

**SAMARITANS, INC.**

FINANCIAL STATEMENTS

FOR THE YEARS ENDED JUNE 30, 2012 AND 2011  
TOGETHER WITH INDEPENDENT AUDITORS' REPORT

# **SAMARITANS, INC.**

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**JUNE 30, 2012**

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**Business Advisors  
Certified Public Accountants**

To the Board of Directors  
Samaritans, Inc.  
Boston, Massachusetts

### **Independent Auditors' Report**

We have audited the accompanying balance sheet of Samaritans, Inc. (a non-profit organization) as of June 30, 2012, and the related statements of activities, functional expenses, and cash flows for the year 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 audit. The prior year summarized comparative information has been derived from the Organization's June 30, 2011 financial statements and, in our report dated October 27, 2011 we expressed an unqualified opinion on those financial statements.

We conducted our audit 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 audit provides 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 Samaritans, Inc. as of June 30, 2012, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

*Pavento, Ratcliffe, Renzi + Co. LLC*

January 31, 2013

# SAMARITANS, INC.

## BALANCE SHEETS

JUNE 30, 2012 AND 2011

	<u>2012</u>	<u>2011</u>
<b><u>Assets</u></b>		
Current assets:		
Cash & equivalents	\$ 82,063	\$ 85,184
Pledges receivable, net	54,633	65,089
Contracts receivable	5,760	19,463
Other receivables	4,040	6,131
Prepaid expenses	34,525	30,008
Total current assets	<u>181,021</u>	<u>205,875</u>
Long-term pledges receivable, net	31,576	41,125
Property and equipment, net	23,368	27,682
Investments, at market	50,018	55,624
Total assets	<u>\$ 285,983</u>	<u>\$ 330,306</u>
<b><u>Liabilities and Net Assets</u></b>		
Current liabilities:		
Accounts payable and accrued expenses	\$ 77,488	\$ 76,146
Line of credit	90,000	70,000
Total current liabilities	<u>167,488</u>	<u>146,146</u>
Net assets:		
Unrestricted	(72,228)	(17,638)
Board designated unrestricted	94,139	95,584
Temporarily restricted	96,584	106,214
Total net assets	<u>118,495</u>	<u>184,160</u>
Total liabilities and net assets	<u>\$ 285,983</u>	<u>\$ 330,306</u>

*The accompanying notes are an integral part of these financial statements.*

**SAMARITANS, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED JUNE 30, 2012**

	<u>Operating</u>	<u>Board Designated</u>	<u>Total Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Public support and revenue:					
Public support:					
Individuals	\$ 505,324	\$ -	\$ 505,324	\$ 34,380	\$ 539,704
Foundations	313,250	-	313,250	72,000	385,250
Corporations	94,675	-	94,675	-	94,675
United Way	30,482	-	30,482	1,000	31,482
Total public support	<u>943,731</u>	<u>-</u>	<u>943,731</u>	<u>107,380</u>	<u>1,051,111</u>
Revenue:					
Donated services	1,284,158	-	1,284,158	-	1,284,158
Contract revenue	176,478	-	176,478	-	176,478
Program fees and informational requests	850	-	850	-	850
Other in-kind donations	332,962	-	332,962	-	332,962
Special events	35,900	-	35,900	-	35,900
Investment income	494	1,174	1,668	-	1,668
Realized gain on sale of securities	132	-	132	-	132
Unrealized gain on securities	(108)	(2,619)	(2,727)	-	(2,727)
Total revenue	<u>1,830,866</u>	<u>(1,445)</u>	<u>1,829,421</u>	<u>-</u>	<u>1,829,421</u>
Loss on pledges	-	-	-	(26,839)	(26,839)
Release of temporarily restricted net assets	90,171	-	90,171	(90,171)	-
Total public support & revenue	<u>2,864,768</u>	<u>(1,445)</u>	<u>2,863,323</u>	<u>(9,630)</u>	<u>2,853,693</u>
Expenses:					
Program services					
24 hour befriending service	1,582,602	-	1,582,602	-	1,582,602
Samariteens	285,738	-	285,738	-	285,738
Community outreach	188,704	-	188,704	-	188,704
Grief support services	212,151	-	212,151	-	212,151
Total program services	<u>2,269,195</u>	<u>-</u>	<u>2,269,195</u>	<u>-</u>	<u>2,269,195</u>
Supporting services:					
Management and general	141,598	-	141,598	-	141,598
Development	508,565	-	508,565	-	508,565
Total supporting services	<u>650,163</u>	<u>-</u>	<u>650,163</u>	<u>-</u>	<u>650,163</u>
Total expenses	<u>2,919,358</u>	<u>-</u>	<u>2,919,358</u>	<u>-</u>	<u>2,919,358</u>
Increase (decrease) in net assets	(54,590)	(1,445)	(56,035)	(9,630)	(65,665)
NET ASSETS, beginning of year	(17,638)	95,584	77,946	106,214	184,160
NET ASSETS, end of year	<u>\$ (72,228)</u>	<u>\$ 94,139</u>	<u>\$ 21,911</u>	<u>\$ 96,584</u>	<u>\$ 118,495</u>

*The accompanying notes are an integral part of these financial statements.*

**SAMARITANS, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED JUNE 30, 2011**

	<u>Operating</u>	<u>Board Designated</u>	<u>Total Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Public support and revenue:					
Public support:					
Foundations	\$ 273,500	\$ -	\$ 273,500	\$ 2,000	\$ 275,500
Corporate foundations	31,000	-	31,000	-	31,000
United Way	30,004	-	30,004	-	30,004
Individuals	524,447	-	524,447	6,750	531,197
Corporations	76,700	-	76,700	-	76,700
Religious institutions	1,100	-	1,100	-	1,100
Total public support	<u>936,751</u>	<u>-</u>	<u>936,751</u>	<u>8,750</u>	<u>945,501</u>
Revenue:					
Donated services	1,327,151	-	1,327,151	-	1,327,151
Contract revenue	247,570	-	247,570	-	247,570
Program fees and informational requests	1,050	-	1,050	-	1,050
Other in-kind donations	24,826	-	24,826	-	24,826
Special events	37,613	-	37,613	-	37,613
Investment income	780	1,228	2,008	-	2,008
Realized gain on sale of securities	52	-	52	-	52
Unrealized gain on securities	108	7,892	8,000	-	8,000
Total revenue	<u>1,639,150</u>	<u>9,120</u>	<u>1,648,270</u>	<u>-</u>	<u>1,648,270</u>
Loss on pledges	-	-	-	(21,850)	(21,850)
Release of temporarily restricted net assets	73,045	-	73,045	(73,045)	-
Total public support & revenue	<u>2,648,946</u>	<u>9,120</u>	<u>2,658,066</u>	<u>(86,145)</u>	<u>2,571,921</u>
Expenses:					
Program services					
24 hour befriending service	1,602,441	-	1,602,441	-	1,602,441
Samariteens	237,139	-	237,139	-	237,139
Community outreach	163,288	-	163,288	-	163,288
Grief support services	196,772	-	196,772	-	196,772
Total program services	<u>2,199,640</u>	<u>-</u>	<u>2,199,640</u>	<u>-</u>	<u>2,199,640</u>
Supporting services:					
Management and general	85,576	-	85,576	-	85,576
Development	356,366	-	356,366	-	356,366
Total supporting services	<u>441,942</u>	<u>-</u>	<u>441,942</u>	<u>-</u>	<u>441,942</u>
Total expenses	<u>2,641,582</u>	<u>-</u>	<u>2,641,582</u>	<u>-</u>	<u>2,641,582</u>
Increase (decrease) in net assets	<u>7,364</u>	<u>9,120</u>	<u>16,484</u>	<u>(86,145)</u>	<u>(69,661)</u>
NET ASSETS, beginning of year	(25,002)	86,464	61,462	192,359	253,821
NET ASSETS, end of year	<u>\$ (17,638)</u>	<u>\$ 95,584</u>	<u>\$ 77,946</u>	<u>\$ 106,214</u>	<u>\$ 184,160</u>

*The accompanying notes are an integral part of these financial statements.*

**SAMARITANS, INC.**

**STATEMENT OF FUNCTIONAL EXPENSES**

**FOR THE YEAR ENDED JUNE 30, 2012 WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2011**

	2012										2011
	Program Services					Supporting Services					Total Expenses
	24 Hour	Samaritans	Community Outreach & Education	Grief Support Services	Total Program Services	Management & General	Development	Total Supporting Services	Total Expenses		
Salaries	\$ 208,346	\$ 103,030	\$ 102,900	\$ 73,530	\$ 487,806	\$ 32,576	\$ 152,549	\$ 185,125	\$ 672,931	\$ 638,064	
Employee benefits	18,939	10,253	11,157	7,276	47,625	5,590	15,214	20,804	68,429	57,103	
Payroll taxes	17,872	8,719	8,761	6,218	41,570	1,954	13,001	14,955	56,525	53,476	
Total salaries and related expenses	245,157	122,002	122,818	87,024	577,001	40,120	180,764	220,884	797,885	748,643	
Donated volunteer services	1,143,214	79,914	2,653	58,377	1,284,158	-	-	-	1,284,158	1,327,151	
Other in-kind donations	30,460	15,000	30,000	15,000	90,460	45,200	197,302	242,502	332,962	24,826	
Occupancy costs	71,206	30,107	14,317	9,386	125,016	4,043	21,478	25,521	150,537	139,396	
Professional fees & consultants	-	-	-	3,195	3,195	34,090	4,584	38,674	41,869	89,554	
Telephone	27,027	15,774	3,107	2,356	48,264	2,136	2,568	4,704	52,968	54,383	
Supplies	5,028	731	2,926	3,482	12,167	578	1,462	2,040	14,207	12,906	
Postage and shipping	104	5	7	712	828	312	7,116	7,428	8,256	6,866	
Conferences and meetings	2,322	1,006	606	1,232	5,166	-	250	250	5,416	4,496	
Membership and dues	1,431	311	32	16	1,790	375	367	742	2,532	2,146	
Printing and publications	560	5,002	1,673	383	7,618	-	3,555	3,555	11,173	18,191	
Rental & maintenance of equipment	4,924	1,428	1,336	888	8,576	504	440	944	9,520	8,584	
Equipment purchases	6,317	3,179	3,154	2,238	14,888	1,018	4,681	5,699	20,587	715	
Liability insurance	1,663	416	-	-	2,079	45	-	45	2,124	2,005	
Major donor initiatives	-	-	-	-	-	-	32,814	32,814	32,814	30,052	
Special event direct costs	-	-	-	-	-	-	29,271	29,271	29,271	22,290	
Program support	17,769	1,361	181	20,180	39,491	-	-	-	39,491	46,382	
Technology	6,564	4,536	3,232	3,761	18,093	2,240	6,437	8,677	26,770	35,132	
Volunteer expense	12,826	2,573	288	857	16,544	-	-	-	16,544	15,944	
Miscellaneous	4,175	1,530	1,951	2,762	10,418	6,672	14,743	21,415	31,833	36,977	
Total operating expenses	1,335,590	162,873	65,463	124,825	1,688,751	97,213	327,068	424,281	2,113,032	1,877,996	
Total salaries and operating expenses before depreciation and interest expense	1,580,747	284,875	188,281	211,849	2,265,752	137,333	507,832	645,165	2,910,917	2,626,639	
Depreciation	1,855	863	423	302	3,443	138	733	871	4,314	10,916	
Interest expense	-	-	-	-	-	4,127	-	4,127	4,127	4,027	
Total expenses	\$ 1,582,602	\$ 285,738	\$ 188,704	\$ 212,151	\$ 2,269,195	\$ 141,598	\$ 508,565	\$ 650,163	\$ 2,919,358	\$ 2,641,582	

*The accompanying notes are an integral part of these financial statements.*

**SAMARITANS, INC.**  
**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED JUNE 30, 2012 AND 2011**

	<u>2012</u>	<u>2011</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Total increase (decrease) in net assets	\$ (65,665)	\$ (69,661)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	4,314	10,916
Change in reserve for uncollectible pledges	(30,000)	11,000
Change in pledge discount	(6,000)	(6,000)
Realized gain on investments	(132)	(51)
Unrealized (gain) loss on investments	2,727	(8,000)
(Increase) decrease in operating assets:		
Pledges receivable	56,005	57,145
Contracts receivable	13,703	(4,464)
Other receivables	2,091	(2,796)
Prepaid expenses	(4,517)	11,379
Increase (decrease) in operating liabilities:		
Accounts payable & accrued expenses	1,342	754
Net cash provided (used) by operating activities	(26,132)	222
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>		
Fixed asset additions	-	(30,198)
Proceeds from sale of investments	8,351	1,560
Purchase of investments	(5,340)	(6,790)
Net cash provided (used) by investing activities	3,011	(35,428)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>		
Drawdown of line of credit	20,000	10,000
Net cash provided (used) by financing activities	20,000	10,000
NET INCREASE (DECREASE) IN CASH	(3,121)	(25,206)
CASH AT BEGINNING OF YEAR	85,184	110,390
CASH AT END OF YEAR	\$ 82,063	\$ 85,184
<b>SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:</b>		
Cash paid during the year for -		
Interest	\$ 4,127	\$ 4,027

*The accompanying notes are an integral part of these financial statements.*



**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(1) SUMMARY OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES

Samaritans, Inc. is a nonprofit corporation created and operated to reduce the risk of suicide in the community by befriending individuals in despair and crisis and by providing outreach and education. It receives the majority of its funding from the general public and a federated fundraising agency. The Organization's base of operations and target population are located primarily in the greater Boston area and Metrowest communities.

Its major programs are "24 Hour Hotline," providing telephone coverage on a twenty-four hour basis, staffed by trained volunteers; "Samariteen Hotline," providing telephone coverage geared towards the teen-aged population, by trained teen volunteers; and "Community Education and Outreach," providing workshops to the public on suicide and suicide prevention. Another area of major programming is "Grief Support Services," providing support to those who have lost a loved one to suicide.

*(a) Basis of Presentation*

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with U.S. generally accepted accounting principles for Not-for-Profit Organizations.

The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

Under these provisions, 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 may be classified and reported as follows:

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

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.

Permanently restricted net assets – Net assets subject to donor-imposed stipulations that they be maintained permanently by the Organization.

*(b) Contributed Support*

The Organization recognizes all contributed support when it is received or unconditionally pledged. Contributed support is reported as unrestricted or as restricted depending on the existence of donor stipulations that limit the use of the support. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activity as net assets released from restrictions.

**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(1) SUMMARY OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

*(b) Contributed Support (Continued)*

If a restriction is fully satisfied in the same time period in which the contribution is received, the Organization reports the support as unrestricted.

Pledges receivable includes unconditional promises to give that are expected to be collected within one year and are recorded at their net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of estimated future cash flows. The discounts on those amounts are computed using a risk-adjusted interest rate applicable to the year the promise is received. Accretion of the discount is included in contributions and gifts revenue. Conditional promises to give are not included as support until such time as the conditions are substantially met.

*(c) In-Kind Support*

The Organization records various types of in-kind support including professional services, advertising and materials. Contributed professional services are recognized if the services received (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donations. Contributions of tangible assets are recognized at fair market value when received. The amounts reflected in the accompanying financial statements as in-kind support are offset by like amounts included in expenses.

*(d) Property and Equipment*

Property and equipment acquisitions are recorded at cost or fair market value when received. Depreciation is provided over the estimated useful life of each class of depreciable assets and is computed using the straight-line method. Expenditures for major renewals in excess of \$1,000 are capitalized.

*(e) Cash and Cash Equivalents*

Cash equivalents are included in cash. The Organization considers interest-bearing investments due on demand as cash equivalents.

*(f) Use of Estimates*

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

**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(1) SUMMARY OF OPERATIONS AND SIGNIFICANT ACCOUNTING POLICIES (Continued)

*(g) Comparative Financial Information*

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended June 30, 2011, from which the summarized information was derived.

*(h) Investments*

Investments in marketable securities are stated at fair market value.

(2) TAX STATUS

Samaritans, Inc. is an exempt organization under Internal Revenue Code Section 501(c)(3) and is not considered a private foundation. The corporation is also exempt from Massachusetts income taxes.

Samaritans, Inc. has identified its tax status as a tax-exempt entity as a tax position; however, it has determined that such tax position does not result in an uncertainty requiring recognition. The Organization is not currently under examination by any taxing jurisdiction. Its Federal and state income tax returns are generally open for examination for the past three years.

(3) LINE OF CREDIT

A bank line of credit was established on March 22, 2006 to the extent of \$75,000 and was increased on March 22, 2007 to \$150,000. The note, which expires in March 2013, is secured by a certificate of deposit and is due on demand. The note bears interest at a variable interest rate known as the Bank's Base Rate, which is computed on a 365 or 366/360 basis, but shall at no time be less than 4.00%. The amount outstanding on the line at June 30, 2012 and 2011 was \$90,000 and \$70,000, respectively.

**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(4) NET ASSETS

*(a) Board Designated*

The Board has voted to consider certain funds as Board Designated, i.e. to be used for purposes and in compliance with guidelines as stipulated by the Board. Board designated funds included in the unrestricted fund balance for the years ended June 30, 2012 and 2011 totaled \$94,139 and \$95,584 respectively.

*(b) Temporarily Restricted Net Assets*

Temporarily restricted net assets at June 30, 2012 and 2011 are available for the following purposes:

	<u>2012</u>	<u>2011</u>
Unrestricted purposes after the passage of time	\$ 96,584	\$ 106,214

(5) PROPERTY AND EQUIPMENT

Property and equipment are summarized by major classification as follows:

	<u>2012</u>	<u>2011</u>
Furniture and equipment	\$30,199	\$30,199
Less: Accumulated depreciation	<u>(6,831)</u>	<u>(2,517)</u>
	<u>\$23,368</u>	<u>\$27,682</u>

Depreciation expense amounted to \$4,314 and \$10,916 for the years ended June 30, 2012 and 2011, respectively.

(6) FUNCTIONAL EXPENSES

Expenses are charged to each program based on direct expenditures incurred. Expenditures not directly chargeable to programs are allocated in relation to programs based on either payroll expenses or square footage occupied, whichever method more closely correlates to the expenditure incurred.

**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(7) COMMITMENTS

Samaritans, Inc. leases office space in Boston under a non-cancelable operating lease, which commenced on November 1, 2010 and continues for a ten-year term until October 31, 2020. The lease is subject to property tax and operating cost escalation clauses. Fixed rental payments under this lease for each of the next five years and in the aggregate are:

<b>Fiscal year ending June 30:</b>	
2013	\$ 109,785
2014	114,852
2015	119,919
2016	124,986
2017 - 2021	<u>599,595</u>
	<u>\$1,069,137</u>

Samaritans, Inc. leases office space in Framingham under a non-cancelable operating lease, which commenced on September 1, 2005 for a three-year term with a two-year renewal option. Fixed rental payments under this lease for each of the next five years and in the aggregate are:

<b>Fiscal year ending June 30:</b>	
2013	\$20,604
2014	<u>2,451</u>
	<u>\$23,055</u>

Rent expense totaled \$124,729 and \$93,877, respectively for fiscal years ending June 30, 2012 and 2011.

(8) ACCRUAL FOR COMPENSATED ABSENCES

The Organization follows a "use-it or lose-it" policy regarding vacation, sick and other personal time. Sick pay can be used only in the event of illness. Compensated absence benefits are lost if not used by December 31st of each year. Due to the insignificance of unused vacation time as of June 30, 2012 and 2011, and to the uncertainty regarding payment of sick leave, no accrual amount has been quantified.

(9) CONCENTRATIONS

The Organization receives an annual allotment from a federated fundraising agency. Funds received from the allotment comprised 3% and 2%, respectively, of total support and revenue for the years ended June 30, 2012 and 2011.

The Organization receives substantial contributions from foundations. Contributions from one foundation totaled 4% of total support and revenue for the year ended June 30, 2012, and contributions from two foundations totaled 10% of total support revenue for the year ended June 30, 2011.

For purposes of this calculation, in-kind donations are excluded from total support and revenue.

**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(10) PLEDGES RECEIVABLE

Pledges receivable as of June 30, 2012 and 2011 are as follows:

	<u>2012</u>	<u>2011</u>
Due: Less than one year	\$ 54,633	\$ 65,089
One to five years	49,726	85,500
More than five years	<u>3,850</u>	<u>13,625</u>
	<u>108,209</u>	<u>164,214</u>
Less: Discounts to present value	(5,000)	(11,000)
Allowances for uncollectible pledges	<u>(17,000)</u>	<u>(47,000)</u>
	<u>\$ 86,209</u>	<u>\$106,214</u>

Pledges to be received after June 30, 2013 are discounted at 4.75%.

(11) DONATED SERVICES, MATERIALS, AND FIXED ASSETS

During the years ended June 30, 2012 and 2011, donated services for the 24 hour line and Samariteens hotline workers were recorded based upon comparable compensation which would be paid to individuals if they were to occupy these positions. Other donated items were valued at fair market value at date of donation. A summary of in-kind donations and donated services is as follows:

	<u>2012</u>	<u>2011</u>
Donated goods & services - special events	\$ 28,759	\$ 23,644
Donated goods & services - other	304,203	1,182
Other in-kind donations	<u>\$ 332,962</u>	<u>\$ 24,826</u>
Donated volunteer services	<u>\$1,284,158</u>	<u>\$1,327,151</u>

**SAMARITANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**JUNE 30, 2012**

(12) SPECIAL EVENTS

Accounting standards dictate the presentation of special event income on a gross proceeds basis. An accounting for net receipts on special events is as follows:

	2012			2011	
	5K Road Race	Marathon	Other	Total	Total
Contributions	<u>\$204,657</u>	<u>\$114,248</u>	<u>\$33,980</u>	<u>\$352,885</u>	<u>\$258,429</u>
Special events revenue	\$ 33,000	\$ -	\$ 2,900	\$ 35,900	\$ 37,613
Direct expenses	<u>(15,282)</u>	<u>(13,567)</u>	<u>(422)</u>	<u>(29,271)</u>	<u>(22,290)</u>
Net revenue	<u>\$ 17,718</u>	<u>\$(13,567)</u>	<u>\$ 2,478</u>	<u>\$ 6,629</u>	<u>\$ 15,323</u>
 Total contributions and net revenue	 <u>\$222,375</u>	 <u>\$100,681</u>	 <u>\$36,458</u>	 <u>\$359,514</u>	 <u>\$273,752</u>

(13) INVESTMENTS - FAIR VALUES MEASURED ON A RECURRING BASIS

Fair values of investments measured on a recurring basis are summarized as follows:

	Cost	Quoted Prices in Active Markets for Identical Assets (Level 1)
<b>As of fiscal year ending June 30, 2012</b>		
Mutual Funds	\$ 58,991	\$ 50,018
 <b>As of fiscal year ending June 30, 2011</b>		
Mutual Funds	\$ 61,870	\$ 55,624

(14) FINANCIAL CONDITION

As shown in the accompanying financial statements, the Organization showed decreases in net assets of (\$65,665) and (\$69,661) for the fiscal years ending June 30, 2012 and 2011, respectively. The continued declines are reflective of a general economic decline, resulting in increased expenses due to heightened demand for our services, and decreases in charitable contributions.

In response to the aforementioned revenue declines, management decreased expenses by moving to less costly office space and reducing other discretionary spending. Concentrated efforts were made to identify additional funding sources and a full-time grants manager was added to the development staff.

In 2012 management engaged the pro bono support of advertising firm Hill Holliday to work on a campaign that raises Samaritans' organizational profile and expands its brand to increase its ability to attract corporate support for its mission.

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**NOTES TO FINANCIAL STATEMENTS**  
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(15) SUBSEQUENT EVENTS

The Organization evaluated subsequent events through January 31, 2013, which is the date the financial statements were available to be issued.