# TENNESSEE KIDNEY FOUNDATION, INC.

# FINANCIAL STATEMENTS AND INDEPENDENT AUDITOR'S REPORT

JUNE 30, 2010 AND 2009

# TENNESSEE KIDNEY FOUNDATION, INC. Financial Statements JUNE 30, 2010 AND 2009

# **Table of Contents**

	Page
Independent Auditor's Report	1
Financial Statements	
Statements of Financial Position	2
Statements of Activities	3-4
Statements of Cash Flows	5
Statements of Functional Expenses	6-7
Notes to Financial Statements	8-14



# CPA for the Not-For-Profit Sector

1009 Harding Trace Court Nashville, TN 37221 phone 615-673-7307 cell 615-479-4770 kim@thomasonfinancial.com

# **INDEPENDENT AUDITOR'S REPORT**

To Board of Directors of Tennessee Kidney Foundation, Inc. Nashville, Tennessee

We have audited the accompanying statements of financial position of the Tennessee Kidney Foundation, Inc. as of June 30, 2010 and 2009, and the related statements of activities, cash flows and functional expenses 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 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 Tennessee Kidney Foundation, Inc. as of June 30, 2010 and 2009, 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.

men Resource November 15, 2010

#### TENNESSEE KIDNEY FOUNDATION, INC. STATEMENTS OF FINANCIAL POSITION JUNE 30, 2010 AND 2009

ASSETS		
	<u>2010</u>	2009
Current Assets		
Cash and cash equivalents	\$ 391,779	\$ 422,481
Contributions receivable	-	10,900
Grant receivable	4,831	-
Prepaid insurance	2,930	790
Total current assets	\$ 399,540	\$ 434,171
Equipment		
Equipment	64,117	64,117
Less: accumulated depreciation	(62,692)	(59,790)
Total equipment	1,425	4,327
Other Assets		
Investments		50,000
Total assets	\$ 400,965	\$ 488,498
LIABILITIES AND NET ASSETS		
Current Liabilities		
Accounts payable	\$ 3,899	\$ 4,410
Accrued liabilities	10,296	-
Due to National office	-	4,817
Total current liabilities	14,195	9,227
Net Assets		
Unrestricted	309,571	367,858
Temporarily restricted	77,199	111,413
Total net assets	386,770	479,271
Total liabilities and net assets	\$400,965	\$ 488,498

#### **TENNESSEE KIDNEY FOUNDATION, INC.** STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2010

	Unrestricted	Temporarily Restricted	Total
Revenue	omesticieu	Restricted	Total
Public support:			
Received directly - Grant income	\$-	\$ 40,646	\$ 40,646
Received directly - Contributions	پ 34,759	φ 40,040	34,759
Received indirectly - United Way and federated funds	12,162	-	12,162
Received indirectly - Combined federal campaign	12,102	-	12,102
Special event revenue:	-	-	-
Revenue	518,600		518,600
Less direct costs	(225,342)	-	-
Net revenue from special events	293,258		(225,342)
Total public support	340,179	40,646	293,258
Total public support	340,179	40,040	380,825
Other revenue:			
Interest income	1,013	507	1,520
Total other revenue	1,013	507	1,520
Net assets released from restrictions	75,367	(75,367)	-
Total public support and other revenue	416,559	(34,214)	382,345
Free Free Free Free Free Free Free Free	,		
Expenses			
Program services:			
Research	18,996	-	18,996
Community education	92,738	-	92,738
Professional education	64,178	-	64,178
Community services	201,115	-	201,115
Total program services	377,027	-	377,027
Supporting services:			
Fundraising	58,508	-	58,508
Management and general	39,311		39,311
Total supporting services	97,819	=	97,819
Total expenses	474,846	-	474,846
Decrease in net assets	(58,287)	(34,214)	(92,501)
Net assets at beginning of year	367,858	111,413	479,271
Net assets at end of year	\$ 309,571	\$ 77,199	\$ 386,770
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#### TENNESSEE KIDNEY FOUNDATION, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2009

	Unrestricted	Temporarily <u>Restricted</u>	Total
Revenue			
Public support:			
Received directly - Grant income	\$-	\$ 46,358 \$	
Received directly - Contributions	86,178	-	86,178
Received indirectly - United Way and federated funds	19,745	-	19,745
Received indirectly - Combined federal campaign	-	-	-
Special event revenue:			
Revenue	539,883	-	539,883
Less direct costs	(262,579)	-	(262,579)
Net revenue from special events	277,304	-	277,304
Total public support	383,227	46,358	429,585
Other revenue:			
Program service fees	58,330	-	58,330
Interest income	11,120	1,621	12,741
Sales of donated vehicles	51,109	-	51,109
Less cost of sales & selling expenses	(68,676)		(68,676)
Net sales of donated vehicles	(17,567)		(17,567)
Total other revenue	51,883	1,621	53,504
Net assets released from restrictions	123,057	(123,057)	
Total public support and other revenue	558,167	(75,078)	483,089
Expenses			
Program services:			
Research	45,584	-	45,584
Public education	51,257	-	51,257
Professional education	144,842	-	144,842
Patient services	216,972	-	216,972
Community services	67,350	<u> </u>	67,350
Total program services	526,005	-	526,005
Supporting services:			
Fundraising	22,605	-	22,605
Management and general	59,6 <u>1</u> 8	-	59,618
Total supporting services	82,223	-	82,223
Total expenses	608,228		608,228
Decrease in net assets	(50,061)	(75,078)	(125,139)
Net assets at beginning of <b>y</b> ear	417,919	186,491	604,410
Net assets at end of year	\$ 367,858	<u>\$ 111,413</u>	479,271

#### TENNESSEE KIDNEY FOUNDATION, INC STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2010 AND 2009

Cash Flows From Operating Activities: Change in net assets Adjustments to reconcile increase in net assets to net cash provided by operating activities:	\$ <u>2010</u> (92,501)	\$ <u>2009</u> (125,139)
Depreciation	2,902	4,546
Donation of vehicles	-	(51,109)
Proceeds from the disposition of donated vehicles Changes in operating assets and liabilities:		51,109
Contributions receivable	10,900	(3,171)
Grant receivable	(4,831)	
Prepaid insurance	(2,140)	495
Accounts payable	(511)	(13,630)
Due to National	(4,817)	3,298
Accrued Liabilities	 10,296	 
Net cash used in operating activities	 (80,702)	 (133,601)
Cash Flows From Investing Activities:		
Purchases of equipment	-	(6,111)
Proceeds from sale of investments	 50,000	-
Net cash provided by (used in) investing activities	 50,000	(6,111)
Net decrease in cash and cash equivalents	(30,702)	(139,712)
Cash and cash equivalents at beginning of year	 422,481	 562,193
Cash and cash equivalents at end of year	\$ 391,779	\$ 422,481
Supplemental schedule of noncash operating activities:		
In-kind donations	\$ 52,894	\$ 118,040

#### TENNESSEE KIDNEY FOUNDATION, INC STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2010

			Program Service	es	Su				
					Total				
		Community	Professional	Patient	Program	Management		Supporting	Total
	<u>Research</u>	Education	Education	<u>Services</u>	Services	and General	<u>Fundraising</u>	Services	Expenses
Salaries	\$ 7.643	\$ \$ 37,123	\$ 26.203	\$ 41,489	\$ 112,458	\$ 8,734	\$ 37,414	\$ 46,148	\$ 158,606
Employee benefits	1,555			12,560	26,617	1,777	11,924	13,701	40,318
Payroll taxes	734	· · · · · · · · · · · · · · · · · · ·		3,013	8,676	839	2,862	3,701	12,377
Total compensation	9,932			57,062	147,751	11,350	52,200	63,550	211,301
Awards and grants	279	757	11		1,047	319	159	478	1,525
Professional fees	1,703	5 E E E	5,838	9,243	21,405	1,946	973	2,919	24.324
Direct assistance to patients	1,700	21,211	Contraction (Contraction)	96,371	117,582	1,040	-	2,010	117,582
Office supplies and services	989			5,370	12,661	1,131	565	1.696	14,357
Telephone and fax	408			2,213	5,125	466	232	698	5,823
Postage and shipping	270			1,466	3,395	309	153	462	3,857
Building occupancy	1,691			9,180	21,259	1,933	965	2,898	24,157
Insurance	246	i de la compañía de l		1,333	3,087	281	140	421	3,508
Printing and publications	284	770	973	1,540	3,567	324	162	486	4,053
Meetings and travel	674	1,828	2,309	3,657	8,468	770	1,519	2,289	10,757
Revenue share to NKF	2,520	6,840	8,640	13,680	31,680	2,880	1,440	4,320	36,000
Legal fees for merger	<b>_</b> 1:	-	-	-	-	10,899	-	10,899	10,899
Miscellaneous	-	-	-	-	-	3,801	-	3,801	3,801
Direct expenses of special events	-	-	-	-	-	-	225,342	225,342	225,342
Depreciation	-	-	-	-	-	2,902	-	2,902	2,902
Total expenses	18,996	92,738	64,178	201,115	377,027	39,311	283,850	323,161	700,188
Less: expenses netted with revenue on statement of activities;									
Direct expenses of special events	1			-	-	-	(225,342)	(225,342)	(225,342)
Total expenses by function	\$ 18,996	<u>\$</u> 92,738	64,178	\$ 201,115	\$ 377,027	\$ 39,311			\$ 474,846
Current year's percentages	4.009	% 19.53%	6 13.52%	42.35%	79.40%	8.28%	12.32%	20.60%	100.00%

#### TENNESSEE KIDNEY FOUNDATION, INC STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2009

				Р	rog	gram Service	98					 Su	ррог	ting Servic	es			
	Ī	Research	Ē	Public Education		rofessional Education	3	Patient Services	mmunity ervices		Total Program Services	nagement I General	Fu	ndraising		Total upporting Services	Ì	Total Expenses
Salaries Employee benefits	\$	16,972 2,873	\$	19,085 3,230	\$	9,128	\$	4,942	\$ 4,244	\$	144,262 24,417	\$ 3,471	\$	1,425	\$	28,920 4,896	\$	173,182 29,313
Payroll taxes Total compensation		<u>1,339</u> 21,184		1,505 23,820	_	<u>4,254</u> 67,311		<u>2,303</u> 36,444	1,978 <u>3</u> 1,299		11,379 180,058	 <u>1,617</u> 25,593		664 10,504		2,281 36,097		13,660 216,155
Awards and grants Professional fees		156 2,266		175 2,548		495 7,200		268 3,898	230 3,348		1,324 19,260	188 2,738		77 1,124		265 3,862		1,589 23,122
Direct assistance to patients Office supplies and services Telephone and fax		- 1,413 543		- 1,589 610		4,489 1,725		138,552 2,430 934	2,087 802		138,552 12,008 4,614	- 1,707 656		- 701 269		2,408 925		138,552 14,416 5,539
Postage and shipping Building occupancy		686 2,270		772 2,552		2,181 7,212		1,181 3,905	1,014 3,354		5,834 19,293	829 2,742		340 1,126		1,169 3,868		7,003 23,161
Insurance Printing and publications Meetings and travel		1,246 1,006 6,565		1,401 1,132 7,382		3,960 3,197 20,859		2,144 1,731 11,294	1,841 1,487 9,700		10,592 8,553 55,800	1,506 1,216 7,931		618 499 3,256		2,124 1,715 11,187		12,716 10,268 66,987
Revenue share to NKF Miscellaneous		7,962 287		8,954 322		25,301 912		13,698 493	11,765 423		67,680 2,437	9,620 346		3,949 142		13,569 488		81,249 2,925
Donated vehicles cost of sales Donated vehicles service providers Direct expenses of special events	ł	-		-		-		-	-		-	51,109 17,567		- - 262.579		51,109 17,567 262,579		51,109 17,567 262,579
Depreciation Total expenses		- 45,584		- 51,257		- 144,842		- 216,972	- 67,350	-	526,005	 4,546 128,294	_	285,184		<u>4,546</u> 413,478		4,546 939,483
Less: expenses netted with revenue on statement of activities:																		
Cost of sales/selling exps donated Direct expenses of special events Total expenses by function	\$	- 45,584	\$	- 51,257	\$	144,842	\$	216,972	\$ 67,350	\$	526,005	\$ (68,676) - 59,618	\$	_ (262,579) 22,605	\$	(68,676) (262,579) 82,223	\$	(68,676) (262,579) 608,228
Current year's percentages		7.49%		8.43%		23.81%		35.67%	11.07%		86.48%	9.80%		3.72%		13.52%		100.00%

# **NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

## **Organization and Nature of Activities**

In late December 2009, Tennessee Kidney Foundation, Inc. (the "Organization") approved an agreement for the merger of the Organization and the National Kidney Foundation of Middle Tennessee, Inc. ("NFKMTN"). As a result, the Organization became the surviving entity, with the full board of directors and management of NKFMTN becoming the full board of directors and management of the Organization. As such, the operations of NKFMTN will be included as part of the Organization's consolidated operations for the year ended June 30, 2010.

The Organization is a Tennessee not-for-profit corporation, located in Nashville, Tennessee. The Organization's purpose is to improve the health and well-being of Tennesseans affected by kidney disease through education, prevention, treatment and promotion of organ donation.

### **Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles and in the prescribed format required by the National Kidney Foundation, Inc., for its affiliated foundations. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

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

<u>Temporarily restricted net assets</u> – net assets subject to donor-imposed restrictions that may or will be met, either by actions of the Organization and/or the passage of time.

<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 and any related investments for general or specific purposes.

The amount for each of these classes of net assets is displayed in the statement of financial position and the amount of change in each class of net assets is displayed in the statement of activities. There were no permanently restricted net assets as of June 30, 2010 or 2009.

## **NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued**

### 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 three months or less, to be cash and cash equivalents.

## **Contributions**

Contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Contributions that are restricted by the donor 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.

### Equipment

Equipment is recorded at cost to the Organization, or if donated, at the estimated fair market value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Estimated useful life is 5 years for equipment.

Expenditures for repairs and maintenance are charged to operations when incurred.

## **Donated Material, Services and Equipment**

A substantial number of unpaid volunteers have made contributions of their time to assist the Organization, and substantial contributions of materials for use in special events have been received. The value of contributed materials for years ended June 30, 2010 and 2009 is \$52,894 and \$118,040, respectively, and is properly reflected in the financial statements. The value of time contributed by volunteers is not estimable.

## **Expense Allocation**

The costs of providing program services and supporting services have been summarized on a functional basis in the statement of activities and in the statement of functional expenses. Accordingly, certain costs have been allocated among programs and supporting services based on actual or estimated time employees spend on each function.

# **NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued**

# Use of Estimates

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

# Income Taxes

The Organization is a nonprofit organization exempt from income taxes under Section 501 (c) (3) of the Internal Revenue Code, and the Organization is classified as an entity that is not a private foundation as defined in Section 509(a) of the Internal Revenue Code. Therefore, no provision for income taxes is included in the accompanying financial statements.

# **Contributions Receivable**

Contributions receivable are recorded at their estimated value and reflect discounts for payment terms greater than one year, if applicable. Contributions receivable are considered to be conditional or unconditional promises to give. A conditional contribution is one which depends on the occurrence of some specified uncertain future event to become binding on the donor. Conditional contributions are not recorded as revenue until the condition is met, at which time they become unconditional. Unconditional contributions are recorded as revenue at the time verifiable evidence of the promise to give is received. There were no conditional promises to give as of June 30, 2010 or 2009.

# **Grants Receivable**

The Organization considers grants and contracts receivable to be fully collectible at year-end. Accordingly, no allowance for doubtful accounts has been recorded.

# Investments

The Organization has adopted the provisions of SFAS No. 124, *Accounting for Certain Investments Held for Not-For-Profit Organizations*. Under SFAS No. 124, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair market values in the statement of financial position. Investment income and unrealized gains are losses are reported as changes in unrestricted net assets unless the use of income has been restricted by the donor.

# **NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - continued**

# Fair Value

The Organization has an established process for determining fair values. Fair values are based upon market prices, where available. Assets and liabilities recorded at fair value in the statements of financial position are categorized based on the level of judgment associated with the inputs used to measure their fair value. Level inputs, as defined by generally accepted accounting principles, are as follows:

Level 1 - Values are unadjusted quoted prices for identical assets in active markets accessible at the measurement date.

Level 2 – Inputs include quoted prices for similar assets in active markets, quoted prices from those willing to trade in markets that are not active, or other inputs that are observable or can be corroborated by market data for the term of the instrument. Such inputs include market interest rates and volatilities, spreads and yield curves.

Level 3 – Certain inputs are unobservable (supported by little or no market activity) and significant to the fair value measurement. Unobservable inputs reflect the Organization's best estimate of what hypothetical market participants would use to determine a transaction price for the asset or liability at the reporting date.

The Organization's financial instruments consist of contributions receivable, grants receivable, investments, accounts payable and accrued liabilities. The recorded values of contributions receivable, grants receivable, accounts payable and accrued liabilities approximate their fair values based on their short-term nature. Investments are recorded at fair value using Level 1 inputs.

# **NOTE 2 – RESTRICTIONS ON NET ASSETS**

Temporarily restricted net assets consist of the following at June 30, 2010 and 2009 for the following purposes:

	<u>2010</u>	<u>2009</u>
Nutritional supplements	<u>\$77,199</u>	\$111,413

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors as follows:

	<u>2010</u>	2009
Patient services and education	\$ 74,262	\$ 73,307
Nutritional supplements		49,750
Total restrictions released	<u>\$ 75,367</u>	<u>\$ 123,057</u>

## **NOTE 3 – INVESTMENTS**

Investments consist of the following at June 30:

	<u>2010</u>	<u>2009</u>
Government agency obligations	\$ -	\$50,000

Interest and dividends earned from investments totaled \$10,554 for the year ended June 30, 2009.

# NOTE 4 – DUES TO NATIONAL KIDNEY FOUNDATION

As a previous affiliate of the National Kidney Foundation, Inc. (National) through December 2009, the Organization was required to remit 25% of its support and revenue, net of funds restricted for use in the Middle Tennessee area, and net of direct fund-raising expenses, to National. National provided program, management and fund raising services in return for these payments. Expenses related to these payments totaled \$36,000 and \$81,248 for the years ended June 30, 2010 and 2009, respectively.

# NOTE 5 – LEASE COMMITMENT

The Organization leases office facilities under an operating lease which expires in July 2011. Rent expense for the years ended June 30, 2010 and 2009 totaled \$24,157 and \$23,160, respectively.

Future minimum lease payments under the office operating lease are as follows:

Year Ending <u>June 30</u> ,	Amount
2011 2012	24,516 2,048
	<u>\$ 26,564</u>

## NOTE 6 - RETIREMENT PLAN

The Organization has a simplified employee pension plan for essentially all employees developed pursuant to Internal Revenue Code Section 403(b). Contributions by the Organization equal 8% of annual salary and totaled \$ 10,835 and \$10,626 for the years ending June 30, 2010 and 2009, respectively.

# NOTE 7 - VITAMIN SETTLEMENT GRANT

In June 2003, the Organization received \$587,250 from the State of Tennessee related to a vitamin antitrust lawsuit settlement. The funds must be used solely for purposes identified by the Organization in their grant fund application, and mainly entail purchasing nutritional supplements for dialysis patients. As of June 30, 2010, \$504,709 of funds has been released from restriction. The grant funds have also earned \$507 of interest during 2010.

## NOTE 8 – SUBSEQUENT EVENTS

The Organization evaluated subsequent events through November 15, 2010, the issuance of the Organization's financial statements.

# NOTE 9 – RELATED PARTY

An officer of the board is a partner of a local law firm, which provided legal services for the Organization. The Organization paid his firm \$10,900 for these services for the year ended June 30, 2010. The officer receives no compensation from the Organization as a director of the Organization's board.