### BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE

# FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

December 31, 2009 and 2008

## BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE

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CERTIFIED PUBLIC ACCOUNTANTS

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### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Big Brothers/Big Sisters of Middle Tennessee Nashville, Tennessee

Frasin Dem + Hard PLLL

We have audited the accompanying statements of financial position of Big Brothers/Big Sisters of Middle Tennessee (a nonprofit organization) as of December 31, 2009 and 2008, 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 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 the 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 Big Brothers/Big Sisters of Middle Tennessee as of December 31, 2009 and 2008, 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.

July 26, 2010

Nashville, Tennessee

### BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE STATEMENTS OF FINANCIAL POSITION December 31, 2009 and 2008

		2009		2008
Assets				
Current assets:				
Cash and cash equivalents	\$	211,550	\$	356,291
Investments		5,000		25,447
Contributions receivable		238,229		147,759
Grants receivable		57,352		16,660
Prepaid expenses and other		13,119		19,999
Total current assets		525,250		566,156
Contributions receivable, net		27,662		82,391
Land, buildings and equipment, net		1,731,471		1,794,598
Total assets	\$ 2	2,284,383	\$	2,443,145
Liabilities and Net Asse	ets			
Current liabilities:				
Accounts payable and				
accrued expenses	\$	61,713	\$	162,379
Deferred revenue		4,298		18,474
Grant payable		41,993		36,185
Line of credit		32,700		-
Total current liabilities		140,704		217,038
Net assets:				
Unrestricted		1,817,788		1,995,957
Temporarily restricted		325,891		230,150
Total net assets		2,143,679	#100pp.co.co.co.co.co.co.co.co.co.co.co.co.co.	2,226,107
Total liabilities and net assets	\$	2,284,383		2,443,145

### BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE STATEMENT OF ACTIVITIES Year ended December 31, 2009

		Temporarily	
· _	Unrestricted	Restricted	Total
Revenue, gains and other support:			
Federal grants and fees	\$ 1,547,592	\$ -	\$ 1,547,592
Grants - other	925,199	-	925,199
Contributions	393,810	96,441	490,251
Fundraising events	274,937	-	274,937
United Way	136,092	-	136,092
In-kind	95,255	-	95,255
Investment income	1,642	-	1,642
Net assets released from restrictions	700	(700)	
Total revenue, gains, and other support	3,375,227	95,741	3,470,968
Expenses:			
Program services:			
Big Brother/Big Sister	1,587,077	-	1,587,077
Mentoring	115,780	-	115,780
AMACHI	1,012,436		1,012,436
Total program services	2,715,293	<b>**</b>	2,715,293
Supporting services:			
Management and general	629,729	-	629,729
Fundraising	189,604	-	189,604
Total supporting services	819,333	•	819,333
National program fees	18,770		18,770
Total expenses	3,553,396	_	3,553,396
Change in net assets	(178,169)	95,741	(82,428)
Net assets at beginning of year	1,995,957	230,150	2,226,107
Net assets at end of year	\$ 1,817,788	\$ 325,891	\$ 2,143,679

### BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE STATEMENT OF ACTIVITIES Year ended December 31, 2008

	Unrestricted	Temporarily Restricted	Total
Revenue, gains and other support:			
Federal grants and fees	\$ 1,230,171	\$ -	\$ 1,230,171
Grants - other	740,646	-	740,646
Contributions	504,659	122,195	626,854
Gain on sale of fixed assets	304,606	•	304,606
Fundraising events	289,088	-	289,088
In-kind	195,508	-	195,508
United Way	96,237	-	96,237
Investment loss	(4,172)	-	(4,172)
Net assets released from restrictions	1,015,406	(1,015,406)	_
Total revenue, gains, and other support	4,372,149	(893,211)	3,478,938
Expenses:			
Program services:			
Big Brother/Big Sister	1,318,306	-	1,318,306
Mentoring	142,735	-	142,735
AMACHI	1,015,791		1,015,791
Total program services	2,476,832	•	2,476,832
Supporting services:			
Management and general	410,621	-	410,621
Fundraising	306,442	-	306,442
Total supporting services	717,063		717,063
National program fees	11,953	-	11,953
Total expenses	3,205,848	-	3,205,848
Change in net assets	1,166,301	(893,211)	273,090
Net assets at beginning of year	829,656	1,123,361	1,953,017
Net assets at end of year	\$ 1,995,957	\$ 230,150	\$ 2,226,107

# BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2009

		Program Services	1 Servic	es			S	pporti	Supporting Services						
	Big Brother/ Rio Sister	Mentoring	) WA	AMACHI	Total Program Services	Mana and G	Management and General	Fu Rais	Fund Raising		Total Supporting Services	National Program Fees	nal ram ss	Total Expenses	
•	1	0			•	6	20.163	6		6	120 163			\$ 1,607,572	
Salaries	\$ 835,663	\$ 80,380 6 280	7	10 537	409,409 120,883		430,103	9				9			
rayron taxes Employee benefits	170,618	6,876		48,894	226,388				,		-			226,388	
Total salaries and related expenses	1,101,343	93,545	e.	321,792	1,516,680	4	438,163		î	,	438,163			1,954,843	
Subrecipient expenditures	1	1	8	586.802	586,802								ı	586,802	
Other	90,553	12,570	l	23,017	126,140		9,170		16,214		25,384			151,524	
Grant allocation	139,500	•			139,500						•			139,500	
In-kind activities	2,765	•		•	2,765				92,490		92,490			95,255	
Travel	63,979	6,799		17,614	88,392				•		•			88,392	
Insurance	67,416			14,352	81,768		•				•		•	81,768	
Fundraising event costs								•	79,266		79,266		1	79,266	
Dod debt expense	•	•			•		65.632		. •		65,632			65,632	
Dad ucot capanac Professional fees	•	•		18.625	18,625		38,552		851		39,403			58,028	
Faninment rental and							,								
maintenance	21.764	,		3,791	25,555								ı	25,555	
Activities	19,585	•		5,899	25,484								1	25,484	
Telenhone	15,304	•		7,952	23,256		•				,			23,256	
Supplies	15,707	2,866		3,806	22,379				783		783		•	23,162	
National program fees		. •		3,660	3,660								18,770	22,430	
Public relations	20,136	•		•	20,136				•					20,136	
Conferences and meetings	11,480	•		1,942	13,422		•		•					13,422	
Postage	8,545			3,184	11,729		•				•		•	11,729	
Rent	6,000	•			6,000		•				•			000,6	
Capital	•	1		•	1		543				543			543	
Total other expenses	485,734	22,235	9	690,644	1,198,613		113,897		189,604		303,501		18,770	1,520,884	
Total expenses before depreciation	1,587,077	115,780	1,0	1,012,436	2,715,293	4,	552,060	-	189,604		741,664	-	18,770	3,475,727	
Depreciation expense	1	4		•	4		77,669				42,669			77,669	
Total expenses	\$ 1,587,077	\$ 115,780	↔	1,012,436	\$ 2,715,293	<b>↔</b>	626,129	\$ 1	189,604	643	819,333	\$	18,770	\$ 3,553,396	
•	11			Sec	ון יי	Jing no	tes.								

See accompanying notes. -6-

# BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2008

				Program Services	Serv	ices			Sup	porting	Supporting Services	S				
							Total					_	Total	Zat	National	
	Big Big	Big Brother/ Big Sister	Men	entoring	A	AMACHI	Program Services	Mana and (	Management and General	Fund Raising	p ge	Sel	Supporting Services	Pro	Program Fees	Total Expenses
Salaries	<b>€</b>	747.622	<del>6</del> 9	105.239	69	354,998	\$ 1,207,859	€9	326,897	€9		69	326,897	€4	•	\$ 1,534,756
Pavroll taxes	<del>)</del>	77,372	<del>)</del>	8,994	•	26,261										112,627
Employee benefits		131,279		4,386		51,941	187,606		•		اً،		•			187,606
Total salaries and		956.273		118.619		433,200	1.508,092	61	326,897		1		326,897		1	1,834,989
Cubraciniant avnanditures		1				468.629	468.629		1						,	468,629
Subjectification experiences		51.899		15.949		13,844	81,692		8,483	73	25,191		33,674			115,366
In-kind activities		13,738		•			13,738		•	170	176,770		176,770			190,508
Travel		83,159		6,281		22,518	111,958						•			111,958
Insurance		60,496				17,620	78,116						•			78,116
Rent		45.010		•		12,861	57,871		•				•			57,871
Professional fees		•		٠		13,783	13,783		22,619	••	8,311		30,930		•	44,713
Activities		21,257		•		4,871	26,128								•	26,128
Fundraising event costs				•			•		•	∞	85,741		85,741		ı	85,741
Public relations		31.604		•		ı	31,604		•							31,604
Canital				•		•	. •		26,023				26,023			26,023
Supplies		13.517		1.886		3,653	19,056		. •	` .	3,424		3,424		ı	22,480
Telephone		10,288				10,161	20,449		•		ı					20,449
Fourth rental and																
maintenance		13,882		•		3,187	17,069		•						t	17,069
National program fees		. •		i		3,984	3,984		•		•				11,953	15,937
Conferences and meetings		7,796		•		5,045	12,841				•					12,841
Postage		9,387		ı		2,435	11,822		•				•		•	11,822
Bowling fees and prizes				•			•			`	7,005		7,005			7,005
Total other expenses		362,033		24,116		582,591	968,740		57,125	30	306,442		363,567		11,953	1,344,260
Total expenses before depreciation	-	318,306		142,735	•	1,015,791	2,476,832		384,022	30	306,442		690,464		11,953	3,179,249
Denreciation exnense				•		•	•		26,599				26,599		•	26,599
	1		:		1			۱,	!	l		۱ ,	0,0	•	2000	
Total expenses	\$	1,318,306	S	142,735	∽	1,015,791	\$ 2,476,832	s	410,621	30	306,442	<u>م</u>	717,063	٨	11,933	\$ 3,205,848
						CAP 9	See accompanying notes	r note	ŭ							

See accompanying notes.

# BIG BROTHERS/BIG SISTERS OF MIDDLE TENNESSEE STATEMENTS OF CASH FLOWS

## Years ended December 31, 2009 and 2008

		2009		2008
Cash flows from operating activities:				
Change in net assets	\$	(82,428)	\$	273,090
Adjustments to reconcile change in net assets to				
net cash (used in) provided by operating activities:				
Depreciation		77,669		26,599
Gain on sale of fixed assets		-		(304,606)
Realized / unrealized (losses) gains on investments		(765)		11,361
Changes in operating assets and liabilities:				
Contributions receivable, net		(35,741)		70,057
Grants receivable		(40,692)		199,067
Prepaid expenses and other		6,880		(5,765)
Accounts payable and accrued expenses		(109,034)		100,291
Net cash (used in) provided by operating activities		(184,111)	•	370,094
Cash flows from investing activities:				
Proceeds from retirement of fixed assets		-		606,165
Purchase of fixed assets		(14,542)		(1,787,324)
Redemptions of investments, net	-	21,212		84,571
Net cash provided by (used in) investing activities		6,670		(1,096,588)
Cash flows from financing activities:				
Proceeds from line of credit		106,000		-
Payments on line of credit		(73,300)		-
Net cash provided by financing activities		32,700		**
Net decrease in cash and cash equivalents		(144,741)		(726,494)
Cash and cash equivalents at beginning of year		356,291		1,082,785
Cash and cash equivalents at end of year		211,550		356,291
Supplemental cash flow information: Cash paid during the year for interest		1,693		-

See accompanying notes.

### NOTE 1 – NATURE OF ACTIVITIES AND SIGNIFICANT ACCOUNTING POLICIES

Big Brothers/Big Sisters of Middle Tennessee (the "Organization") is a not-for-profit corporation organized in Nashville, Tennessee in 1969. The Organization provides programs and services to match adult volunteer mentors with children from primarily single-parent homes throughout Middle Tennessee. The Organization receives support from state and federal agencies, individual donors and foundations, and through fund-raising events.

### **Accounting Standards Codification**

The Financial Accounting Standards Board Accounting Standards Codification ("FASB ASC") became the sole authoritative source of generally accepted accounting principles in the United States of America for periods ending after September 15, 2009. The FASB ASC incorporates all authoritative literature previously issued by a standard setter. Adoption of the FASB ASC had no effect on the Organization's financial statements.

### **Financial Statement Presentation**

The Organization presents its financial statements in accordance with standards of accounting and financial reporting prescribed for not-for-profit organizations. Under these standards, the Organization is required to report information regarding its financial position and activities based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

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

<u>Temporarily restricted net assets</u> – net assets 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, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. All other donor restrictions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

<u>Permanently restricted net assets</u> – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of these assets permit the Organization to use all or part of the income earned on related investments for general or specific purposes. The Organization had no permanently restricted net assets as of December 31, 2009 and 2008.

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

### **Contributions**

The Organization accounts for contributions in accordance with standards of accounting and financial reporting prescribed for not-for-profit organizations. Under these standards, contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. 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.

### Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all cash funds, cash bank accounts and highly liquid debt instruments with an original maturity when purchased of six months or less to be cash and cash equivalents. At December 31, 2009 and 2008, the Organization held cash of approximately \$200 and \$64,500, respectively, restricted for a federal program.

### **Investments**

The Organization accounts for investments in accordance with standards of accounting for investments prescribed for not-for-profit organizations. Under this guidance, investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets.

In accordance with the Fair Value Measurements and Disclosures Topic of the FASB ASC, which establishes a framework for measuring fair value, investments have been valued based on level 1 inputs. Level 1 inputs are based on quoted prices in active markets for identical assets. Certificates of deposit are valued at cost plus accrued interest, which approximates market value at year end. Stocks are valued at quoted market prices.

### Land, Buildings and Equipment

The Organization generally capitalizes an asset if its life is estimated to be one year or greater and the cost is \$500 or greater. Fixed assets are recorded at cost or at fair value as of the date contributed. Depreciation is provided on the straight-line method over the estimated useful lives of the respective assets.

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

### **Income Taxes**

The Organization is exempt from federal and state income taxes under section 501(c)(3) of the Internal Revenue Code and is not a private foundation. Accordingly, no provision for income taxes has been made.

### **Donated Materials and Services**

Donated materials and equipment, if any, are reflected as contributions in the accompanying statements at their estimated values at date of receipt. Amounts for donated services are not reflected in the statements as no objective basis is available to measure the value of such services. However, a substantial number of volunteers have donated significant amounts of their time in program services.

### **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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

### Recently Adopted Accounting Standards

On January 1, 2009, the Organization adopted FASB ASC guidance concerning the accounting for income taxes recognized in an entity's financial statements. This interpretation prescribes a minimum probability threshold that a tax position must meet before a financial statement benefit is recognized. The minimum threshold is defined as a tax position that is more likely than not to be sustained upon examination by the applicable taxing authority, including resolution of any related appeals or litigation processes, based on the technical merits of the position. The tax benefit to be recognized is measured as the largest amount of benefit that is greater than fifty percent likely of being realized upon ultimate settlement. The guidance must be applied to all existing tax positions upon initial adoption. The Organization does not believe there are any uncertain tax positions at December 31, 2009. Additionally, the Organization has not recognized any tax related interest and penalties in the accompanying financial statements. Federal tax years that remain open for examination include the years ended December 31, 2007 through December 31, 2009. Adoption of this pronouncement had no impact on the Organization's financial position or results of operations.

### **NOTE 2 - CONTRIBUTIONS RECEIVABLE**

Contributions receivable consist of the following at December 31:

	2009	2008
Fundraising breakfast pledges Less allowance for doubtful accounts	\$ 331,236 (65,345)	\$ 255,722 (25,572)
	<u>\$ 265,891</u>	\$ 230,150
Receivable in less than one year Receivable in one to five years	\$ 238,229 27,662	\$ 147,759 82,391
	<u>\$ 265,891</u>	<u>\$ 230,150</u>

During 2009, the Organization performed a detailed evaluation of its outstanding contributions receivable. As a result, a charge to bad debt expense of \$65,632 was recorded in 2009.

### **NOTE 3 – INVESTMENTS**

Investments are stated at fair value, with fair value determined based on active markets (Level 1), and consist of the following as of December 31:

	2	.009		2008
Mutual funds and other	<u>\$</u>	5,000	<u>\$</u>	25,447
Investment income (loss) is comprised of the following for	or the years of	ended Decem	ber 31:	
	2	2009	<u> Addresidado (Cabolicado Cabolicado Cabolic</u>	2008
Not appropiation (depresiation) on investments	¢	765	<b>c</b>	(11 261)

		2007		2000
Net appreciation (depreciation) on investments Interest and dividends	\$	765 877	\$ —	(11,361) 7,189
	<u>\$</u>	1,642	<u>\$</u>	(4,172)

### NOTE 4 – LAND, BUILDINGS AND EQUIPMENT

Land, buildings and equipment consists of the following at December 31:

	2009	2008
Building and improvements	\$ 1,609,856	\$ 1,606,115
Equipment	209,364	226,298
• •	1,819,220	1,832,413
Less accumulated depreciation	(87,749)	(37,815)
	<u>\$ 1,731,471</u>	<u>\$ 1,794,598</u>

In April 2008, the Organization sold land to an unrelated third party for approximately \$606,000. The proceeds from this sale were used, along with other capital campaign funds, to purchase office space located in Nashville, Tennessee.

### NOTE 5 – TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following purposes or periods as of December 31:

		2009		2008
Contribution receivable (time restriction) High school bigs program (purpose restriction)	\$	265,891 60,000	\$ —	230,150
	<u>\$</u>	325,891	<u>\$</u>	230,150

### 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 statement of functional expenses. Accordingly, certain costs have been allocated among program and supporting services based on estimates by management.

### **NOTE 7 – CONCENTRATIONS**

The Organization receives a substantial amount of its revenue from Federal grants. A significant reduction in the level of this support, if it were to occur, could have an adverse impact on the Organization's programs and services. Amounts included in revenue from Federal grants totaled \$1,547,592 and \$1,230,171 in 2009 and 2008, respectively.

The Organization had cash deposits in excess of federally insured limits during 2009 and 2008.

### **NOTE 8 – LEASES**

The Organization has entered into non-cancelable operating lease agreements for certain office equipment. Rent expense totaled \$28,267 and \$57,871 (including \$34,920 in-kind) in 2009 and 2008, respectively.

The future minimum lease payments under operating lease arrangements are as follows for the years ending December 31:

2010	\$ 11,054
2011	11,054
2012	11,054
2013	6,337
2014	540
Thereafter	
	\$ 40,039

### **NOTE 9 – LINE OF CREDIT**

The Organization has a line of credit agreement with a bank, under which the Organization may borrow up to \$200,000. The interest rate is based on the prime rate minus one percent. This arrangement matures September 22, 2010. No borrowings were made under this arrangement at December 31, 2009 or 2008.

The Organization has a second line of credit agreement with a bank, under which the Organization may borrow up to \$100,000. The interest rate is subject to change based on changes in the prime rate. At December 31, 2009 and 2008, the interest rate was 6% and 4%, respectively. This arrangement matures November 23, 2010. Borrowings under this arrangement were \$32,700 and \$0, respectively, at December 31, 2009 and 2008.

### NOTE 10 - EMPLOYEE BENEFIT PLAN

The Organization has a tax sheltered investment plan covering fulltime employees. Following the completion of one year of employeent, employees become eligible for a match of up to 3% of the employee's contribution. Total contributions made to the plan were \$28,456 and \$27,019 for the years ended December 31, 2009 and 2008.

### **NOTE 11 – SUBSEQUENT EVENTS**

The Organization evaluated subsequent events through July 26, 2010, when these financial statements were available to be issued. The Organization is not aware of any significant events that occurred subsequent to the statement of financial position date but prior to the filing of this report that would have a material impact on the financial statements.