

GREENE, RUBIN, MILLER & PACINO

PIERS PARK SAILING CENTER, INC.
REPORT ON FINANCIAL STATEMENTS
YEARS ENDED OCTOBER 31, 2013 AND 2012

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Independent Accountant's Review Report

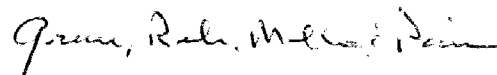
To The Board of Directors
Piers Park Sailing Center, Inc.
East Boston, Massachusetts

We have reviewed the accompanying statement of financial position of Piers Park Sailing Center, Inc. as of fiscal years ended October 31, 2013 and 2012, and the related statements of activities and of cash flows for the fiscal years then ended. A review includes primarily applying analytical procedures to management's financial data and making inquiries of organization management. A review is substantially less in scope than an audit, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for designing, implementing and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the review in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. Those standards require us to perform procedures to obtain limited assurance that there are no material modifications that should be made to the financial statements. We believe that the results of our procedures provide a reasonable basis for our report.

Based on our review we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with accounting principles generally accepted in the United States of America.



Boston, Massachusetts
January 31, 2014

PIERS PARK SAILING CENTER, INC.
STATEMENT OF FINANCIAL POSITION
OCTOBER 31, 2013

		<u>UNRESTRICTED</u>
ASSETS		
Cash and cash equivalents		\$ 58,716
Marketable securities at fair market value		420
Accounts and pledges receivable		
Accounts receivable	\$ 58	
Pledges receivable	<u>6,461</u>	
		6,519
Prepaid Expense		
Unexpired insurance premiums		10,165
Property and equipment		
Property and equipment at fair market value		
Sailboats, trailers and motors	\$214,656	
Less accumulated depreciation	<u>(116,589)</u>	
		98,067
Property and equipment at cost		
Boat accessories and parts	130,936	
Office and computer equipment	14,575	
Outdoor equipment	<u>19,177</u>	
	164,688	
Less: accumulated depreciation	<u>(148,986)</u>	
		<u>15,702</u>
		<u>113,769</u>
TOTAL ASSETS		<u>\$189,589</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF FINANCIAL POSITION
OCTOBER 31, 2013
(CONTINUED)

	<u>UNRESTRICTED</u>
LIABILITIES AND NET ASSETS	
LIABILITIES:	
Accounts payable	\$ 341
Accrued expenses	5,667
Accrued payroll and taxes withheld	8,968
Advance deposit - deferred revenue	-
	<hr/>
TOTAL LIABILITIES	14,976
NET ASSETS:	
Unrestricted:	
For general purposes	<u>\$174,613</u>
TOTAL NET ASSETS	<u>174,613</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$189,589</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF FINANCIAL POSITION
OCTOBER 31, 2012

		<u>UNRESTRICTED</u>
ASSETS		
Cash and cash equivalents		\$ 36,423
Accounts and pledges receivable		
Accounts receivable	\$ 4,748	
Pledges receivable	<u>1,571</u>	6,319
Prepaid Expense		
Unexpired insurance premiums		11,204
Property and equipment		
Property and equipment at fair market value		
Sailboats, trailers and motors	\$226,401	
Less accumulated depreciation	<u>(109,075)</u>	
	117,326	
Property and equipment at cost		
Boat accessories and parts	129,335	
Office and computer equipment	14,575	
Outdoor equipment	<u>19,177</u>	
	163,087	
Less: accumulated depreciation	<u>(143,074)</u>	
	<u>20,013</u>	
		<u>137,339</u>
TOTAL ASSETS		<u>\$191,285</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF FINANCIAL POSITION
OCTOBER 31, 2012

(CONTINUED)

UNRESTRICTED

LIABILITIES AND NET ASSETS

LIABILITIES:

Accounts payable	\$ 620
Accrued expenses	1,952
Accrued payroll and taxes withheld	8,770
Advance deposit - deferred revenue	<u>1,719</u>

TOTAL LIABILITIES 13,061

NET ASSETS:

Unrestricted:

For general purposes \$178,224

TOTAL NET ASSETS 178,224

TOTAL LIABILITIES AND NET ASSETS \$191,285

PIERS PARK SAILING CENTER, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED OCTOBER 31, 2013

	UNRESTRICTED	TEMPORARILY RESTRICTED	TOTAL
Revenues, gains and support:			
Sailing training and safety program			
Membership	\$ 48,942	\$ -	\$ 48,942
Participant fees	<u>25,984</u>	<u>-</u>	<u>25,984</u>
	<u>74,926</u>	-	<u>74,926</u>
Rental use and sales of boats and equipment	9,809		9,809
Fund raising event sales	5,806	-	5,806
Gain on sales of boat, motor and equipment, net	3,522		3,522
Other sales	-		-
Sailing events	<u>15,983</u>	<u>-</u>	<u>15,983</u>
	<u>35,120</u>	<u>-</u>	<u>35,120</u>
Grants and contribution support			
Corporate and individual public support	211,846		211,846
Massport support	66,121	10,650	76,771
US Olympic Committee		15,000	15,000
Release of temporary restrictions	<u>25,650</u>	<u>(25,650)</u>	<u>-</u>
	<u>303,617</u>	<u>-</u>	<u>303,617</u>
Investment Income			
Dividends	8		8
Unrealized marketable securities gain (loss)	<u>78</u>	<u>-</u>	<u>78</u>
	<u>86</u>	<u>-</u>	<u>86</u>
Total revenue, gains and support	<u>413,749</u>	<u>-</u>	<u>413,749</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED OCTOBER 31, 2013

(CONTINUED)

	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
Expenses:			
Sailing program expense	317,607		317,607
General and administrative expense	46,982		46,982
Fund raising expense	<u>35,855</u>		<u>35,855</u>
Total expenses	<u>400,444</u>	<u>-</u>	<u>400,444</u>
CHANGE IN NET ASSETS BEFORE EXTRAORDINARY ITEMS	<u>13,305</u>	<u>-</u>	<u>13,305</u>
Extraordinary items			
Cumulative effect of a change in accounting principle, gains on boat sales	(8,292)		(8,292)
Donated fixed asset fair value change	<u>(8,624)</u>		<u>(8,624)</u>
Total extraordinary items	<u>(16,916)</u>		<u>(16,916)</u>
CHANGE IN NET ASSETS	(3,611)		(3,611)
NET ASSETS:			
Beginning of year	<u>178,224</u>	<u>-</u>	<u>178,224</u>
End of year	<u>\$174,613</u>	<u>\$ -</u>	<u>\$174,613</u>

PIERS PARK SAILING CENTER, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED OCTOBER 31, 2012

	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
Revenues, gains and support:			
Sailing training and safety program			
Membership	\$ 44,186	\$ -	\$ 44,186
Participant fees	<u>46,856</u>	<u>-</u>	<u>46,856</u>
	<u>91,042</u>	<u>-</u>	<u>91,042</u>
Rental use and sales of boats and equipment	8,525		8,525
Fund raising event sales	1,760	-	1,760
Boat, motor and equipment sales	709		709
Other sales	6,729		6,729
Sailing events	<u>12,101</u>	<u>-</u>	<u>12,101</u>
	<u>29,824</u>	<u>-</u>	<u>29,824</u>
Grants and contribution support			
Corporate and individual public support	217,532		217,532
Massport support	66,121	9,450	75,571
Release of temporary restrictions	<u>9,450</u>	<u>(9,450)</u>	<u>-</u>
	<u>293,103</u>	<u>-</u>	<u>293,103</u>
Total revenue, gains and support	<u>413,969</u>	<u>-</u>	<u>413,969</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED OCTOBER 31, 2012
 (CONTINUED)

	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
Expenses:			
Sailing program expense	323,123		323,123
General and administrative expense	56,349		56,349
Fund raising expense	<u>28,552</u>		<u>28,552</u>
Total expenses	<u>408,024</u>		<u>408,024</u>
CHANGE IN NET ASSETS	5,945	-	5,945
NET ASSETS:			
Beginning of year	<u>172,279</u>	<u>-</u>	<u>172,279</u>
End of year	<u>\$178,224</u>	<u>\$ -</u>	<u>\$178,224</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED OCTOBER 31, 2013

CASH FLOWS FROM OPERATING ACTIVITIES:	
Change in unrestricted net assets	\$ (3,611)
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	18,102
Contributions of investment securities	(342)
Contributions made of sailboat property	(6,500)
Contributions made of facilities property	(66,121)
Donated space occupancy expense	66,121
Realized gain on boat, motor and equipment sales, net	(3,522)
Unrealized marketable securities gain	(78)
Extraordinary items	16,916
Change, increase (decrease) in operating assets and liabilities:	
Accounts receivable	4,690
Pledges receivable	(4,890)
Prepaid expense	1,039
Accounts payable and accrued expenses	3,437
Accrued payroll and taxes withheld	198
Advance deposit - deferred revenue	<u>(1,719)</u>
Net cash provided (used) by operating activities	<u>\$ 23,720</u>
CASH FLOWS FROM INVESTING ACTIVITIES	
Sales proceeds - boats, motors and equipment	5,625
Purchase of boats, motors and equipment	<u>(7,052)</u>
Net cash provided (used) for investing activities	<u>(1,427)</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED OCTOBER 31, 2013
 (CONTINUED)

CASH FLOWS FROM FINANCING ACTIVITIES	
Loan proceeds	1,500
Loan repayments	<u>(1,500)</u>
Net cash provided (used) for financing activities	<u>-</u>
INCREASE IN CASH AND CASH EQUIVALENTS	22,293
CASH AND CASH EQUIVALENTS:	
Beginning of year	<u>36,423</u>
End of year	<u>\$ 58,716</u>
SUPPLEMENTAL INFORMATION ON CASH FLOWS INFORMATION:	
Federal excise taxes paid	<u>\$ -</u>
Interest paid	<u>\$ -</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED OCTOBER 31, 2012

CASH FLOWS FROM OPERATING ACTIVITIES:	
Change in unrestricted net assets	\$ 5,945
Adjustments to reconcile change in net assets to net cash provided by operating activities:	
Depreciation	18,286
Contributions made of facilities property	(66,121)
Donated space occupancy expense	66,121
Change, increase (decrease) in operating assets and liabilities:	
Accounts receivable	127
Pledges receivable	6,094
Prepaid expense	1,720
Accounts payable and accrued expenses	(16,767)
Accrued payroll and taxes withheld	7,533
Advance deposit - deferred revenue	<u>(4,125)</u>
 Net cash provided (used) by operating activities	 <u>\$ 18,813</u>
 CASH FLOWS FROM INVESTING ACTIVITIES	
Sales proceeds - boats, motors and equipment	709
Purchase of boats, motors and equipment	<u>(14,571)</u>
 Net cash provided (used) for investing activities	 <u>(13,862)</u>
 CASH FLOWS FROM FINANCING ACTIVITIES	
Loan proceeds	25,000
Loan repayments	<u>(25,000)</u>
 Net cash provided (used) for financing activities	 <u>-</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED OCTOBER 31, 2012
(CONTINUED)

INCREASE IN CASH AND CASH EQUIVALENTS	4,951
CASH AND CASH EQUIVALENTS:	
Beginning of year	<u>31,472</u>
End of year	<u>\$ 36,423</u>
SUPPLEMENTAL INFORMATION ON CASH FLOWS INFORMATION:	
Federal excise taxes paid	<u>\$ -</u>
Interest paid	<u>\$ 165</u>

See accountant's review report and notes to financial statements.

PIERS PARK SAILING CENTER, INC.

NOTES TO FINANCIAL STATEMENTS

ACCOUNTING PRINCIPLES FOLLOWED

The following summarizes the accounting principles applied to designated items:

Nature of operations - Piers Park Sailing Center, Inc. (PPSC), organized March 9, 1998 under chapter 180 of Massachusetts laws is established to operate and manage a sailing program at East Boston Piers Park (the Park), pursuant to an agreement with the Massachusetts Port Authority (Massport).

Basis of accounting - the financial records and these statements have been prepared on the accrual basis. The results from operations are reported in the statement of activities as a combined change in net assets.

Basis of presentation - The Financial Accounting Standards Board (FASB) established Accounting Standards Codification (ASC) as the single source of authoritative accounting principles for nongovernmental entities that prepare financial statements in accordance with U.S. generally accepted accounting principles (GAAP). Therein, the financial statements presented are on the basis of unrestricted, temporarily restricted and permanently restricted net assets.

Revenue recognition - sailing program activities are primarily conducted at the Park located in East Boston, Massachusetts. Program operation revenues include participation fees for sailing school, summer youth sailing camp, programs for persons with disabilities (Adaptive) and pass-holder use of boats at the Park. PPSC sailing programs involve extensive use of sailboats, skiffs, trailers, outboard motors, water safety and boat accessory equipment. Charitable support obtained primarily by grants and contributions from the general public, is used to supplement operating revenues, and, in addition maintain administrative services and office facilities.

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.

Cash and cash equivalents - the organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. The organization maintains its cash in bank deposit accounts, which, at times may exceed federally insured limits. The organization has not experienced any losses in such accounts. The organization believes it is not exposed to any significant credit risk on cash and cash equivalents.

Pledges receivable valuation - PPSC uses the allowance method for determining uncollectible unconditional contributions receivable due after one year. Pledges due beyond one year or more are discounted using applicable federal rates.

PIERS PARK SAILING CENTER, INC.

NOTES TO FINANCIAL STATEMENTS

(CONTINUED)

ACCOUNTING PRINCIPLES FOLLOWED (CONTINUED)

Promises to give - promises to give (pledge receivable) result from solicitations made for support by the public are recognized as contributions (unconditional or conditional). Promises to give due in one year from the date recognized are recorded net of any goods or services provided to the donor by the organization at cash value or measured at net realized value that is a reasonable estimate of fair value.

Contributions (unconditional) - the absence of donor conditions precedes recognition of unconditional contributions. The voluntary nature of public support contributions is normally difficult to verify and are subject to policies and procedures appropriate under the circumstances. Unconditional contributions may be subject to unknown terms and conditions resulting from matching gifts. Accordingly, solicitations for support made as intentions to give that do not meet standards used to be a promise are generally recorded as contributions upon receipt. In addition, receipt acknowledgments of \$250 or greater are further investigated to determine when to recognize them as pledges to give support at year end.

Contributions (conditional) - recognition of conditional contributions is made according to donor-expressed conditions and result in reporting them as increases to temporarily or permanently restricted net assets depending on the nature (time or purpose) of the restrictions. Conditions met concurrently in the same fiscal year may be recognized as unrestricted. The expiration of a time restriction or fulfillment of a purpose restriction results in a reclassification to unrestricted net assets. Management is not aware of any pledges that may be conditional.

Voluntary support - PPSC does not record as revenue or expense the many hours its members and other supporters volunteer in charitable activities without compensation. The hours of volunteers are not controlled and the value of time spent is not easily estimable, as would be required in order to record volunteer time as revenue and support.

Compensated absences - accrued vacation pay has not been accrued. PPSC's policy is to recognize the expense when it is actually incurred and paid.

Fund-raising expenses are recognized according to FASB ASC guidance.

Financial statement reclassification – certain amounts in the 2012 financial statements have been reclassified to conform to the 2013 presentation.

See accountant's review report.

PIERS PARK SAILING CENTER, INC.

NOTES TO FINANCIAL STATEMENTS

(CONTINUED)

Accounting for Uncertainty in Income Taxes – PPSC has adopted the provisions of ASC 740. See “Income Taxes” note to the financial statements.

Organization Not-For-Profit status - PPSC is a tax-exempt organization within the meaning of Internal Revenue Code 501 (c) (3) which qualifies it for exemption from federal income tax and has been determined not to be a private foundation described in section 509 (a) (2) which qualifies contributions made by the public described in section 170 for the full charitable contribution deduction. Accordingly, income is exempt from fiduciary income tax in Massachusetts.

MARKETABLE SECURITIES

PPSC has adopted ASC 320, *Investments – Debt and Equity Securities*. Valuation of investments in equity securities with readily determinable fair value and all debt securities shall be reported at their fair value in the statement of financial position. Accordingly, the GAAP Standard applies to all investments that are required or permitted to be measured at fair value under existing accounting principles. GAAP emphasizes that fair value is a market-based measurement based on the assumptions that market participants would use in pricing the asset or liability.

The aggregate carrying amount of investments are presented according to major security type, classified as debt and equities.

ASC 820, *Fair Value Measurements and Disclosures*, provides guidance for assets and liabilities that are measured at fair value determined by valuation techniques and inputs used to develop those measurements. The fair value hierarchy established consisting of three levels of inputs that may be used to measure fair value are as follows:

Level 1 – inputs that utilize quoted prices (unadjusted) active markets for identical assets or liabilities that the Organization has the ability to access.

Level 2 – inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the assets or liabilities, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

Level 3 – inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

See accountant's review report.

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PIERS PARK SAILING CENTER, INC.

NOTES TO FINANCIAL STATEMENTS

(CONTINUED)

Fair Values Measured on Recurring Basis

Fair values of invested assets measured on a recurring basis at October 31, 2013 are as follows:

	<u>Fair Value</u>	<u>Quoted Prices in Active Markets Assets (Level 1)</u>	<u>Significant Other Observable Inputs Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
Invested assets:				
Equity securities	\$420	\$420	\$ 0	\$ 0
Total invested assets	<u>\$420</u>	<u>\$420</u>	<u>\$ 0</u>	<u>\$ 0</u>

INCOME TAXES

PPSC has adopted the provisions of the FIN 48 ASC 740 guidance which prescribes a recognition threshold and a measurement attribute for the financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return including tax-exempt not-for-profit organizations. PPSC's management has not recognized a liability for federal or state income or excise taxes on unrelated business income, and no attributes currently exist to measure such taxes to be accrued.

PPSC's annual returns are subject to examination by federal and state government jurisdictions for a period of three years. Therefore, the returns previously filed for the fiscal years ended October 31, 2010-2012 and the current year 2013 are open to examination.

PIERS PARK SAILING CENTER, INC.

NOTES TO FINANCIAL STATEMENTS

(CONTINUED)

PROPERTY AND EQUIPMENT AND DEPRECIATION

Massport transferred their entire sail fleet (sailboats, skiffs, trailers, outboard motors, water safety and boat accessory equipment and outboard motors) and, in addition, office technology equipment, furniture and fixtures to PPSC on January 1, 2002, in consideration for one dollar. The estimated fair value of the sail fleet was \$145,000. Further, the majority of the sail fleet has an estimated useful life of 18 years.

Property and equipment is recorded at cost or donated fair value of the sail fleet and other property. Major improvements and purchases of \$1,000 or more are capitalized. Depreciation is recognized using the straight-line method according to the useful life of the asset group. Refurbishments and replacements are expensed.

LICENSE AGREEMENT

The Massachusetts Port Authority (Massport) owner of a park known as the East Boston Piers Park (the "Park") and Pier One (the "Pier") has permitted the use of its land at the Park and the Pier for a sailing program offered by various non-profit operators since 1998. Massport has entered into a license agreement (the Agreement) with PPSC granting the use of the Park and Pier facilities, solely for the operation and management of a sailing program. The current Agreement term of five years dated January 1, 2013 extends for a five year term until December 31, 2018.

LEASE AGREEMENT

Under the Agreement with Massport, for a nominal consideration of one dollar, PPSC uses Pier facilities at the Park including a building (office space), a storage area and a floating dock. Therein, PPSC use of the Pier facilities donated by Massport, fair market value of \$62,017 for storage area and a floating dock and \$4,104 for building office space, for annually operating the licensed sailing program is an unconditional contribution.

BANK LINE OF CREDIT

PPSC has a revolving line of credit with a bank with a borrowing limit of \$80,000, available as of October 31, 2013. The line of credit is secured by all property and equipment. The loan balance was fully paid at October 31, 2013.

PIERS PARK SAILING CENTER, INC.

NOTES TO FINANCIAL STATEMENTS

(CONTINUED)

BANK LINE OF CREDIT (CONTINUED)

Borrowings subsequent to October 31, 2013 are payable in minimum monthly installments of one (1%) percent of the outstanding balance (but not less than \$100). Management believes PPSC has complied with the terms of the bank loan.

EXTRAORDINARY ITEMS

Cumulative effect of change in accounting principles, gain on boat sales recognizes the basis of prior years' installments sales upon final year.

Donated value of fixed assets recognizes changes in the market upon disposition.

NET ASSETS

Unrestricted net assets are classified in accordance with The Board of Directors approved resolutions. Accordingly, by vote of the Board of Directors, unrestricted net assets are designated for special use. In addition, commitments to special projects are made from time to time. The character of assets designated for such purpose is undistinguishable from any other unrestricted net asset.

Temporarily restricted net assets are recognized in accordance with donor-imposed restrictions. Release of temporarily restricted net assets are made upon satisfying the conditions therein. Contributions whose time and purpose conditions are met in the same fiscal period are recognized as unrestricted.

Permanently restricted net assets are recognized in accordance with donor-imposed restrictions. Release of permanently restricted net assets may be made upon satisfying conditions therein.

SUBSEQUENT EVENTS

The organization's management has evaluated events occurring from November 1, 2013 through January 31, 2014, the date of the independent Accountant's report, and has concluded that no event has occurred that would materially affect either these financial statements or the financial statements of the organization in the near future.

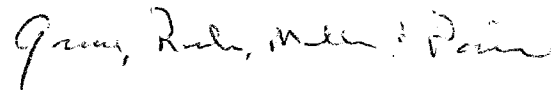
SUPPLEMENTARY INFORMATION

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To The Board of Directors
Piers Park Sailing Center, Inc.
East Boston, Massachusetts

Our report on our review of the basic financial statements of Piers Park Sailing Center, Inc. for years ended October 31, 2013 and 2012 appears on page 3. That review was made for the purpose of expressing limited assurance that there are no material modifications that should be made to the financial statements in order for them to be in conformity with generally accepted accounting principles. The information included in the accompanying schedules of functional expenses is presented only for supplementary analysis purposes. Such information has been subjected to the inquiry and analytical procedures applied in the review of the basic financial statements, and we are not aware of any material modifications that should be made thereto.



Boston, Massachusetts
January 31, 2014

PIERS PARK SAILING CENTER, INC.
SCHEDULE OF FUNCTIONAL EXPENSES
YEARS ENDING OCTOBER 31, 2013

	UNRESTRICTED	
	2013	2012
Sailing program expense:		
Salaries and wages	\$ 153,276	\$ 150,528
Payroll taxes	16,388	22,511
Employee health and welfare	15,076	11,285
Depreciation - fleet and equipment	17,824	17,725
Educational supplies	7,000	4,823
Fleet and equipment upkeep	7,571	9,985
Fleet registrations and taxes	352	463
Marine supplies and fuel	12,931	9,593
Insurance	18,508	24,301
Marketing and promotion	1,063	1,332
Fleet supplies and expense	4,085	4,911
Design and production services	589	2,940
Technology and communications	927	709
Occupancy dock and fleet storage	62,017	62,017
Total program expense	317,607	323,123
General and administrative expense:		
Salaries and wages	10,978	18,736
Payroll taxes	988	2,248
Employee health and welfare	947	600
Accounting, bookkeeping and payroll services	15,961	17,562
Bank and credit charge cost	2,101	2,334
Depreciation - furnishings and office equipment	278	561
Memberships and subscriptions	927	968
Insurance	2,000	2,000
Interest expense	-	165
Occupancy - office space	4,104	4,104
Office supplies and expense	2,261	2,436
Postage and delivery	882	910
Printing and reproduction	504	514
Technology and communication	1,600	-
Telecommunications	3,289	3,067
State filing fees	162	144
Total general and administrative expense	46,982	56,349

See accountant's report on supplementary information.

PIERS PARK SAILING CENTER, INC.
SCHEDULE OF FUNCTIONAL EXPENSES
YEARS ENDING OCTOBER 31, 2013

(CONTINUED)

	UNRESTRICTED	
	2013	2012
Fund raising expense:		
Salaries and wages	27,646	19,200
Payroll taxes	2,488	2,304
Employee health and welfare	3,157	2,400
Special events and exhibitions	1,836	2,831
Marketing and promotion	240	225
Development and outreach	183	628
Travel, meetings and meals	305	964
Total fund raising expense	35,855	28,552
Total operating expenses	\$400,444	\$408,024