

**Audited
Financial Statements**

Hale Reservation, Inc.

December 31, 2012

Hale Reservation, Inc.

Audited Financial Statements

December 31, 2012

INDEPENDENT AUDITORS' REPORT	1
AUDITED FINANCIAL STATEMENTS	
STATEMENTS OF FINANCIAL POSITION	2
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS	3
STATEMENTS OF FUNCTIONAL EXPENSES	5
STATEMENTS OF CASH FLOWS	7
NOTES TO FINANCIAL STATEMENTS	8

G.T. Reilly & Company

ReillyTech

Reilly Benefits

Reilly Business Services

424 Adams Street
Milton, MA 02186-4358
617 696-8900
617 698-1803 fax
www.gtreilly.com

INDEPENDENT AUDITORS' REPORT

Board of Directors
Hale Reservation, Inc.

We have audited the accompanying financial statements of Hale Reservation, Inc., which comprise the statements of financial position as of December 31, 2012 and 2011, and the related statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

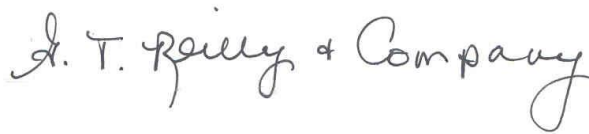
Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risk of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Corporation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Hale Reservation, Inc. as of December 31, 2012 and 2011, and the changes in its net assets and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.



G.T. Reilly & Company

Milton, Massachusetts
May 2, 2013

Hale Reservation, Inc.

Statements of Financial Position

December 31

<u>ASSETS</u>	<u>2012</u>	<u>2011</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 470,429	\$ 591,672
Accounts receivable, net of allowance	2,755	9,623
Contributions receivable, current portion	73,197	234,660
Prepaid expenses	40,639	24,269
TOTAL CURRENT ASSETS	<u>587,020</u>	<u>860,224</u>
PROPERTY AND EQUIPMENT, net	5,183,700	4,772,784
CONTRIBUTIONS RECEIVABLE, net of discount, allowance & current portion	42,533	65,316
MARKETABLE SECURITIES	864,753	778,375
TOTAL ASSETS	<u>\$ 6,678,006</u>	<u>\$ 6,476,699</u>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES		
Current portion of long-term debt	\$ 61,052	\$ 65,960
Accounts payable	49,952	43,311
Accrued expenses and withholdings	15,857	12,585
Deferred revenue	76,757	35,080
Deposit held for sale of land	11,000	-
TOTAL CURRENT LIABILITIES	<u>214,618</u>	<u>156,936</u>
LONG-TERM DEBT, less current portion	<u>542,344</u>	<u>416,495</u>
TOTAL LIABILITIES	<u>756,962</u>	<u>573,431</u>
NET ASSETS		
Unrestricted	5,263,364	4,980,039
Temporarily restricted	227,432	493,023
Permanently restricted	430,248	430,206
TOTAL NET ASSETS	<u>5,921,044</u>	<u>5,903,268</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 6,678,006</u>	<u>\$ 6,476,699</u>

Hale Reservation, Inc.

Statement of Activities and Changes in Net Assets

Year Ended December 31, 2012

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
SUPPORT AND REVENUE				
SUPPORT				
Gifts, grants and other support	\$ 425,244	\$ 113,209	\$ -	\$ 538,453
Contributed services	1,098	-	-	1,098
Net assets released from restrictions through satisfaction of restrictions	<u>394,604</u>	<u>(394,604)</u>	<u>-</u>	<u>-</u>
TOTAL SUPPORT	<u>820,946</u>	<u>(281,395)</u>	<u>-</u>	<u>539,551</u>
REVENUE				
Program revenue	1,708,248	-	-	1,708,248
Investment income	3,714	3,146	42	6,902
Other income	3,211	-	-	3,211
Gain on marketable securities	67,082	12,658	-	79,740
Loss on disposal of property and equipment	<u>(1,828)</u>	<u>-</u>	<u>-</u>	<u>(1,828)</u>
TOTAL REVENUE	<u>1,780,427</u>	<u>15,804</u>	<u>42</u>	<u>1,796,273</u>
TOTAL SUPPORT AND REVENUE	<u>2,601,373</u>	<u>(265,591)</u>	<u>42</u>	<u>2,335,824</u>
EXPENSES				
Program services	1,959,130	-	-	1,959,130
General and administrative	233,015	-	-	233,015
Fundraising	<u>125,903</u>	<u>-</u>	<u>-</u>	<u>125,903</u>
TOTAL EXPENSES	<u>2,318,048</u>	<u>-</u>	<u>-</u>	<u>2,318,048</u>
CHANGE IN NET ASSETS	283,325	(265,591)	42	17,776
NET ASSETS, BEGINNING OF YEAR	4,980,039	493,023	430,206	5,903,268
NET ASSETS, END OF YEAR	<u>\$ 5,263,364</u>	<u>\$ 227,432</u>	<u>\$ 430,248</u>	<u>\$ 5,921,044</u>

Hale Reservation, Inc.

Statement of Activities and Changes in Net Assets

Year Ended December 31, 2011

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
SUPPORT AND REVENUE				
SUPPORT				
Gifts, grants and other support	\$ 337,558	\$ 538,358	\$ -	\$ 875,916
Contributed services	7,580	-	-	7,580
In-kind contributions	154,750	-	-	154,750
Net assets released from restrictions through satisfaction of restrictions	622,895	(622,895)	-	-
TOTAL SUPPORT	1,122,783	(84,537)	-	1,038,246
REVENUE				
Program revenue	1,713,278	-	-	1,713,278
Investment income	3,540	1,773	24	5,337
Other income	1,991	-	-	1,991
Loss on marketable securities	(29,611)	(1,773)	-	(31,384)
Rental loss, net of expenses	(15,168)	-	-	(15,168)
Loss on disposal of property and equipment	-	-	-	-
TOTAL REVENUE	1,674,030	-	24	1,674,054
TOTAL SUPPORT AND REVENUE	2,796,813	(84,537)	24	2,712,300
EXPENSES				
Program services	1,917,828	-	-	1,917,828
General and administrative	180,083	-	-	180,083
Fundraising	109,589	-	-	109,589
TOTAL EXPENSES	2,207,500	-	-	2,207,500
CHANGE IN NET ASSETS	589,313	(84,537)	24	504,800
NET ASSETS, BEGINNING OF YEAR	4,390,726	577,560	430,182	5,398,468
NET ASSETS, END OF YEAR	\$ 4,980,039	\$ 493,023	\$ 430,206	\$ 5,903,268

Hale Reservation, Inc.

Statement of Functional Expenses

Year Ended December 31, 2012

	<u>Program Services</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 1,113,571	\$ 54,948	\$ 63,694	\$ 1,232,213
Pension plan contribution	28,521	3,652	3,702	35,875
Employee benefits	29,452	981	3,847	34,280
Payroll taxes	74,887	8,455	9,820	93,162
Legal and accounting	13,817	1,890	1,708	17,415
Office supplies	11,866	8,009	4,411	24,286
Telephone	13,804	3,886	339	18,029
Postage and shipping	5,753	766	2,341	8,860
Utilities	15,920	22,131	-	38,051
Insurance (non-vehicles)	58,664	28,023	-	86,687
Insurance (vehicles)	5,228	682	33	5,943
Building repairs	14,680	2,494	-	17,174
Care of grounds	43,473	2,884	-	46,357
Janitorial	6,162	2,635	-	8,797
Equipment operating costs	16,072	9,992	-	26,064
Vehicle operating costs	3,785	11,562	-	15,347
Printing and publications	18,833	1,549	12,783	33,165
Conferences and meetings	5,491	5,354	3,504	14,349
Interest	20,617	6,881	-	27,498
Depreciation	196,380	15,258	-	211,638
Program materials	108,671	3,066	12,173	123,910
Bad debts	3,144	1,327	-	4,471
Other services	64,299	23,220	6,953	94,472
Transportation	67,691	-	-	67,691
Food	9,289	440	595	10,324
Real estate taxes	7,869	11,034	-	18,903
Miscellaneous	1,191	1,896	-	3,087
	<u>\$ 1,959,130</u>	<u>\$ 233,015</u>	<u>\$ 125,903</u>	<u>\$ 2,318,048</u>

Hale Reservation, Inc.

Statement of Functional Expenses

Year Ended December 31, 2011

	<u>Program Services</u>	<u>General and Administrative</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 1,147,816	\$ 45,701	\$ 47,298	\$ 1,240,815
Pension plan contribution	26,575	2,141	2,773	31,489
Employee benefits	28,322	3,187	1,974	33,483
Payroll taxes	77,085	5,955	10,570	93,610
Legal and accounting	13,350	1,885	1,650	16,885
Office supplies	11,152	9,629	2,835	23,616
Telephone	12,485	4,841	344	17,670
Postage and shipping	5,957	693	2,276	8,926
Utilities	13,572	20,328	-	33,900
Insurance (non-vehicles)	49,810	15,606	-	65,416
Insurance (vehicles)	3,971	596	-	4,567
Building repairs	14,647	350	-	14,997
Care of grounds	62,643	5,440	-	68,083
Janitorial	5,620	4,420	76	10,116
Equipment operating costs	8,556	9,088	-	17,644
Vehicle operating costs	1,553	16,190	973	18,716
Printing and publications	31,802	711	18,322	50,835
Conferences and meetings	3,645	3,567	2,378	9,590
Interest	18,134	1,136	-	19,270
Depreciation	165,534	11,687	-	177,221
Program materials	89,825	422	12,673	102,920
Bad debts (recoveries)	6,804	-	-	6,804
Other services	69,591	14,683	5,376	89,650
Transportation	43,078	-	-	43,078
Food	6,301	-	71	6,372
Miscellaneous	-	1,827	-	1,827
	<u>\$ 1,917,828</u>	<u>\$ 180,083</u>	<u>\$ 109,589</u>	<u>\$ 2,207,500</u>

Hale Reservation, Inc.

Statements of Cash Flows

Year Ended December 31

	<u>2012</u>	<u>2011</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 17,776	\$ 504,800
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	211,638	187,039
Allowance for doubtful accounts	(461)	(2,044)
Change in deferred revenue	41,677	2,130
Loss on disposal of property and equipment	1,828	-
In-kind donation of land	-	(154,750)
Net (gain) loss on marketable securities	(79,740)	31,384
Changes in operating assets and liabilities:		
Accounts receivable	7,329	3,307
Contributions receivable, net	184,246	(226,434)
Prepaid expenses	(16,370)	(2,810)
Accounts payable	6,641	13,089
Accrued expenses and withholdings	3,272	2,059
NET CASH PROVIDED BY OPERATING ACTIVITIES	<u>377,836</u>	<u>357,770</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(624,382)	(526,245)
(Purchases) sales of marketable securities, net	(6,638)	7,280
Deposit held for sale of land	11,000	-
NET CASH USED IN INVESTING ACTIVITIES	<u>(620,020)</u>	<u>(518,965)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from long-term debt	442,250	25,515
Payments on long-term debt	(321,309)	(63,065)
NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES	<u>120,941</u>	<u>(37,550)</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	(121,243)	(198,745)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>591,672</u>	<u>790,417</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 470,429</u>	<u>\$ 591,672</u>

Supplemental Disclosures of Cash Flow Information

Cash paid during the year for interest	<u>\$ 27,498</u>	<u>\$ 19,270</u>
--	------------------	------------------

Notes to Financial Statements

December 31, 2012

Note 1 – Nature of Activities and Significant Accounting Policies

Nature of Activities - Hale Reservation, Inc. (“Hale”) is a not-for-profit organization whose mission is to provide stewardship of its land and resources and to offer educational experiences that foster responsibility, leadership and appreciation for the natural environment. The nature of activities includes outdoor recreation and education for children and families of the Greater Boston area.

Basis of Accounting - The financial statements of Hale have been prepared on the accrual basis of accounting.

Financial Statement Presentation – Hale reports information regarding its financial position and activities according to three classes of net assets determined by donor-imposed restrictions as follows: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. At its discretion, the Board of Directors may designate funds for specific purposes. Such board-designated funds are included in unrestricted net assets.

Hale reports grants and contributions in the statement of activities as temporarily restricted support when received, if they are received with donor stipulations that limit, specify or otherwise restrict the use of such contributions. When a donor restriction expires, either by use of the funds for the specified purpose or by the expiration of a time restriction, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions (see Note 8). Contributions are recorded as unrestricted support if the restrictions are met in the year that the contribution is made. Additionally, contributions of donated non-cash assets are recorded at their fair values in the period received.

Contributions established by donor restrictions to permanently maintain the principal, while allowing the use of income generated there from, are classified as permanently restricted net assets. Income derived from the investment of endowment funds is reported as unrestricted revenue or as restricted revenue depending on the terms of the donor instrument. Unrealized gains or losses on endowment fund investments are reported as increases or decreases in temporarily restricted net assets unless the donor explicitly states otherwise (see Note 9).

Accounting Estimates - The presentation 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. Accordingly, actual results could differ from those estimates.

Fair Value Measurements – Hale follows Accounting Standards Codification (ASC) Topic 820, “Fair Value Measurements and Disclosures” for assets and liabilities that are measured at fair value on a recurring basis. This standard defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. This standard applies to certain other existing accounting pronouncements that require or permit fair value measurements. It does not establish or change any existing requirements for fair value accounting. The application of this standard is limited to the reporting of Hale’s marketable security investments (see Note 3).

Cash Equivalents - For purposes of the statement of cash flows, Hale considers all highly-liquid investments with a maturity of three months or less at the time of acquisition to be cash equivalents.

Note 1 - Nature of Activities and Significant Accounting Policies (Cont.)

Marketable Securities – Marketable Securities are recorded at fair value on the statement of financial position, with the corresponding unrealized gains and losses included in the statement of activities and changes in net assets. Marketable securities are classified as long-term assets, since it is Hale's intent to hold these securities for more than one year (see Note 3).

Contributions Receivable – Under accounting principles generally accepted in the United States of America, contributions, including unconditional promises to give, are recognized as revenues in the period made. Contributions receivable that are, in effect, "unconditional promises to give" are recorded at the present value of future cash flows. Conditional promises to give are not recognized until they become unconditional, that is, at the time when the conditions on which they depend are substantially met. Contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risks involved. Amortization of discount is recorded as additional contribution revenue in accordance with donor-imposed restrictions, if any, on the contributions. An allowance for uncollectible contributions receivable may be provided based upon management's judgment of potential defaults. The determination includes such factors as prior collection history, type of contribution and nature of fundraising activity (see Note 2).

Accounts Receivable – Accounts receivable are stated net of an allowance for doubtful accounts on the statement of financial position. The allowance is established via a provision for bad debts charged to operations. On a periodic basis, management evaluates its accounts receivable and establishes or adjusts its allowance to an amount that it believes will be adequate to absorb possible losses on accounts that may become uncollectible, based on evaluations of the collectibility of individual accounts, Hale's history of prior loss experience and on current economic conditions. Accounts are written off and charged against the allowance when management believes that the collectibility of the specific account is unlikely. The allowance for doubtful accounts at December 31, 2012 and 2011 approximates \$5,000.

Property and Equipment – Property and equipment are recorded at cost or, in the case of donated assets, at fair market value. Expenditures for maintenance and repairs are charged to expense as incurred, whereas major betterments are capitalized as additions to property and equipment. Depreciation is computed using the straight-line method over the following estimated useful lives:

<u>Assets</u>	<u>Estimated Useful Lives</u>
Land improvements	10-20 years
Buildings and improvements	5-30 years
Vehicles	5 years
Docks, boats and equipment	5-20 years
Furniture and office equipment	5 years

Revenue Recognition – Program revenues are recognized in the period services are performed or when the recreation activity is completed. Deferred revenue consists of deposits received in the current year for services and recreation activities applicable to future years.

Hale records contributions as current year revenue if the contribution has been received in response to a solicitation in the current year even though funds are not received until future years.

Income Taxes – Hale is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Hale is also exempt from Massachusetts state income taxes and, therefore, has made no provision for federal or state income taxes in the accompanying financial statements.

Hale files informational tax returns in the U.S. Federal Jurisdiction (IRS Form 990) and the Commonwealth of Massachusetts (Form PC). The Federal and Massachusetts returns for the tax years 2009 and beyond remain subject to examination by the Internal Revenue Service and the Commonwealth of Massachusetts.

Contributed Services – Support arising from contributed services to Hale has been recognized in the accompanying statements of activities and changes in net assets at estimated fair value, with an equal amount recognized as expense.

Note 1 - Nature of Activities and Significant Accounting Policies (Cont.)

Advertising – Hale charges advertising costs to expense as incurred.

Functional Allocation of Expenses – The costs of providing 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 the programs and supporting services benefited.

Evaluation of Subsequent Events – In accordance with generally accepted accounting principles, management has evaluated subsequent events involving Hale for potential recognition or disclosure in the accompanying consolidated financial statements. Subsequent events are events or transactions that occurred after December 31, 2012, up through May 2, 2013, the date the accompanying financial statements were available to be issued.

Note 2 - Contributions Receivable

Contributions receivable that are expected to be collected during the next year are classified as current assets. Non-current contributions receivable expected to be collected after one year, have been discounted at 4.79%, and are reflected in the financial statements at their net present value. Included in contributions receivable are the following unconditional promises to give, summarized by use restriction:

	<u>2012</u>	<u>2011</u>
Annual appeal & other, unrestricted	\$ 11,045	\$ 15,627
Capital campaign, restricted	<u>112,152</u>	<u>294,050</u>
Unconditional promises to give before unamortized discount and provision for uncollectible pledges	<u>123,197</u>	309,677
Less unamortized discount	<u>4,467</u>	<u>6,701</u>
	<u>118,730</u>	302,976
Less provision for uncollectible pledges	<u>3,000</u>	3,000
	<u>\$ 115,730</u>	<u>\$ 299,976</u>
Amounts due in:		
Less than one year	\$ 73,197	\$ 234,660
One to five years	<u>42,533</u>	65,316
	<u>\$ 115,730</u>	<u>\$ 299,976</u>

Note 3 – Marketable Securities

Valuation techniques used to measure fair value must maximize the use of observable inputs and minimize the use of unobservable inputs under a three-tier fair value hierarchy, which prioritizes the inputs used in measuring fair value. The three tiers are defined as:

Level 1 - Observable inputs such as quoted prices in active markets.

Level 2 - Inputs other than Level 1 inputs that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable markets.

Level 3 - Unobservable inputs in which little or no market data exists, therefore, requiring an entity to develop its own assumptions, which are significant to the fair measurement.

Note 3 – Marketable Securities (Cont.)

The following is a schedule of investments at fair value by level within the fair value hierarchy and by industry/segment at:

	Level 1	Level 2	Level 3	Total
December 31, 2012:				
Mutual Funds:				
Large company growth	\$ 165,616	\$ -	\$ -	\$ 165,616
International	98,585	-	-	98,585
Large company value	165,592	-	-	165,592
Small/Medium company growth	89,845	-	-	89,845
Small/Medium company value	82,961	-	-	82,961
Fixed income	93,695	-	-	93,695
Short-term certificates of deposit	-	168,000	-	168,000
Money market funds	459	-	-	459
	<u>\$ 696,753</u>	<u>\$ 168,000</u>	<u>\$ -</u>	<u>\$ 864,753</u>

December 31, 2011:

Mutual Funds:

Large company growth	\$ 146,599	\$ -	\$ -	\$ 146,599
International	83,596	-	-	83,596
Large company value	143,718	-	-	143,718
Small/Medium company growth	76,929	-	-	76,929
Small/Medium company value	70,069	-	-	70,069
Fixed income	89,239	-	-	89,239
Short-term certificates of deposit	-	167,992	-	167,992
Money market funds	233	-	-	233
	<u>\$ 610,383</u>	<u>\$ 167,992</u>	<u>\$ -</u>	<u>\$ 778,375</u>

The level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The following is a description of the valuation methodologies used for investments measured at fair value, including the general description of such instruments pursuant to the valuation hierarchy.

Mutual Funds – These investments are public investment vehicles valued using the Net Asset Value (NAV) provided by the administrator of the fund. The NAV is a quoted price in an active market.

Certificates of Deposit – The fair values of certificates of deposit are estimated by a third-party pricing service. The third-party pricing service uses Level 2 inputs, including the use of pricing models that consider standard input factors such as observable market data, benchmark yields, interest rate volatilities, broker/dealer quotes, credit spreads and new issue data.

Money Market Funds – These investments are valued using the Net Asset Value (NAV) provided by the administrator of the fund. The NAV is a quoted price in an active market and classified within Level 1 of the valuation hierarchy.

Marketable securities, in general, are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain marketable securities, it is reasonably possible that changes in the values of marketable securities will occur in the near term and that such changes could materially affect the amounts reported in the statements of net assets.

Note 4 – Property and Equipment

Property and equipment consists of the following at December 31:

	<u>2012</u>	<u>2011</u>
Land	\$ 2,394,763	\$ 2,394,763
Land improvements	1,361,909	1,254,214
Buildings and improvements	3,424,124	2,938,727
Vehicles	127,195	127,195
Boats, docks and equipment	401,550	394,005
Furniture and office equipment	60,380	60,955
	<u>7,769,921</u>	<u>7,169,859</u>
Accumulated depreciation	2,586,221	2,397,075
	<u>\$ 5,183,700</u>	<u>\$ 4,772,784</u>

Depreciation expense was \$211,638 and \$187,039 for the years ended December 31, 2012 and 2011, respectively.

Note 5 – Financing Agreements

Long-Term Debt - Long-term debt consists of the following at December 31:

	<u>2012</u>	<u>2011</u>
4% unsecured note payable to The Bromley Charitable Trust, payable in annual principal installments of \$47,500 plus interest with a final payment due October 31, 2015.	\$ 142,500	\$ 190,000
6.74% note payable to Ford Motor Credit, payable in monthly principal and interest installments of \$516 through October of 2016, collateralized by a vehicle.	20,804	25,515
4.25% note payable to Dedham Institution of Savings, payable in monthly interest installments until October 2013, and payable in monthly principal and interest installments of \$690 through September of 2042, collateralized by land.	82,250	-
4.5% note payable to Dedham Institution of Savings, payable in monthly principal and interest installments of \$2,014 through September of 2037, collateralized by a building.	357,842	-
6.5% unsecured note payable to Dedham Institution for Savings, payable in monthly principal and interest installments of \$751 through October of 2012.	-	5,607
6.25% note payable to Dedham Institution for Savings, payable in monthly principal and interest installments of \$2,023 through January of 2015, collateralized by land. The note was refinanced during 2012 with Dedham Institution for Savings.	-	261,333
	<u>603,396</u>	<u>482,455</u>
Less amounts due within one year	61,052	65,960
Amounts due after one year	<u>\$ 542,344</u>	<u>\$ 416,495</u>

Note 5 – Financing Agreements (Cont.)

In September of 2012, Hale entered into two separate note payable agreements with the Dedham Institution for Savings. Proceeds from the notes were used to refinance an existing note payable with the same financial institution due to mature in January of 2015, and to fund the construction of Hale Day Camp's new Powissett Lodge.

Annual principal maturities on long-term debt approximate the following:

Year Ending <u>December 31</u>	
2013	\$ 61,052
2014	66,325
2015	67,302
2016	19,788
2017	15,453
Thereafter	<u>373,476</u>
	<u><u>\$ 603,396</u></u>

Note 6 - Pension Plan

Hale maintains a 403(b) defined contribution plan for all of its eligible employees. Employees may elect to defer up to 6 percent of their yearly compensation, up to statutory limits. Employer contributions, based on a formula, are made on behalf of employees subject to certain eligibility requirements as to age and length of service. Contributions made for the year ended December 31, 2012 and 2011 totaled \$35,875 and \$31,489 respectively.

Note 7 - Lease Commitments

Hale leases a copier machine and three golf carts. The copier lease requires monthly rent payments of \$384 and expires in March of 2014. The golf carts lease requires six payments of \$725 to be paid from June through November and expires in December of 2017. The leases are being reported as operating leases, whereby the payments are charged to expense as incurred under the terms of the agreement. Related rent expense totaled \$8,604 and \$5,392 for the years ended December 31, 2012 and 2011, respectively.

The following is a schedule of future minimum lease payments required under the agreements:

Year Ending <u>December 31</u>	
2013	\$ 8,958
2014	5,502
2015	4,350
2016	4,350
2017	<u>4,350</u>
	<u><u>\$ 27,510</u></u>

Note 8 – Temporarily Restricted Net Assets

Temporarily restricted net assets are restricted for the following purposes and programs at December 31:

	<u>2012</u>	<u>2011</u>
Capital improvements	\$ 197,325	\$ 475,936
Chapel	2,177	2,177
Floating Classroom	954	1,960
Sensory Station	551	7,304
Julia's Place	25,525	-
Miscellaneous	900	-
	<u>\$ 227,432</u>	<u>\$ 487,377</u>

Temporarily restricted net assets released and used for the following purposes during the years ended December 31:

	<u>2012</u>	<u>2011</u>
Capital improvements	\$ 385,145	\$ 606,823
Chapel	-	912
A. Tradd outdoor learning center	-	222
Floating Classroom	1,006	8,366
Sensory Station	6,753	696
Miscellaneous	1,700	5,876
	<u>\$ 394,604</u>	<u>\$ 622,895</u>

Note 9 - Permanently Restricted Net Assets (Endowment Funds)

Permanently restricted net assets consist of the following at December 31:

	<u>2012</u>	<u>2011</u>
Ellen and Richard Flood Endowment Fund was created to benefit needy children and families unable to pay for Hale's programs. Hale has received \$136,975 in contributions, which must be maintained in perpetuity.	\$ 136,975	\$ 136,975
Andrew C. Wood Scholarship Fund was created to benefit needy children and families unable to pay for Hale's programs. The principal and 20 percent of the annual investment income from the fund must be maintained in perpetuity.	29,815	29,773
Hale's general endowment is made up of gifts for the general operations of Hale.	263,458	263,458
	<u>\$ 430,248</u>	<u>\$ 430,206</u>

Note 9 - Permanently Restricted Net Assets (Endowment Funds) (Cont.)

Interpretation of Relevant Law – Hale has interpreted the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift of endowment fund as of the gift date, absent explicit donor stipulations to the contrary. As a result of this interpretation, Hale classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) the value of 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. “Net appreciation” on endowment funds, unless stipulated otherwise, is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by Hale in a manner consistent with the standard of prudence prescribed by UPMIFA.

Funds with Deficiencies – From time to time, the fair value of assets associated with the individual donor-restricted endowment fund may fall below the level that the donor or UPMIFA requires Hale to retain as a fund of perpetual duration. In accordance with generally accepted accounting principles, deficiencies of this nature are reported in unrestricted net assets.

Endowment Investment and Spending Policy – Hale has adopted an investment philosophy which, combined with the spending rate, attempts to provide a predictable stream of returns thereby making funds available to programs that are supported by its endowment, while at the same time seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of the donor-restricted fund that Hale must hold in perpetuity or for donor-specified periods. Under Hale’s investment policy and spending rate, both of which are approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce an inflation-adjusted return in excess of the spending rate over a long period of time. Actual returns in any given year may vary. Hale makes distributions from the endowment fund to operations using the total-return method. Under the total-return method, endowment fund distributions consist of net investment income and include a portion of the cumulative realized gains after required increase to principal.

Strategies Employed for Achieving Objectives – To satisfy its long-term rate-of-return objectives, Hale 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). Hale targets a diversified asset allocation that places greater emphasis on growth than on fixed income investments to achieve its long-term return objectives within prudent risk constraints.

Changes in Endowment Net Assets

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
For the year ended December 31, 2012				
Balance at beginning of the year	\$ (5,646)	\$ -	\$ 430,206	\$ 424,560
Contributions	-	-	-	-
Investment income	-	3,146	42	3,188
Realized and unrealized gains	5,646	12,658	-	18,304
Appropriated for expenditures		(15,804)		(15,804)
Balance at end of year	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 430,248</u>	<u>\$ 430,248</u>
For the year ended December 31, 2011				
Balance at beginning of the year	\$ -	\$ -	\$ 430,182	\$ 430,182
Contributions	-	-	-	-
Investment income	-	1,773	24	1,797
Realized and unrealized losses	(5,646)	(1,773)	-	(7,419)
Balance at end of year	<u>\$ (5,646)</u>	<u>\$ -</u>	<u>\$ 430,206</u>	<u>\$ 424,560</u>

Note 10 - Financial Instruments, Credit Risk and Concentration Risks

Hale's financial instruments that may be subject to concentrations of credit risk consist of cash, cash equivalents, accounts and contributions receivable and investments in marketable securities.

Hale maintains its cash deposits with several high-quality financial institutions. At December 31, 2012, bank balances did not exceed the FDIC insurance limit. Hale's cash equivalents consist of several uninsured money market funds held by a national investment house which approximates \$283,000 at December 31, 2012. Hale has investments in various mutual funds, certificates of deposit and a money market fund as detailed in Note 3.

Hale receives its support and revenues from individuals, corporations, charitable organizations and foundations located primarily in Massachusetts. During the year ended December 31, 2012, Hale received \$25,000 and \$20,000 of support relating to the capital campaign from one corporation and one individual. During the year ended December 31, 2011, Hale received \$300,000 of support relating to the capital campaign from one foundation. At December 31, 2012, approximately \$58,250 (52%) of contributions receivable were due from one foundation (\$20,000 or 18%) and three individuals (\$38,250 or 34%).

Note 11 – Rental Activity

During 2010, Hale purchased a home and land located in Westwood, MA. The real estate borders Hale's existing property. During 2011, Hale rented the house under a tenant-at-will agreement. The house was not rented in 2012 and renovations were started. Hale's plan, once renovations are completed, is to utilize the property as housing for its executive director. Renovations were completed in March of 2013.

A schedule of net loss on rental for the year ended December 31, 2011 is as follows:

Rental income	<u>\$ 23,200</u>
Expenses:	
Utilities	3,137
Repairs	7,885
Equipment and janitorial	140
Real estate taxes	7,634
Interest expense	9,754
Depreciation expense	<u>9,818</u>
	<u>38,368</u>
Net rental loss	<u>\$ (15,168)</u>

Note 12 - Contingency

The Town of Westwood has levied a construction betterment tax related to sewer construction on Hale and placed a lien on a certain parcel of Hale's land. The Town has agreed to delay the payment of the tax without accrued interest until or unless the property is sold. Since Hale has no intention of disposing of the property, no accrual has been made for the tax (estimated at \$17,000) in these financial statements.

Note 13 - Conditional Pledge

During 2011, Hale was awarded \$150,000 in the form of a challenge grant from a local foundation. The funds are designated for the construction of a new Wellness Center. Hale received the first \$50,000 as "seed money" during 2011. To receive the remaining \$100,000, Hale must meet the following two conditions. First, Hale must raise \$100,000 of restricted contributions for the Wellness Center from its constituency by December 31, 2012. The pledges must be paid in full prior to the second condition, which is the groundbreaking on the construction of the Wellness Center. Since this grant is considered conditional, the \$100,000 is not reflected in the accompanying financial statements at December 31, 2012. Hale met both conditions of the challenge and received the \$100,000 in April of 2013.

Note 14 - Property Held for Sale

On September 12, 2012, Hale entered into a purchase and sale agreement to sell a parcel of land for \$300,000. The closing is subject to the buyer receiving the necessary approval from the town's planning board. The value of the land is insignificant based on its purchase price in 1951. Under the terms of the purchase and sale agreement, Hale received a deposit of \$11,000 and will receive a payment of \$139,000 and a \$150,000 mortgage note at the closing. In connection with this sale, the buyer agrees to convey to Hale a parcel of land, which consists primarily of wetlands for \$1. Management estimates the value of this parcel of land to be \$300,000.

On April 1, 2013 the purchase and sale agreement was amended to allow the buyer to start clearing the lot prior to the closing in consideration of increasing the deposit to \$16,000 and the deposit becoming non-refundable. The purchase and sale agreement was further amended in late April of 2013. Hale agreed to reduce the purchase price to \$295,550 and Hale will now receive full payment of the purchase price, \$279,500, at the closing. Management estimates that closing will take place in early May of 2013.