The Area Command is assessed an administrative charge by The Salvation Army Kentucky-Tennessee Divisional Headquarters for support services provided by the Kentucky-Tennessee Divisional Headquarters and the Southern Territorial Headquarters to the Area Command. Support services provided by Divisional and Territorial Headquarters include program, personnel, business and social services. Expenses reflected for these services were \$448,803 and \$378,009 in fiscal 2011 and 2010, respectively.

The Salvation Army provides certain health care and death benefits for active Salvation Army officers and Auxiliary-Captains through Officers' and Auxiliary-Captains' Sick Benefit and Burial Funds, as defined by the national Salvation Army policy. All active Salvation Army officers and Auxiliary-Captains and their eligible dependents are eligible for these benefits. Amounts charged to the Area Command and included in expenses for this provision were \$35,940 and \$27,550 in fiscal 2011 and 2010, respectively.

Employees of The Salvation Army are provided health benefits under a self-insured program, which is administered by a third-party claims administrator. Amounts charged to the Area Command and included in expenses were \$202,233 and \$192,995 in fiscal 2011 and 2010, respectively.

The Salvation Army maintains self-insurance programs for general liability, automobile, workers' compensation and property coverage. The programs, which are administered by Territorial Headquarters, are intended to provide coverage for claims arising in all centers of operation. Amounts charged to the Area Command and included in expenses were \$137,591 and \$141,100 in fiscal 2011 and 2010 respectively.

The Area Command received a pledge from the Southern Territorial Headquarters in 2008 for \$300,000 for the Berry Street Corps. In 2009 and 2008, \$100,000 was received each year by Area Command and the remaining balance is classified as a pledge receivable at September 30, 2010. The remaining pledge was received during the year ended September 30, 2011.

The Area Command committed to the Kentucky-Tennessee Divisional Headquarters in 2009 a \$405,000 grant for support of the Camp Paradise renovation. This commitment was paid in full during the year ended September 30, 2010.

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NOTE 5 – NET ASSETS CLASSIFICATIONS

Temporarily restricted net assets are available for the following purposes or periods at September 30:

	<u>2011</u>	<u>2010</u>
Welfare and support for needy persons	\$ 205,597	\$ 1,084,267
Time restricted	84,406	1,366,518
Permanently restricted endowment market gains	<u>3,994,375</u>	<u>2,359,571</u>
Total	<u>\$ 4,284,378</u>	<u>\$ 4,810,356</u>

Permanently restricted net assets are restricted for the following purpose at September 30:

	<u>2011</u>	<u>2010</u>
Welfare and support for needy persons	<u>\$ 11,574,302</u>	<u>\$ 11,574,302</u>

NOTE 6 – ALLOCATION OF FUNCTIONAL EXPENSES

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain costs have been allocated among program and supporting services based on estimates by management.

NOTE 7 – FAIR VALUE MEASUREMENTS

The following table sets forth by level, within the fair value hierarchy, Area Command's assets at fair value as of September 30, 2011:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Beneficial interest in trust	\$ -	\$ -	\$ 2,522,536	\$ 2,522,536
Beneficial interest in charitable remainder trusts	<u>-</u>	<u>-</u>	<u>1,494,429</u>	<u>1,494,429</u>
Total assets at fair value	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 4,016,965</u>	<u>\$ 4,016,965</u>

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NOTE 7 – FAIR VALUE MEASUREMENTS (Continued)

The summary of changes in the fair value of Area Command's level 3 assets for the year ended September 30, 2011 is as follows:

	<u>Beneficial Interest in Trust</u>	<u>Beneficial Interest in Charitable Remainder Trusts</u>
Balance, beginning of year	\$ 2,522,536	\$ 1,494,429
Realized and unrealized gains (losses)	-	-
Purchases, sales, issuances and settlements (net)	-	-
Balance, end of year	<u>\$ 2,522,536</u>	<u>\$ 1,494,429</u>

The following table sets forth by level, within the fair value hierarchy, Area Command's assets at fair value as of September 30, 2010:

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Beneficial interest in trust	\$ -	\$ -	\$ 2,522,536	\$ 2,522,536
Beneficial interest in charitable remainder trusts	-	-	1,494,429	1,494,429
Total assets at fair value	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 4,016,965</u>	<u>\$ 4,016,965</u>

The summary of changes in the fair value of Area Command's level 3 assets for the year ended September 30, 2010 is as follows:

	<u>Beneficial Interest in Trust</u>	<u>Beneficial Interest in Charitable Remainder Trusts</u>
Balance, beginning of year	\$ 2,416,198	\$ 166,346
Realized and unrealized gains (losses)	106,338	-
Purchases, sales, issuances and settlements (net)	-	1,328,083
Balance, end of year	<u>\$ 2,522,536</u>	<u>\$ 1,494,429</u>

The Area Command's beneficial interest in trusts and charitable remainder trusts are valued using information obtained from third party sources, including financial statements and other information from detailed listing of holdings from the trusts. These valuations are typically performed annually, based on the present value of the estimated future distributions Area Command expects to receive over the term of the trust.

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NOTE 8 – ENDOWMENT AND PERMANENTLY RESTRICTED NET ASSETS

The Area Command is a unit of the Southern Territory, which has sole authority for the receipt management and investment of all endowment funds credited to units in the Southern Territory. The endowment funds credited to Area Command consists of three individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Trustees as endowments. As required by generally accepted accounting principles, net assets associated with endowment funds, including funds designated by the Board of Trustees to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Uniform Prudent Management of Institutional Funds Acts (UPMIFA/ SPMIFA) as enacted by the State of Georgia applies to all the institutional funds of The Salvation Army, a Georgia Corporation, unless the donor has specifically directed otherwise. The Board of Trustees interprets UPMIFA as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor restrictions to the contrary. As a result of this interpretation, the Board of Trustees classifies as permanently restricted net assets (a) the original value of the gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the organization in a manner consistent with the standard of prudence prescribed by UPMIFA/SPMIFA. In accordance with UPMIFA/SPMIFA, the Board of Trustees considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund.
- The purpose of the organization and the donor-restricted endowment fund.
- General economic conditions.
- The possible effects of inflation and deflation.
- The expected total return from income and the appreciation of investments.
- Other resources of the organization.
- The investment policies of the organization.

Endowment Net Asset Composition by Type of Fund as of September 30, 2011:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor restricted endowment funds	\$ -	\$ 1,741,009	\$ 11,574,302	\$ 13,315,311

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NOTE 8 – ENDOWMENT AND PERMANENTLY RESTRICTED NET ASSETS (Continued)

Changes in Endowment Net Assets for the Year Ended September 30, 2011:

Endowment net assets, beginning of year	\$ <u>-</u>	\$ <u>1,874,044</u>	\$ <u>11,574,302</u>	\$ <u>13,448,346</u>
Investment return:				
Investment income	-	200,444	-	200,444
Net depreciation (realized and unrealized)	<u>-</u>	<u>108,608</u>	<u>-</u>	<u>108,608</u>
Total investment return	-	309,052	-	309,052
Appropriation of endowment assets for expenditure	<u>-</u>	<u>(442,087)</u>	<u>-</u>	<u>(442,087)</u>
Endowment net assets, end of year	\$ <u>-</u>	\$ <u>1,741,009</u>	\$ <u>11,574,302</u>	\$ <u>13,315,311</u>

Endowment Net Asset Composition by Type of Fund as of September 30, 2010:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor restricted endowment funds	\$ <u>-</u>	\$ <u>1,874,044</u>	\$ <u>11,574,302</u>	\$ <u>13,448,346</u>

Changes in Endowment Net Assets for the Year Ended September 30, 2010:

Endowment net assets, beginning of year	\$ <u>-</u>	\$ <u>1,736,864</u>	\$ <u>10,139,881</u>	\$ <u>11,876,745</u>
Investment return:				
Investment income	-	175,914	-	175,914
Net depreciation (realized and unrealized)	<u>-</u>	<u>499,059</u>	<u>106,338</u>	<u>605,397</u>
Total investment return	-	674,973	106,338	781,311
Contributions	-	-	1,328,083	1,328,083
Appropriation of endowment assets for expenditure	<u>-</u>	<u>(537,793)</u>	<u>-</u>	<u>(537,793)</u>
Endowment net assets, end of year	\$ <u>-</u>	\$ <u>1,874,044</u>	\$ <u>11,574,302</u>	\$ <u>13,448,346</u>

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NOTE 8 – ENDOWMENT AND PERMANENTLY RESTRICTED NET ASSETS (Continued)

Spending Policy

The responsibility for investment of all institutional funds in the Southern Territory is solely the responsibility of the Board of Trustees of the Southern Territory. The spending policy and how the investment objectives relate to the spending policy, which is applicable to the endowments herewith presented, are stated as follows:

For fiscal year ended September 30, 2011, the Southern Territory had a policy of appropriating for distribution 4.5% of its endowment fund's average fair value over the prior 12 quarters through the calendar year preceding the fiscal year in which the distribution is planned. During fiscal 2011, the Board of Trustees did not appropriate for spending amounts which would bring the value of the endowment fund below the original value of the contributions and amounts accumulated in the fund in accordance with donor restrictions. In establishing this policy, the Southern Territory considered the long-term expected return on its endowment. Accordingly, over the long term, the Southern Territory expects its endowment assets to grow at a pace at least equal to inflation. This is consistent with the organization's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

Return Objectives and Risk Parameters

The responsibility for investment of all institutional funds in the Southern Territory is solely the responsibility of the Board of Trustees of the Southern Territory. The return objectives and risk parameters applicable to the endowments herewith presented are as follows:

The Southern Territory has adopted investment policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, as approved by the Board of Trustees, the endowment assets are invested in a manner that is intended to produce results that exceed the price and yield results of appropriate benchmarks without putting the assets at imprudent risk.

Strategies Employed for Achieving Investment Objectives

The responsibility for investment of all institutional funds in the Southern Territory is solely the responsibility of the Board of Trustees of the Southern Territory. The strategies employed for achieving objectives applicable to the endowments herewith presented are as follows:

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NOTE 8 – ENDOWMENT AND PERMANENTLY RESTRICTED NET ASSETS (Continued)

Strategies Employed for Achieving Investment Objectives (Continued)

To satisfy its long-term objectives, the Southern Territory relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Southern Territory targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or SPMIFA required The Salvation Army to retain as a fund of perpetual duration. However, there were no such deficiencies as of September 30, 2011 and 2010.

NOTE 9 – CONCENTRATIONS

Area Command received approximately \$2,500,000 from one major donor for the year ended September 30, 2010. \$1,149,773 is included in pledges receivable at September 30, 2010.

NOTE 10 – SUBSEQUENT EVENTS

Area Command evaluated subsequent events through February 15, 2012, when these financial statements were available to be issued. Management is not aware of any significant events that occurred subsequent to the balance sheet date but prior to the filing of this report that would have a material impact on the financial statements.