

WOMEN OF MEANS, INC.

**FINANCIAL STATEMENTS
FOR THE YEAR ENDED
December 31, 2011**

**WOMEN OF MEANS, INC.
FINANCIAL STATEMENTS
FOR THE YEAR ENDED DECEMBER 31, 2011**

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors and Management of Women of Means, Inc.
Wellesley, MA

We have audited the accompanying statement of financial position of Women of Means, Inc. (a nonprofit organization) as of December 31, 2011, 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.

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 Women of Means, Inc. as of December 31, 2011, 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.

Goloboy CPA LLC
Cambridge, Massachusetts
August 13, 2012

WOMEN OF MEANS, INC.
STATEMENT OF FINANCIAL POSITION
AS OF DECEMBER 31, 2011

ASSETS

Current assets

Cash and cash equivalents	\$ 330,130
Pledges receivable	96,813
Prepaid expenses	<u>2,752</u>

Total current assets 429,695

Fixed assets

Office furniture and equipment	29,579
Accumulated depreciation	<u>(27,081)</u>

Net fixed assets 2,498

Other assets

Trademark and logo	3,612
Security deposit	<u>1,703</u>

Total other assets 5,315

TOTAL ASSETS \$ 437,508

LIABILITIES AND NET ASSETS

Current liabilities

Accounts payable and accrued expenses	<u>\$ 7,060</u>
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Net assets

Unrestricted	322,871
Temporarily restricted	<u>107,577</u>

Total net assets 430,448

TOTAL LIABILITIES AND NET ASSETS \$ 437,508

**WOMEN OF MEANS, INC.
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2011**

	Unrestricted	Temporarily Restricted	Total
REVENUE AND SUPPORT			
Grant revenue	\$ 388,246	\$ 40,494	\$ 428,740
Contributions	207,907	11,319	219,226
In-kind donations	7,000	-	7,000
Interest income	526	-	526
Other income	8,515	-	8,515
Total revenue and support	<u>612,194</u>	<u>51,813</u>	<u>664,007</u>
NET ASSETS RELEASED FROM RESTRICTIONS	<u>197,742</u>	<u>(197,742)</u>	<u>-</u>
EXPENSES			
Program	453,599	-	453,599
Fundraising	182,123	-	182,123
Management and general	54,985	-	54,985
Total expenses	<u>690,707</u>	<u>-</u>	<u>690,707</u>
CHANGE IN NET ASSETS	119,229	(145,929)	(26,700)
NET ASSETS, BEGINNING OF YEAR	<u>203,642</u>	<u>253,506</u>	<u>457,148</u>
NET ASSETS, END OF YEAR	<u><u>\$ 322,871</u></u>	<u><u>\$ 107,577</u></u>	<u><u>\$ 430,448</u></u>

WOMEN OF MEANS, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2011

	<u>Supporting Services</u>			Total
	Program	Fundraising	Management & General	
Personnel expenses	\$ 363,005	\$ 61,899	\$ 28,693	\$ 453,597
Consulting	19,547	55,303	4,597	79,447
Occupancy	21,924	6,857	4,078	32,859
Materials and supplies	19,772	-	-	19,772
Research	12,750	-	-	12,750
Office expenses	10,548	3,349	3,537	17,434
Depreciation	-	-	2,773	2,773
Insurance	-	-	3,108	3,108
Travel and entertainment	4,617	430	430	5,477
Professional services	-	-	7,500	7,500
Marketing expenses	-	3,781	-	3,781
Special events	-	50,057	-	50,057
Dues and subscriptions	1,340	447	-	1,787
Miscellaneous	96	-	269	365
TOTAL EXPENSES	\$ 453,599	\$ 182,123	\$ 54,985	\$ 690,707

WOMEN OF MEANS, INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2011

CASH FLOWS FROM OPERATING ACTIVITIES	
Change in net assets	\$ (26,700)
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	2,773
Decrease in pledges receivable - current	88,557
Decrease in prepaid expenses	14,293
Increase in accounts payable and accrued expenses	<u>5,628</u>
Net Cash Provided by Operating Activities	<u>84,551</u>
NET INCREASE IN CASH AND CASH EQUIVALENTS	84,551
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	<u>245,579</u>
CASH AND CASH EQUIVALENTS, END OF YEAR	<u><u>\$ 330,130</u></u>
Supplemental Information:	
Taxes paid	<u>\$ -</u>
Interest paid	<u>\$ -</u>
Supplemental Data for Noncash Investing and Financing Activities	
Other noncash investing and financing activities	<u><u>\$ -</u></u>

WOMEN OF MEANS, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2011

NOTE 1 DESCRIPTION OF ORGANIZATION

Nature of Activities

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 women who are homeless or marginally housed through compassionate, high quality health care, education and advocacy. The Organization provides these services free of charge to approximately 2,500 women primarily in homeless shelters in Eastern Massachusetts. The Organization has five major programs:

Shelter-Based Medical Care Services - Conducting daily medical clinics at seven Boston-area shelter sites using volunteer physicians and paid nursing staff, ensuring that critical clinical services, with familiar and compassionate medical providers, are consistently available.

Clinical Education for Community Service - Training for approximately 100 medical and nursing students, residents and interns each year through clinical rotations at its shelter-based clinics.

Aging in Shelters Collaborative Program - Providing proactive multi-agency collaborative case management and health promotion system for long-term homeless women, targeted at women 55 years of age and older.

Health Care Companion Program - Accompanying patients to appointments using volunteer advocates to help the patients to navigate the healthcare system and address the patients' healthcare needs.

Research and Evaluation - Performing research studies to identify the needs of the population the Organization serves and measure the value of its services.

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES

The Organization prepares its financial statements in accordance with generally accepted accounting principles promulgated in the United States of America (U.S. GAAP) for Not-For-Profits. The significant accounting and reporting policies used by the organization are described subsequently to enhance the usefulness and understandability of the financial statements.

Financial Statement Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) in its Accounting Standards Codification (ASC) No. 958-205, Not-for-Profit Entities Presentation of Financial Statements. Under ASC 958-205, 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. The Organization's net assets (excess of its assets over liabilities) and its revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions.

WOMEN OF MEANS, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2011

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Use of Estimates

In preparing the Organization's financial statements in conformity with generally accepted accounting principles in the United States, management is required to make estimates and assumptions that affect the reported amounts of 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.

Revenue Recognition

The statement of financial position presents three classes of net assets (permanently restricted, temporarily restricted, and unrestricted) when applicable. Unrestricted grants and contributions are recorded as revenue when received or unconditionally pledged. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions 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 and reported in the Statement of Activities as net assets released from restrictions.

All of the Organization's revenue is derived from its activities in eastern Massachusetts. During the year ending December 31, 2011, the Organization derived approximately 99% of its total revenue from other non-profit agencies and individual donors and 1% from various other sources.

Cash and Cash Equivalents

The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. The Organization maintains its cash deposit balances in banks located in Massachusetts. The Organization did not maintain balances in excess of FDIC insured limits as of December 31, 2011.

Pledges Receivable

Pledges receivable consists of grants and donations pledged in 2011 but not yet received as of December 31, 2011. Management has determined that pledges receivable are fully collectible; therefore, no allowance for uncollectible accounts is considered necessary at December 31, 2011.

Fixed Assets

Fixed assets are stated at cost or fair value at date of donation. Additions and betterments are capitalized, while maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently. Upon disposal of depreciable property, the appropriate property accounts are reduced by the related costs and accumulated depreciation. Any resulting gains and losses are reflected in the statement of activities. Depreciation is provided using the straight-line method over the estimated useful lives of the assets.

WOMEN OF MEANS, INC.
 NOTES TO FINANCIAL STATEMENTS
 DECEMBER 31, 2011

NOTE 2 SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Donated Assets

Donated marketable securities and other non-cash donations are recorded as contributions at their fair market value at the date of donation.

Donated Services

No amounts have been reflected in the financial statements for donated services. Approximately 16 clinicians donated approximately 120 hours per month of professional clinical services to homeless shelters under the direction of the Organization. The value of these contributed serves is not reflected in the financial statements since it is not susceptible to objective measurement or valuation.

Functional Allocation of Expenses

The cost of providing various programs and other activities have been summarized on a functional basis in the statement of functional expenses. Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services on the basis of employee timesheets and Management's estimates. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

Financial Instruments

The carrying amounts of the Organization's financial instruments, which include cash and cash equivalents, pledges receivable, prepaid expenses, accounts payable, and accrued expenses, approximate their fair values due to their short maturities.

NOTE 3 RESTRICTIONS AND RELEASE FROM RESTRICTIONS OF NET ASSETS

Temporarily restricted net assets consisted of the following at December 31, 2011:

Pledges receivable	\$ 96,813
Donations for the purchase of medical supplies	10,764
	<u>\$ 107,577</u>

The sources of net assets released from temporary donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of events specified by the donors were as follows:

Receipt of pledges receivable	\$ 135,370
Rental of facilities for anniversary fundraising gala	10,000
Training events	5,000
Time restriction expiration	35,000
Purchase of medical supplies	7,172
Health care companion salary	5,200
	<u>\$ 197,742</u>

WOMEN OF MEANS, INC.
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2011

NOTE 4 FIXED ASSETS

Fixed assets consists of office furniture and equipment at December 31, 2011, and is depreciated using the straight-line method over an estimated useful life of five years. Depreciation was \$2,773 for the year ending December 31, 2011.

NOTE 5 OPERATING LEASE COMMITMENTS

The Organization leases its office space in Wellesley, Massachusetts under a one year non-cancellable operating lease that expires January 14, 2013. The lease requires monthly payments of \$2,267. Rent expense for the year ended December 31, 2011 totaled \$27,454. Future minimum rent under the lease is \$27,204 in 2012.

NOTE 6 RETIREMENT PLAN

The Organization has adopted a 401(k) retirement plan (the Plan) covering all full-time employees. The Organization made no contributions to the Plan in 2011, and there are no outstanding liabilities from the Organization that are due to the Plan at December 31, 2011.

NOTE 7 INCOME TAXES

The Organization qualifies as an organization formed for charitable purposes under Section 501(c)(3) of the Internal Revenue Code and therefore no provision for income taxes is reflected in the statements. The Organization qualifies for the charitable deduction for individuals under the Internal Revenue Code.

The Organization adopted Topic 740 of the FASB Accounting Standards Codification (ASC 740) relating to the accounting for uncertainty in income taxes. As required by this topic, the Organization has evaluated its tax positions, applying a "More Likely Than Not" standard, and believes that there would be no material changes to the results of its operations or financial position as a result of an audit by the applicable taxing authorities, federal or state.

The Organization has filed all of its known and required returns in a timely manner including as-permitted allowed extensions. Accordingly, the Organization believes tax years 2008, 2009, and 2010, following the administrative practices of the taxing authorities, remain open years and are subject to review.

NOTE 8 SUBSEQUENT EVENTS

Management of the Organization has performed an evaluation of subsequent events through August 13, 2012, which is the date these financial statements were available to be issued. No material subsequent events have occurred since December 31, 2011 that required recognition of disclosure in these financial statements.