# MAGDALENE, INC. AND SUBSIDIARY

# CONSOLIDATED FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

June 30, 2011 and 2010

# MAGDALENE, INC. AND SUBSIDIARY

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## **INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors of Magdalene, Inc. and Subsidiary Nashville, Tennessee

We have audited the accompanying consolidated statements of financial position of Magdalene, Inc. and subsidiary (a nonprofit Organization) as of June 30, 2011 and 2010 and the related consolidated statements of activities, functional expenses and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated 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.

As described in Note 8, the Organization restated its net assets effective June 30, 2009 to properly record agency endowment funds held at the Community Foundation of Middle Tennessee.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Magdalene, Inc. and subsidiary as of June 30, 2011 and 2010, and the consolidated changes in their net assets and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Frasier Dem + Hourd, PLLC

November 18, 2011

# MAGDALENE, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF FINANCIAL POSITION June 30, 2011 and 2010

		2011	2010 (Restated			
Assets						
Current assets: Cash and cash equivalents Unconditional promises to give, current Accounts receivable Inventory Other current assets	\$	320,874 101,926 22,610 23,512 9,863	\$	619,339 123,101 - 6,345 4,821		
Total current assets		478,785		753,606		
Cash restricted for endowment		57,304		57,304		
Beneficial interest in assets at Community Foundation of Middle Tennessee		49,732		42,885		
Unconditional promises to give, net		30,697		61,833		
Third mortgages receivable		20,000		20,000		
Property and equipment, net		1,999,751		1,950,025		
Total assets	\$	2,636,269	\$	2,885,653		
Liabilities and Net A	Assets					
Current liabilities: Accounts payable and accrued expenses Notes payable, current	\$	51,877 6,006	\$	81,074 5,586		
Total current liabilities		57,883		86,660		
Unearned revenue on third mortgages Notes payable, net of current portion		20,000 34,948		20,000 40,898		
Total liabilities		112,831		147,558		
Net assets: Unrestricted Designated by board as agency endowment Temporarily restricted Permanently restricted		2,102,823 49,732 313,579 57,304		2,078,157 42,885 559,749 57,304		
Total net assets		2,523,438		2,738,095		
Total liabilities and net assets	\$	2,636,269	\$	2,885,653		

See accompanying notes to consolidated finanacial statements.

# MAGDALENE, INC. AND SUBSIDIARY CONSOLIDATED STATEMENT OF ACTIVITIES For the year ended June 30, 2011

	U	nrestricted	mporarily estricted	manently estricted	Total
Revenue and other support:			 	 	
Contributions	\$	473,562	\$ 45,049	\$ -	\$ 518,611
Thistle Farms product sales		376,563	-	-	376,563
Grants		275,000	-	-	275,000
Men's rehabilitation program		68,650	-	-	68,650
Other		14,065	-	-	14,065
Net assets released from					
restrictions		291,219	 (291,219)	 -	
Total revenue and other support		1,499,059	 (246,170)	 	1,252,889
Expenses:					
Program services:					
Women's sanctuary and rehabilitation		474,879			474,879
Thistle Farms		825,075	-	-	474,879 825,075
Thistie Parins		823,073	 _	 -	823,073
Total program services		1,299,954	 _	 -	1,299,954
Supporting services:					
Management and general		104,832	-	-	104,832
Fundraising		62,760	 -	-	62,760
Total supporting services		167,592	-	-	167,592
Total expenses		1,467,546	 -	-	1,467,546
Change in net assets		31,513	(246,170)	-	(214,657)
Net assets, beginning of year		2,121,042	 559,749	 57,304	2,738,095
Net assets, end of year	\$	2,152,555	\$ 313,579	\$ 57,304	\$2,523,438

See accompanying notes to consolidated finanacial statements.

# MAGDALENE, INC. AND SUBSIDIARY CONSOLIDATED STATEMENT OF ACTIVITIES For the year ended June 30, 2010 (Restated)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenue and other support:				
Contributions	\$ 368,732	\$ 1,584,075	\$ -	\$1,952,807
Thistle Farms product sales	235,976	-	-	235,976
Men's rehabilitation program	96,500	-	-	96,500
Grants	78,500	-	-	78,500
Other	42,738	6,306	-	49,044
Net assets released from				
restrictions	1,245,126	(1,245,126)		-
Total revenue and other support	2,067,572	345,255		2,412,827
Expenses:				
Program services:				
Women's sanctuary and				
rehabilitation	460,955	-	-	460,955
Thistle Farms	423,157			423,157
Total program services	884,112			884,112
Supporting services:				
Management and general	39,577			39,577
Fundraising	48,733	-	-	48,733
Tundraising	+0,755			40,755
Total supporting services	88,310			88,310
Total expenses	972,422			972,422
Losses:				
Loss on disposal of fixed asset	54,556			54,556
Change in net assets	1,040,594	345,255	-	1,385,849
Net assets, beginning of year,				
as previously reported	1,040,398	214,494	57,304	1,312,196
Restatement	40,050	-		40,050
Net assets, beginning of year,	1 000 440	214 404	57 204	1 252 246
as restated	1,080,448	214,494	57,304	1,352,246
Net assets, end of year	\$ 2,121,042	\$ 559,749	\$ 57,304	\$2,738,095

See accompanying notes to consolidated finanacial statements.

MAGDALENE, INC. AND SUBS	IDIARY
<b>CONSOLIDATED STATEMENT OF FUNCT</b>	<b>TIONAL EXPENSES</b>
For the year ended June 30, 2	011
Program Services	Supporting Services

			Progr	am Services			ting Services					
	San	Vomen's ctuary and abilitation		Thistle Farms	Total Program Services	nagement l General		ndraising		Total upporting Services	]	Total Expenses
Salaries	\$	208,671	\$	304,078	\$ 512,749	\$ 37,652	\$	30,225	\$	67,877	\$	580,626
Cost of sales - labor		-		134,361	134,361	-		-		-		134,361
Cost of sales - materials		-		96,674	96,674	-		-		-		96,674
Depreciation		49,950		27,797	77,747	8,978		8,510		17,488		95,235
Legal and professional		-		39,214	39,214	18,622		-		18,622		57,836
Utilities		35,551		16,300	51,851	-		-		-		51,851
Miscellaneous		976		36,160	37,136	733		9,977		10,710		47,846
Payroll tax		17,739		20,552	38,291	5,396		2,256		7,652		45,943
Insurance		19,684		21,660	41,344	-		-		-		41,344
Repairs and maintenance		22,769		16,474	39,243	-		-		-		39,243
Bad debt expense		-		-	-	28,960		-		28,960		28,960
Medical		27,927		-	27,927	-		-		-		27,927
Supplies		-		26,451	26,451	-		-		-		26,451
Other program expenses		3,858		21,990	25,848	20		-		20		25,868
Transportation		9,485		16,228	25,713	-		-		-		25,713
Advertising and promotion		-		23,179	23,179	-		-		-		23,179
Mental health		22,507		-	22,507	-		-		-		22,507
Cost of sales - printing		-		20,696	20,696	-		-		-		20,696
Stipends		16,519		-	16,519	-		-		-		16,519
Newsletter		4,435		-	4,435	2,587		2,217		4,804		9,239
Clothing and grooming		8,440		-	8,440	-		-		-		8,440
Printing and supplies		3,863		-	3,863	1,127		3,425		4,552		8,415
Contract labor		6,944		-	6,944	-		-		-		6,944
Food and household supplies		6,212		-	6,212	-		-		-		6,212
Telephone		5,244		-	5,244	617		308		925		6,169
Donor management		-		-	-	-		4,821		4,821		4,821
Interest		3,242		-	3,242	-		-		-		3,242
Employee benefits		863		1,097	1,960	140		1,021		1,161		3,121
Credit card and bank fees		-		2,164	 2,164	 -		-		-		2,164
	\$	474,879	\$	825,075	\$ 1,299,954	\$ 104,832	\$	62,760	\$	167,592	\$	1,467,546

See accompanying notes to consolidated financial statements.

# MAGDALENE, INC. AND SUBSIDIARY CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES For the year ended June 30, 2010

	Program Services					Supporting Services							
	San	Vomen's ctuary and abilitation		Thistle Farms		Total Program Services		nagement I General	Fu	ndraising		Total Ipporting Services	 Total Expenses
Salaries	\$	185,045	\$	184,634	\$	369,679	\$	15,527	\$	26,910	\$	42,437	\$ 412,116
Cost of sales - materials		-		78,434		78,434		-		-		-	78,434
Depreciation		48,840		-		48,840		-		-		-	48,840
Cost of sales - labor		-		44,915		44,915		-		-		-	44,915
Payroll tax		17,598		15,779		33,377		1,487		4,084		5,571	38,948
Miscellaneous		10,679		13,274		23,953		718		14,263		14,981	38,934
Utilities		29,941		3,333		33,274		-		-		-	33,274
Reimbursement - St. Augustine's		27,519		-		27,519		1,529		1,529		3,058	30,577
Repairs and maintenance		19,392		10,097		29,489		-		-		-	29,489
Insurance		18,361		9,330		27,691		-		-		-	27,691
Medical		23,183		-		23,183		-		-		-	23,183
Other program expenses		8,630		12,910		21,540		240		-		240	21,780
Legal and professional		-		2,037		2,037		16,729		-		16,729	18,766
Stipends		16,950		-		16,950		-		-		-	16,950
Mental health		14,436		-		14,436		-		-		-	14,436
Transportation		5,692		8,703		14,395		-		-		-	14,395
Cost of sales - printing		-		13,766		13,766		-		-		-	13,766
Contract labor		13,354		-		13,354		-		-		-	13,354
Advertising and promotion		-		10,136		10,136		-		-		-	10,136
Printing and supplies		4,521		1,466		5,987		1,617		560		2,177	8,164
Supplies		-		6,830		6,830		-		-		-	6,830
Credit card and bank fees		-		5,573		5,573		-		-		-	5,573
Telephone		4,185		-		4,185		492		246		738	4,923
Food and household supplies		4,113		-		4,113		-		-		-	4,113
Newsletter		1,950		-		1,950		1,138		975		2,113	4,063
Interest		3,629		-		3,629		-		-		-	3,629
Clothing and grooming		2,322		-		2,322		-		-		-	2,322
Employee benefits		615		781		1,396		100		166		266	1,662
Meals and events		-		1,159		1,159		-		-		-	 1,159
	\$	460,955	\$	423,157	\$	884,112	\$	39,577	\$	48,733	\$	88,310	\$ 972,422

See accompanying notes to consolidated financial statements.

# MAGDALENE, INC. AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CASH FLOWS For the years ended June 30, 2011 and 2010

	2011	201	0 (Restated)
Cash flows from operating activities:			
Change in net assets	\$ (214,657)	\$	1,385,849
Adjustments to reconcile change in net assets to			<i>, ,</i>
net cash (used in) provided by operating activities:			
Depreciation	95,235		48,840
Change in beneficial interest in assets	(6,847)		(2,835)
Loss on disposal of fixed assets	-		54,556
Contribution restricted for long-term purpose	-		(1,500,000)
Provision for bad debts (recovery)	28,960		(10,659)
Change in operating assets and liabilities:			
Accounts receivable	(22,610)		-
Unconditional promises to give	23,351		40,219
Inventory	(17,167)		5,489
Other current assets	(5,042)		(2,704)
Accounts payable and accrued expenses	 (29,197)		37,046
Net cash (used in) provided by operating activities	 (147,974)		55,801
Cash flows from investing activities:			
Purchases of property and equipment	(144,961)		(1,090,923)
Contribution restricted for long-term purpose	-		1,500,000
Net cash (used in) provided by investing activities	 (144,961)		409,077
Cash flows from financing activities:			
Principal payments on note payable	(5,530)		(5,138)
Net cash used in financing activities	 (5,530)		(5,138)
Net (decrease) increase in cash and cash equivalents	(298,465)		459,740
Cash and cash equivalents, beginning of year	 619,339		159,599
Cash and cash equivalents, end of year	\$ 320,874	\$	619,339
Supplemental schedule of cash flow information: Interest paid	\$ 3,121	\$	3,629

See accompanying notes to consolidated financial statements.

## NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Nature of Organization**

Magdalene, Inc. and subsidiary (the "Organization") is a nonprofit corporation, organized in the state of Tennessee in 1993. Its mission is to provide sanctuary, instruction, treatment and employment for women with a history of prostitution and addiction.

The Organization operates from facilities located in Nashville, Tennessee and attracts its participants and its support primarily from the Middle Tennessee area. The Organization is supported primarily by contributions from the general public, by fees for rehabilitation services provided for the men who are arrested for first offense soliciting in conjunction with the local court system, and by fundraising events.

The following program services are provided by the Organization:

*Women's sanctuary and rehabilitation* – A two-year residential community that provides housing and education for women with a criminal history of addiction and prostitution.

*Thistle Farms* – A program that requires all participants to assist in manufacturing and selling selected domestic home items, such as candles, skin and lip balms, bath salts, etc. under the brand name of Thistle Farms. The program assists the participants in acquiring and developing life skills needed to assimilate into the workplace at the completion of the program.

The Organization has established a wholly-owned subsidiary, Magdalene Homes, LLC, to construct residential housing for graduates of its program.

#### **Principles of Consolidation**

The consolidated statements include the accounts and activities of Magdalene, Inc. and Magdalene Homes, LLC. All significant intercompany accounts and transactions have been eliminated in consolidation.

#### **Basis of Presentation**

The accompanying consolidated financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Organization and changes therein are classified and reported as follows:

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

#### **NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

#### **Basis of Presentation** (Continued)

*Temporarily restricted net assets* – 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 consolidated statements of activities as net assets released from restrictions.

*Permanently restricted net assets* – 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 and any related investments for general or specific purposes.

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

For purposes of the consolidated statements of cash flows, the Organization considers all cash and related short-term investments with original maturities of three months or less to be cash equivalents.

#### **Unconditional Promises to Give**

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. 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. 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. The Organization uses the allowance method to determine uncollectible unconditional promises to give.

#### Accounts Receivable

The Organization fulfills merchandise orders to businesses and sends invoices at a later date. Management believes accounts receivable are fully collectible. Accordingly, no allowance for doubtful accounts is considered necessary.

#### **Inventory**

Inventory consisting of bath and home products and related raw materials is stated at the lower of cost or market. Cost is determined by the first-in, first-out method.

## NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Property and Equipment**

Property and equipment are recorded at cost or, if donated, at the estimated fair market value at the date of donation. Depreciation is provided using the straight-line basis over the estimated useful lives of the respective assets. Expenditures for repairs and maintenance are charged to expense as incurred.

### **Income Taxes**

The Organization is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code and is not a private foundation. Therefore, no provision for federal income taxes is included in the accompanying consolidated financial statements.

The Organization adopted Financial Accounting Standards Board Accounting Standards Codification guidance that clarifies the accounting for uncertainty in income taxes recognized in an entity's financial statements. This guidance 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. This guidance must be applied to all existing tax positions upon initial adoption. The Organization has no tax penalties or interest reported in the accompanying consolidated financial statements. Tax years that remain open for examination include the years ended June 30, 2008 through June 30, 2011.

#### **Functional Allocation of Expenses**

The costs of providing programs and supporting services have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited based upon management's estimate.

#### **Use of Estimates**

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect 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.

## NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

#### **Donated Goods and Services**

Donated goods and services are recognized at the fair value of items received at the time of donation. Volunteer time is recognized to the extent such time is provided by individuals with specialized training and would normally need to be purchased. The Organization also receives volunteer services from a number of individuals in carrying out its programs but not meeting the criteria for recognition in the consolidated financial statements.

#### Subsequent Events

The Organization evaluated subsequent events through November 18, 2011, when these consolidated financial statements were available to be issued. The Organization is not aware of any significant events that occurred subsequent to the consolidated statement of financial position date but prior to the filing of this report that would have a material impact on the consolidated financial statements.

#### **Reclassifications**

Certain reclassifications have been made to the 2010 amounts to conform with 2011 presentation.

## NOTE 2 – UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give consist of the following at June 30:

	2011	2010
Unconditional promises to give	\$ 186,397	\$ 224,948
Less: allowance for uncollectible contributions	(53,579)	(39,353)
Less: discount to net present value	(195)	(661)
Net unconditional promises to give	132,623	184,934
Less: amounts receivable in less than one year, net	(101,926)	(123,101)
Receivable in one to five years, net	<u>\$ 30,697</u>	<u>\$ 61,833</u>

### NOTE 3 – PROPERTY AND EQUIPMENT

Property and equipment at June 30, consists of the following:

	2011	2010
Land and buildings	\$ 2,238,339	\$ 2,077,395
Furniture, fixtures and equipment	76,739	52,699
Vehicle	17,490	17,490
Construction in progress	-	40,023
Leasehold improvements	10,236	10,236
	2,342,804	2,197,843
Less: accumulated depreciation	(343,053)	(247,818)
	<u>\$1,999,751</u>	<u>\$1,950,025</u>

### **NOTE 4 – NOTES PAYABLE**

The Organization has a note agreement that provides for monthly payments of \$731, including interest at 7.27%, through maturity in March 2017. Borrowings under this agreement are secured by a first deed of trust on certain property. Amounts outstanding under the loan totaled \$40,954 and \$46,484 at June 30, 2011 and 2010, respectively.

Scheduled maturities of the note payable are as follows for the year ending June 30:

2012	\$	6,006
2013		6,458
2014		6,943
2015		7,466
2016		8,028
Thereafter		6,053
	<u>\$</u>	40,954

### NOTE 5 – NET ASSETS

Temporarily restricted net assets consist of the following at June 30:

	2011	2010
Donation for the purchase of the new Thistle Farms building Donation for women's healthcare and nurse practitioner Unconditional promises to give due in future periods	\$ 130,956 50,000 132,623	\$ 374,815 
	<u>\$ 313,579</u>	<u>\$ 559,749</u>

Permanently restricted net assets are restricted to investment in perpetuity, the income from which is expendable to support the operations of the Organization. Permanently restricted net assets totaled \$57,304 at June 30, 2011 and 2010.

## **NOTE 6 – RELATED PARTIES**

During the year ended June 30, 2010, the Organization operated its administrative facilities from Saint Augustine's Chapel, which donated the use of these facilities without cost, other than direct reimbursable expenses, as part of its community outreach program. Expenses reimbursed to the Chapel for program and administrative assistance were \$5,577 for the year ended June 30, 2010. During the year ended June 30, 2010, the Organization purchased its own facilities for both administrative and manufacturing use. Those facilities were placed into service in fiscal 2011. No expenses were paid to St. Augustine's Chapel in fiscal 2011.

The Treasurer maintains the internal bookkeeping records of the Organization and was compensated \$500 for these services for each of the years ended June 30, 2011 and 2010.

## NOTE 7 – MAGDALENE HOMES, LLC

Magdalene Homes, LLC, was organized on April 1, 2004 as a Tennessee limited liability company and is owned 100% by Magdalene, Inc. for the purpose of purchasing real estate and building residential homes for graduates of its program. During the year ended June 30, 2008, the construction of two homes was completed and the homes sold to former Magdalene residents. The sales price of the two homes was \$203,000, including unearned revenue for third mortgages of \$20,000. Unearned revenue on third mortgages represents the non-interest bearing third mortgage loans held by the Organization related to these homes. The homeowners were required to sign a third mortgage for the difference between the estimated fair market value of the home, and the balance of other mortgages at the transfer date. The Organization does not foresee collection of the third mortgage loans except in the event of sale, refinance, or other transfer of the home by the owner.

#### NOTE 8 – MAGDALENE, INC. AGENCY ENDOWMENT FUND AT COMMUNITY FOUNDATION OF MIDDLE TENNESSEE AND RESTATEMENT

The Community Foundation of Middle Tennessee (the "Community Foundation") maintains agency investments on behalf of the Organization. Under the terms of the agreement, the Community Foundation has variance power and is the legal owner of the investments. However, the Organization is the beneficiary of the fund and receives distributions of income, subject to the Community Foundation's spending policy. The investments primarily result from unrestricted amounts transferred by the Organization to the Community Foundation in prior years.

During 2011, the Organization determined that such assets should be recorded in the accompanying consolidated financial statements in accordance with Financial Accounting Standards Board Accounting Standards Codification guidance. Accordingly, the Organization has restated its net assets effective June 30, 2009 as follows:

Unrestricted net assets as previously recorded at June 30, 2009	\$ 1,040,398
Beneficial interest in assets at Community Foundation of Middle Tennessee	40,050

Total net assets, as restated at June 30, 2009 \$1,080,448

The Organization has recorded the related asset "beneficial interest in assets at Community Foundation of Middle Tennessee" in the accompanying consolidated statements of financial position. In addition, the Organization has recorded revenue of \$6,847 and \$2,835 for the years ended June 30, 2011 and 2010, respectively, in the statements of activities.

## **NOTE 9 – CONCENTRATIONS**

The Organization maintains its cash in bank accounts that at times may exceed federally insured limits. The Organization has not experienced any losses in such accounts. Deposits are insured by the Federal Deposit Insurance Corporation ("FDIC"). Management believes the Organization is not exposed to any significant credit risk on cash. Uninsured balances at June 30, 2011 and 2010 totaled \$0 and \$124,802, respectively.