

**WOMEN OF MEANS, INC.**

WELLESLEY, MASSACHUSETTS

**FINANCIAL STATEMENTS**

DECEMBER 31, 2010 (Audited) AND 2009 (Reviewed)

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To the Board of Directors  
**Women of Means, Inc.**  
Wellesley, Massachusetts

### INDEPENDENT AUDITOR'S REPORT

I have audited the accompanying statement of financial position of Women of Means, Inc. (a nonprofit organization) as of December 31, 2010, and the related statements of activities and changes in net assets, cash flows and functional expenses for the year then ended. These financial statements are the responsibility of the Organization's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I 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. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Women of Means, Inc. as of December 31, 2010, and the changes in its net assets and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

The 2009 financial statements were reviewed by me, and my report thereon, dated August 1, 2010, stated that I was not aware of any modifications that should be made to those financial statements for them to be in conformity with accounting principles generally accepted in the United States of America. However, a review is substantially less in scope than an audit and does not provide a basis for the expression of an opinion on the financial statements taken as a whole.

*Philip L. Kurinsky, CPA*

July 27, 2011

**WOMEN OF MEANS, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
December 31, 2010 (Audited) and 2009 (Reviewed)

<b>ASSETS</b>			
	<u>2010</u>	<u>2009</u>	
<b>CURRENT ASSETS</b>			
Cash	\$ 177,443	\$ 126,206	
Cash - restricted	68,136	33,686	
Pledges receivable - current portion	185,370	170,000	
Prepaid expenses	17,045	2,745	
<b>TOTAL CURRENT ASSETS</b>	<u>447,994</u>	<u>332,637</u>	
<b>PROPERTY AND EQUIPMENT</b>			
Office furniture and equipment	29,579	27,529	
Less accumulated depreciation	24,308	20,738	
	<u>5,271</u>	<u>6,791</u>	
<b>OTHER ASSETS</b>			
Trademark and logo	3,612	3,612	
Security deposit	1,703	1,703	
<b>TOTAL OTHER ASSET</b>	<u>5,315</u>	<u>5,315</u>	
<b>TOTAL ASSETS</b>	<u>\$ 458,580</u>	<u>\$ 344,743</u>	
<b>LIABILITIES AND NET ASSETS</b>			
<b>CURRENT LIABILITIES</b>			
Accounts payable and accrued expenses	\$ <u>1,432</u>	\$ <u>21,208</u>	
<b>NET ASSETS</b>			
Unrestricted	203,642	119,849	
Temporarily restricted	253,506	203,686	
<b>TOTAL NET ASSETS</b>	<u>457,148</u>	<u>323,535</u>	
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<u>\$ 458,580</u>	<u>\$ 344,743</u>	

See accompanying notes and independent auditor's report.

**WOMEN OF MEANS, INC.**  
**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS**  
For the years ended December 31, 2010 (Audited) and 2009 (Reviewed)

	<u>2010</u>		<u>2009</u>			
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>REVENUES</b>						
Grants	\$ 181,875	\$ 242,400	\$ 424,275	\$ 90,000	\$ 300,000	\$ 390,000
Contributions	210,001	-	210,001	170,344	-	170,344
Other	12,813	-	12,813	9,185	-	9,185
<b>TOTAL REVENUES</b>	<u>404,689</u>	<u>242,400</u>	<u>647,089</u>	<u>269,529</u>	<u>300,000</u>	<u>569,529</u>
<b>NET ASSETS RELEASED FROM RESTRICTIONS</b>						
Grants for general operations	<u>192,580</u>	<u>(192,580)</u>	<u>-</u>	<u>129,691</u>	<u>(129,691)</u>	<u>-</u>
<b>EXPENSES</b>						
Program	312,647	-	312,647	268,904	-	268,904
General and administrative	148,790	-	148,790	124,147	-	124,147
Development	52,039	-	52,039	41,514	-	41,514
	<u>513,476</u>	<u>-</u>	<u>513,476</u>	<u>434,565</u>	<u>-</u>	<u>434,565</u>
<b>INCREASE (DECREASE) IN NET ASSETS</b>	83,793	49,820	133,613	(35,345)	170,309	134,964
<b>NET ASSETS, BEGINNING OF YEAR,</b>	<u>119,849</u>	<u>203,686</u>	<u>323,535</u>	<u>155,194</u>	<u>33,377</u>	<u>188,571</u>
<b>NET ASSETS, END OF YEAR</b>	<u>\$ 203,642</u>	<u>\$ 253,506</u>	<u>\$ 457,148</u>	<u>\$ 119,849</u>	<u>\$ 203,686</u>	<u>\$ 323,535</u>

See accompanying notes and independent auditor's report.

**WOMEN OF MEANS, INC.**  
**STATEMENTS OF CASH FLOWS**

For the years ended December 31, 2010 (Audited) and 2009 (Reviewed)

	<u>2010</u>	<u>2009</u>
Cash flows from operating activities:		
Increase in net assets	\$ <u>133,613</u>	\$ <u>134,964</u>
Adjustments to reconcile increase in net assets to net cash provided by (used in) operating activities		
Depreciation	3,570	4,124
(Increase) decrease in assets		
Restricted cash	(34,450)	(15,309)
Pledges receivable	(15,370)	(155,000)
Prepaid expenses	(14,300)	2,210
Increase (decrease) in liabilities		
Accounts payable and accrued expenses	<u>(19,776)</u>	<u>8,750</u>
Total adjustments	<u>(80,326)</u>	<u>(155,225)</u>
 Net cash provided by (used in) operating activities	 <u>53,287</u>	 <u>(20,261)</u>
 Cash flows from investing activities:		
Purchase of office furniture and equipment	<u>(2,050)</u>	<u>-</u>
Net cash used in investing activities	<u>(2,050)</u>	<u>-</u>
 <b>INCREASE (DECREASE) IN CASH</b>	 51,237	 (20,261)
 Cash, beginning of year	 <u>126,206</u>	 <u>146,467</u>
 <b>CASH, END OF YEAR</b>	 <u>\$ 177,443</u>	 <u>\$ 126,206</u>

See accompanying notes and independent auditor's report.

**WOMEN OF MEANS, INC.**  
**STATEMENTS OF FUNCTIONAL EXPENSES**  
For the years ended December 31, 2010 (Audited) and 2009 (Reviewed)

	<u>2010</u>	<u>2009</u>
<b>PROGRAM</b>		
Salaries		
Nurses	\$ 112,534	\$ 87,617
Chief medical officer - supervision	86,154	90,692
Clinical director	44,538	51,346
Executive assistant - clinical	11,000	-
Payroll taxes and benefits	25,165	24,377
Consulting	1,920	785
Electronic medical records	11,331	-
Medical supplies	5,750	5,191
Rent and occupancy	6,445	5,844
Travel and meetings	1,750	2,962
Other program expenses	6,060	90
	<u>\$ 312,647</u>	<u>\$ 268,904</u>
<b>GENERAL AND ADMINISTRATIVE</b>		
Salaries		
Chief medical officer - administrative	\$ 21,539	\$ 30,231
Operations manager	24,519	-
Executive assistant	33,000	40,154
Administrative assistant	-	696
Payroll taxes and benefits	8,126	7,814
Consulting	10,473	2,540
Depreciation	3,570	4,124
Insurance	3,641	3,602
Office	14,757	7,346
Payroll service	5,715	5,337
Professional fees	1,500	2,000
Rent and occupancy	17,061	15,469
Subscriptions, publications and dues	1,947	1,827
Telephone and internet	2,942	3,007
	<u>\$ 148,790</u>	<u>\$ 124,147</u>
<b>DEVELOPMENT</b>		
Salary	\$ -	\$ 5,376
Consultants	49,969	33,000
Development expense	2,070	3,138
	<u>\$ 52,039</u>	<u>\$ 41,514</u>

See accompanying notes and independent auditor's report.

**WOMEN OF MEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
December 31, 2010 (Audited) and 2009 (Reviewed)

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**NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

*Nature of Operations*

The Organization was incorporated on August 16, 1999 under Chapter 180 of the general laws of Massachusetts as a nonprofit corporation with the mission to improve the lives of homeless or marginally-housed women by providing free, quality healthcare, education and advocacy. The Organization provides these services free of charge primarily in homeless shelters in Eastern Massachusetts and does not charge state medicaid or the uncompensated care pool for its services.

*Basis of Accounting*

The Organization prepares its financial statements on the accrual basis of accounting.

*Financial Statement Presentation*

The Organization has adopted Statement of Financial Accounting Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit Organizations" (currently known as FASB ASC 958-205-55). Under SFAS No. 117, nonprofit organizations are required to report information regarding their financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets in accordance with the existence and/or nature of any donor-imposed restrictions. Restrictions that are met in the same year in which the contributions are made are recorded as restricted support in that year.

The temporarily restricted net assets and restricted cash represent funds donated to the Organization primarily to subsidize specific operating expenses or general operations in future periods. Temporarily restricted net assets also include pledges received but not collected at December 31, 2010 and 2009.

*Property and Equipment*

Property and equipment are stated at cost and are depreciated over estimated useful lives of five years, using the straight-line method. Depreciation expense amounted to \$3,570 and \$4,124 for the years ended December 31, 2010 and 2009, respectively.

*Tax Status*

Women of Means, Inc. is a nonprofit organization exempt from income taxes pursuant to Section 501(c)(3) of the Internal Revenue Code. Contributions to the Organization qualify as charitable deductions. Management is not aware of any events that could jeopardize the Organization's tax-exempt status.

*General and Administrative Expenses*

The Organization's medical staff writes its medical notes, enters clinical data and conducts nursing supervision meetings at its administrative offices. Accordingly, a portion of occupancy costs have been classified as program expense.

*See independent auditor's report.*



**WOMEN OF MEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
December 31, 2010 (Audited) and 2009 (Reviewed)

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**NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Use of Estimates

The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Donated Services

The value of donated services is not recorded in the financial statements. During 2010, an average of approximately 15 clinicians donated approximately 125 hours per month of professional clinical services to homeless shelters under the direction of the Organization. During 2009, an average of approximately 15 clinicians donated approximately 152 hours per month of professional clinical services to homeless shelters under the direction of the Organization. The Commonwealth of Massachusetts closed five family shelters served by the Organization during 2010, resulting in fewer donated hours per month. The value of the donated services cannot be reasonably estimated.

Concentrations

Six grants and donations totaling approximately \$230,000 accounted for approximately 35% of total revenues in 2010. Three grants and donations totaling \$200,000 accounted for approximately 35% of total revenues in 2009.

One pledge receivable accounts for approximately 55% of total pledges receivable at December 31, 2010.

Subsequent Events

Management has evaluated subsequent events through July 27, 2011, the date the financial statements were available to be issued.

Reclassification

Certain 2009 amounts have been reclassified to conform to the 2010 financial statement presentation with no effect on the change in net assets.

**NOTE B - COMMITMENT**

The Organization leases its office space in Wellesley, Massachusetts under a one year non-cancellable operating lease that expires January 14, 2012. The lease requires monthly rental payments of \$2,267 plus a proportionate share of real estate taxes.

Rent expense for the years ended December 31, 2010 and 2009 amounted to \$23,506 and \$21,313, respectively.

Future minimum rent under the Wellesley lease will amount to \$27,200 in 2011.

*See independent auditor's report.*

**WOMEN OF MEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
December 31, 2010 (Audited) and 2009 (Reviewed)

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**NOTE C – RETIREMENT PLAN**

The Organization has adopted a 401(k) retirement plan covering all full-time employees. The Organization made no contributions to the Plan in 2010 or 2009.

*See independent auditor's report.*