

ON THE RISE, INC.

FINANCIAL STATEMENTS

with

INDEPENDENT AUDITORS' REPORT

YEARS ENDED DECEMBER 31, 2015 AND 2014

Smith  Sullivan
& Brown PC
CERTIFIED PUBLIC ACCOUNTANTS

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ON THE RISE, INC.
REPORT ON FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2015 AND 2014

Mission Statement

On The Rise creates a community where women have the relationships, safety and resources they need to move out of homelessness. We engage with those most in need and support their initiative and strength as they move beyond crisis and discover new possibilities.

ON THE RISE, INC.
REPORT ON FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2015 AND 2014

C O N T E N T S

	<i>Pages</i>
Independent Auditors' Report.....	1 - 2
Statements of Financial Position as of December 31, 2015 and 2014.....	3
Statements of Activities for the Years Ended December 31, 2015 and 2014.....	4
Statement of Functional Expenses for the Year Ended December 31, 2015.....	5
Statement of Functional Expenses for the Year Ended December 31, 2014.....	6
Statements of Cash Flows for the Years Ended December 31, 2015 and 2014.....	7
Notes to Financial Statements.....	8 - 18

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors
On The Rise, Inc.
Cambridge, Massachusetts

We have audited the accompanying financial statements of On The Rise, Inc. (a Massachusetts nonprofit organization), which comprise the statements of financial position as of December 31, 2015 and 2014, and the related statements of activities, 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 and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. 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 auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization'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 Organization'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 On The Rise, Inc. as of December 31, 2015 and 2014 and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

To the Board of Directors
On The Rise, Inc.

Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated May 10, 2016 on our consideration of On The Rise, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering On The Rise, Inc.'s internal control over financial reporting and compliance.

Smith, Sullivan & Brown, PC

Westborough, Massachusetts
May 10, 2016

ON THE RISE, INC.

STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31, 2015 AND 2014

<u>ASSETS</u>	2015			2014		
	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
<u>CURRENT ASSETS:</u>						
Cash	\$ 574,635	\$ -	\$ 574,635	\$ 609,812	\$ -	\$ 609,812
Grants and Pledges Receivable, Current	33,500	58,500	92,000	-	90,000	90,000
Contracts Receivable	34,489	-	34,489	23,817	-	23,817
Prepaid Expenses	20,307	-	20,307	13,284	-	13,284
Total Current Assets	662,931	58,500	721,431	646,913	90,000	736,913
 <u>NET PROPERTY AND EQUIPMENT</u>	 924,584	 -	 924,584	 915,219	 -	 915,219
 <u>NON-CURRENT ASSETS:</u>						
Grants and Pledges Receivable, Non-Current	-	31,500	31,500	-	-	-
Investments	497,014	382,600	879,614	467,342	356,496	823,838
Total Non-Current Assets	497,014	414,100	911,114	467,342	356,496	823,838
 <u>TOTAL ASSETS</u>	 \$ 2,084,529	 \$ 472,600	 \$ 2,557,129	 \$ 2,029,474	 \$ 446,496	 \$ 2,475,970
<u>LIABILITIES AND NET ASSETS</u>						
 <u>CURRENT LIABILITIES:</u>						
Accounts Payable and Accrued Expenses	\$ 20,893	\$ -	\$ 20,893	\$ 16,936	\$ -	\$ 16,936
Accrued Payroll and Related Costs	9,291	-	9,291	25,841	-	25,841
Total Current Liabilities	30,184	-	30,184	42,777	-	42,777
 <u>NET ASSETS:</u>						
Unrestricted:						
Operating	632,747	-	632,747	604,136	-	604,136
Board Designated	497,014	-	497,014	467,342	-	467,342
Property and Equipment	924,584	-	924,584	915,219	-	915,219
Total Unrestricted Net Assets	2,054,345	-	2,054,345	1,986,697	-	1,986,697
Temporarily Restricted Net Assets	-	472,600	472,600	-	446,496	446,496
Total Net Assets	2,054,345	472,600	2,526,945	1,986,697	446,496	2,433,193
 <u>TOTAL LIABILITIES AND NET ASSETS</u>	 \$ 2,084,529	 \$ 472,600	 \$ 2,557,129	 \$ 2,029,474	 \$ 446,496	 \$ 2,475,970

ON THE RISE, INC.

STATEMENTS OF ACTIVITIES
FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

	2015			2014		
	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>	<u>UNRESTRICTED</u>	<u>TEMPORARILY RESTRICTED</u>	<u>TOTAL</u>
<u>SUPPORT, REVENUES AND RECLASSIFICATIONS:</u>						
<i>Support:</i>						
Grants and Contributions	\$ 516,935	\$ 203,591	\$ 720,526	\$ 503,994	\$ 60,000	\$ 563,994
Special Event Revenue, Net of Direct Costs	149,076	-	149,076	161,259	-	161,259
Donated Goods and Services	83,346	-	83,346	86,425	-	86,425
Total Support	<u>749,357</u>	<u>203,591</u>	<u>952,948</u>	<u>751,678</u>	<u>60,000</u>	<u>811,678</u>
<i>Revenues:</i>						
Contract Service Revenue	292,526	-	292,526	273,510	-	273,510
Interest Income	1,200	-	1,200	1,132	-	1,132
Total Revenues	<u>293,726</u>	<u>-</u>	<u>293,726</u>	<u>274,642</u>	<u>-</u>	<u>274,642</u>
<i>Reclassification of Net Assets:</i>						
Satisfaction of Donor Restrictions	178,914	(178,914)	-	117,079	(117,079)	-
<u>TOTAL SUPPORT, REVENUES AND RECLASSIFICATIONS</u>	<u>1,221,997</u>	<u>24,677</u>	<u>1,246,674</u>	<u>1,143,399</u>	<u>(57,079)</u>	<u>1,086,320</u>
<u>FUNCTIONAL EXPENSES:</u>						
<i>Program Services:</i>						
Keep The Keys/Safe Haven	711,568	-	711,568	648,760	-	648,760
Community Outreach and Education	108,467	-	108,467	142,868	-	142,868
Total Program Services	<u>820,035</u>	<u>-</u>	<u>820,035</u>	<u>791,628</u>	<u>-</u>	<u>791,628</u>
<i>Supporting Services:</i>						
Administrative	147,577	-	147,577	112,218	-	112,218
Fund Raising	188,716	-	188,716	155,965	-	155,965
Total Supporting Services	<u>336,293</u>	<u>-</u>	<u>336,293</u>	<u>268,183</u>	<u>-</u>	<u>268,183</u>
<u>TOTAL FUNCTIONAL EXPENSES</u>	<u>1,156,328</u>	<u>-</u>	<u>1,156,328</u>	<u>1,059,811</u>	<u>-</u>	<u>1,059,811</u>
<u>CHANGE IN NET ASSETS</u>						
<u>BEFORE INVESTMENT ACTIVITY</u>	65,669	24,677	90,346	83,588	(57,079)	26,509
Investment Activity	1,979	1,427	3,406	15,358	23,181	38,539
<u>TOTAL CHANGE IN NET ASSETS</u>	67,648	26,104	93,752	98,946	(33,898)	65,048
<u>NET ASSETS - BEGINNING OF YEAR</u>	<u>1,986,697</u>	<u>446,496</u>	<u>2,433,193</u>	<u>1,887,751</u>	<u>480,394</u>	<u>2,368,145</u>
<u>NET ASSETS - END OF YEAR</u>	<u>\$ 2,054,345</u>	<u>\$ 472,600</u>	<u>\$ 2,526,945</u>	<u>\$ 1,986,697</u>	<u>\$ 446,496</u>	<u>\$ 2,433,193</u>

ON THE RISE, INC.

STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2015

	PROGRAM SERVICES			SUPPORTING SERVICES			TOTAL FUNCTIONAL EXPENSES
	KEEP THE KEYS/ SAFE HAVEN	COMMUNITY OUTREACH AND EDUCATION	TOTAL PROGRAM SERVICES	ADMINIS- TRATIVE	FUND RAISING	TOTAL SUPPORTING SERVICES	
<u>PERSONNEL AND RELATED COSTS:</u>							
Salaries	\$ 372,438	\$ 69,643	\$ 442,081	\$ 74,582	\$ 119,818	\$ 194,400	\$ 636,481
Payroll Taxes	34,119	7,387	41,506	4,968	9,607	14,575	56,081
Fringe Benefits	55,737	19,846	75,583	6,099	7,031	13,130	88,713
Total Personnel and Related Costs	<u>462,294</u>	<u>96,876</u>	<u>559,170</u>	<u>85,649</u>	<u>136,456</u>	<u>222,105</u>	<u>781,275</u>
<u>OCCUPANCY:</u>							
Repairs and Maintenance	33,845	2,961	36,806	2,522	2,961	5,483	42,289
Depreciation Expense	22,154	1,939	24,093	1,661	1,939	3,600	27,693
Utilities	10,118	885	11,003	759	885	1,644	12,647
Property Insurance	2,506	219	2,725	193	219	412	3,137
Small Equipment and Furnishings	2,229	195	2,424	167	195	362	2,786
Total Occupancy	<u>70,852</u>	<u>6,199</u>	<u>77,051</u>	<u>5,302</u>	<u>6,199</u>	<u>11,501</u>	<u>88,552</u>
<u>OTHER EXPENSES:</u>							
Client Assistance	128,031	-	128,031	-	-	-	128,031
Legal and Audit Fees	-	-	-	43,256	-	43,256	43,256
Technology Services and Supplies	23,355	3,197	26,552	4,299	5,858	10,157	36,709
Printing and Postage	2,553	350	2,903	471	1,251	1,722	4,625
Professional Fees	2,034	279	2,313	375	4,060	4,435	6,748
Insurance	5,905	517	6,422	2,424	517	2,941	9,363
Fund Raising Volunteers and Expenses	-	-	-	-	28,524	28,524	28,524
Office Supplies	2,917	399	3,316	537	757	1,294	4,610
Telephone	5,879	353	6,232	302	353	655	6,887
Recruitment and Training	4,941	60	5,001	480	909	1,389	6,390
Miscellaneous	2,807	237	3,044	4,482	3,832	8,314	11,358
Total Other Expenses	<u>178,422</u>	<u>5,392</u>	<u>183,814</u>	<u>56,626</u>	<u>46,061</u>	<u>102,687</u>	<u>286,501</u>
Total Functional Expenses	<u>\$ 711,568</u>	<u>\$ 108,467</u>	<u>\$ 820,035</u>	<u>\$ 147,577</u>	<u>\$ 188,716</u>	<u>\$ 336,293</u>	<u>\$ 1,156,328</u>

ON THE RISE, INC.

STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2014

	PROGRAM SERVICES			SUPPORTING SERVICES			TOTAL FUNCTIONAL EXPENSES
	KEEP THE KEYS/ SAFE HAVEN	COMMUNITY OUTREACH AND EDUCATION	TOTAL PROGRAM SERVICES	ADMINIS- TRATIVE	FUND RAISING	TOTAL SUPPORTING SERVICES	
<u>PERSONNEL AND RELATED COSTS:</u>							
Salaries	\$ 344,418	\$ 95,899	\$ 440,317	\$ 54,429	\$ 90,146	\$ 144,575	\$ 584,892
Payroll Taxes	30,995	6,640	37,635	5,162	6,933	12,095	49,730
Fringe Benefits	50,139	20,771	70,910	1,977	5,231	7,208	78,118
Total Personnel and Related Costs	<u>425,552</u>	<u>123,310</u>	<u>548,862</u>	<u>61,568</u>	<u>102,310</u>	<u>163,878</u>	<u>712,740</u>
<u>OCCUPANCY:</u>							
Repairs and Maintenance	34,964	3,060	38,024	2,621	3,060	5,681	43,705
Depreciation Expense	26,800	2,345	29,145	2,008	2,345	4,353	33,498
Utilities	8,989	786	9,775	674	786	1,460	11,235
Property Insurance	2,511	219	2,730	188	220	408	3,138
Small Equipment and Furnishings	1,752	153	1,905	131	153	284	2,189
Total Occupancy	<u>75,016</u>	<u>6,563</u>	<u>81,579</u>	<u>5,622</u>	<u>6,564</u>	<u>12,186</u>	<u>93,765</u>
<u>OTHER EXPENSES:</u>							
Client Assistance	106,208	-	106,208	-	-	-	106,208
Legal and Audit Fees	2,229	417	2,646	34,918	417	35,335	37,981
Technology Services and Supplies	14,830	2,728	17,558	2,748	5,890	8,638	26,196
Printing and Postage	2,247	6,477	8,724	483	1,042	1,525	10,249
Professional Fees	1,882	353	2,235	353	353	706	2,941
Insurance	5,857	513	6,370	2,079	513	2,592	8,962
Fund Raising Volunteers and Expenses	-	-	-	-	34,634	34,634	34,634
Office Supplies	3,151	591	3,742	591	591	1,182	4,924
Telephone	4,427	387	4,814	332	387	719	5,533
Recruitment and Training	4,485	-	4,485	1,468	292	1,760	6,245
Miscellaneous	2,876	1,529	4,405	2,056	2,972	5,028	9,433
Total Other Expenses	<u>148,192</u>	<u>12,995</u>	<u>161,187</u>	<u>45,028</u>	<u>47,091</u>	<u>92,119</u>	<u>253,306</u>
Total Functional Expenses	<u>\$ 648,760</u>	<u>\$ 142,868</u>	<u>\$ 791,628</u>	<u>\$ 112,218</u>	<u>\$ 155,965</u>	<u>\$ 268,183</u>	<u>\$ 1,059,811</u>

ON THE RISE, INC.

STATEMENTS OF CASH FLOWS
FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

	<u>2015</u>	<u>2014</u>
<u>CASH FLOWS FROM OPERATING ACTIVITIES:</u>		
Change in Net Assets	\$ 93,752	\$ 65,048
<i>Adjustments to Reconcile the Above to Net Cash Provided by Operating Activities:</i>		
Depreciation Expense	27,693	33,498
Donated Stock	(2,677)	(1,082)
Investment Activity	(3,406)	(38,539)
<i>(Increase) Decrease in Current Assets:</i>		
Grants and Pledges Receivable	(27,000)	(20,000)
Contracts Receivable	(10,672)	18,635
Prepaid Expenses	(7,023)	(2,421)
<i>Increase (Decrease) in Current Liabilities:</i>		
Accounts Payable and Accrued Expenses	(3,869)	(8,072)
Accrued Payroll and Related Costs	16,550	8,376
<i>(Increase) Decrease in Non-Current Assets:</i>		
Grants and Pledges Receivable	(31,500)	50,000
Net Adjustment	(41,904)	40,395
<u>NET CASH PROVIDED BY OPERATING ACTIVITIES</u>	<u>51,848</u>	<u>105,443</u>
<u>CASH FLOWS FROM INVESTING ACTIVITIES:</u>		
Proceeds from Sale of Investments	2,403	1,082
Reclassification of Cash to Investments	(52,370)	(6,135)
Acquisition of Property and Equipment	(37,058)	(4,362)
Net Cash Flows from Investing Activities	(87,025)	(9,415)
<u>NET INCREASE (DECREASE) IN CASH BALANCES</u>	<u>(35,177)</u>	<u>96,028</u>
<u>CASH BALANCES - BEGINNING OF YEAR</u>	<u>609,812</u>	<u>513,784</u>
<u>CASH BALANCES - END OF YEAR</u>	<u>\$ 574,635</u>	<u>\$ 609,812</u>

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

NOTE 1 ORGANIZATION

On The Rise, Inc. (“On The Rise”, “OTR” or the “Organization”) was incorporated in 1995 under the provisions of Massachusetts General Laws Chapter 180 and qualifies as a tax-exempt not-for-profit corporation under Section 501(c)(3) of the Internal Revenue Code. On The Rise, Inc. has been classified as an organization which is not a private foundation under IRC Section 509(a); accordingly, contributions made to this Organization qualify for the maximum charitable deduction for federal income tax purposes.

NOTE 2 PROGRAM SERVICES

Keep The Keys/Safe Haven Program:

OTR's core programming provides tangible aid and long-term, broad-based support to women, starting when they are homeless or in crisis.

Safe Haven:

Through comprehensive daytime direct services, OTR engages and annually assists approximately 350 - 400 severely disenfranchised women, providing emotional, practical, and professional support that helps the women achieve and sustain extraordinary accomplishments - from improving health, to getting jobs, to finding housing. The goals of the program are to:

Goal 1: Provide a safe space six days a week where women can find practical necessities and a supportive community to begin to explore the steps they need to take to move out of homelessness and increase their quality of life.

Goal 2: Provide advice, assistance, accompaniment and advocacy for women addressing housing, abuse, trauma, physical/mental health, legal, and other urgent needs and issues.

Goal 3: Ease women’s access to and transition into specialized and single-issue programs and eventually out of homelessness.

OTR relies on a collaborative network with approximately fifty other human service providers. This network helps the program facilitate a woman’s access and success in programs such as domestic and sexual violence services, detoxification programs, emergency and transitional shelters and housing, legal and healthcare services, and more. OTR does not duplicate other services, but fills in the cracks to make the whole system work better for women who need it the most.

Many women at OTR must cope with complex physical and mental health conditions. A program participant’s struggle often is complicated by the fact that she cannot set a daily routine, she has no sense of place in a family or in a community, and she has little control over when and what she eats, where she can sleep, and other basic survival needs. Wellness activities improve well-being by providing positive care to minds and bodies in the Safe Haven, as well as facilitating access to emergency, primary and preventative healthcare through referrals, support, accompaniment and advocacy with women at community health centers, hospitals and other services. These and other strengths-based group and individual activities are critical components of OTR’s success.

Keep The Keys:

OTR has helped many homeless women move into housing of their own. When housed, women continue to struggle with addiction, mental health, parenting, financial, employment, legal, and other challenges and they face the new responsibilities of independent living.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 2 *(Continued)*

Participants in the Keep The Keys Program maintain their connections with OTR staff and receive a range of services designed to support housing retention and to help women build the neighborhood connections and independent living skills they need to sustain and continue improving their quality of life. Services include home visits, goal-setting, training in life skills, weekly meetings and gatherings at OTR and limited access to the Safe Haven.

The Community Outreach and Education Program:

Integral to OTR's mission is its responsibility to raise awareness and facilitate public discourse about the most vexing social issues that affect the women who participate in OTR's programs. Through the Community Outreach and Education Program, OTR informs the broader community about the interplay of homelessness, trauma, mental illness, addiction, and domestic violence, and helps individuals and groups participate in creating a safe, supportive space for women as they reintegrate back into the community.

NOTE 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies which affect significant elements of the Organization's financial statements are described below to enhance the usefulness of the financial statements to the reader. 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; however, adherence to generally accepted accounting principles has, in management's opinion, resulted in reliable and consistent financial reporting by the Organization.

Basis of Accounting:

The Organization's policy is to maintain its books and prepare its financial statements on the accrual basis of accounting in accordance with generally accepted accounting principles. Consequently, revenues and gains are recognized when earned, and expenses and losses are recognized when a liability has been incurred.

Fair Value of Financial Instruments:

The Organization reports its fair value measures by using a three-level hierarchy that prioritizes the inputs used to measure fair value. This hierarchy, established by generally accepted accounting principles, requires that entities maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The three levels of inputs used to measure fair value are defined as follows:

Level 1 - Quoted prices for identical assets or liabilities in active markets to which the Organization has access at the measurement date.

Level 2 - Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. Level 2 inputs include quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets in markets that are not active; observable inputs other than quoted prices for the asset or liability (for example, interest rate and yield curves); and inputs derived principally from, or corroborated by, observable market data by correlation or by other means.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 3 *(Continued)*

Level 3 - Unobservable inputs for the asset or liability. Unobservable inputs should be used to measure the fair value to the extent that observable inputs are not available.

The primary use of fair value measures in the Organization's financial statements is the recurring measurement of its money market funds, certificates of deposit, corporate bonds and equity securities. There have been no changes to this valuation methodology.

Financial Statement Presentation:

As required by the *FASB Accounting Standards Codification*TM, the Organization reports 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. These classifications are related to the existence or absence of donor-imposed restrictions as listed below:

Unrestricted Net Assets - consists of assets, public support and program revenues which are available and used for operations, programs, and capital expenditures. Unrestricted net assets represents the portion of net assets of the Organization that is neither permanently restricted nor temporarily restricted by donor-imposed stipulations. Contributions are considered available for unrestricted use unless specifically restricted by the donor. In addition, unrestricted net assets of the Organization includes funds which represent unrestricted resources designated by the Board of Directors for specific purposes.

Temporarily Restricted Net Assets - includes funds with donor-imposed restrictions which permit the Organization to expend the assets as specified and is satisfied either by the passage of time or by actions of the Organization. Resources of this nature originate from gifts, grants, bequests, contracts and investment income earned on restricted funds.

Permanently Restricted Net Assets - includes resources which have a permanent donor-imposed restriction which stipulates that the assets are to be maintained permanently, but permits the Organization to expend part or all of the income derived from the donated assets. For the years presented, the Organization did not have any assets of this nature.

Grants and Pledges Receivable:

As of December 31, 2015 and 2014, *Grants and Pledges Receivable* represent amounts due from foundations and individual donors which includes several multi-year commitments.

Amounts are classified as current if they are scheduled for payment within one year, and non-current when the expected payment date exceeds one year. As of December 31, 2015, all non-current pledges receivable were due in 2017. Amounts with expected payment dates that extend beyond one year are discounted to their present value when considered material. These amounts are considered fully collectible; accordingly, these financial statements do not contain a provision for uncollectible receivables. If amounts owed become uncollectible, a provision will be recognized when that determination is made. There were no losses on uncollectible grants and pledges for the years presented.

As of December 31, 2015, amounts due from three donors constitute 61% of *Grants and Pledges Receivable*.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 3 *(Continued)*

As of December 31, 2014, *Grants and Pledges Receivable* represents amounts due from one foundation.

Contracts Receivable:

As of December 31, 2015 and 2014, *Contracts Receivable* consist of amounts due from the Commonwealth of Massachusetts in connection with purchase-of-service contracts and are considered fully collectible. These financial statements do not contain a provision for uncollectible *Contracts Receivable*; therefore, if accounts become uncollectible, as determined by Management, a provision will be recognized when that determination is made. There were no bad debts for the years presented.

Property and Equipment:

Property, equipment, furnishing and improvement purchases in excess of \$1,000 are capitalized at cost, if purchased, or if donated, at fair value at the date of receipt. Expenditures for maintenance, repairs and renewals are charged to expense as incurred, whereas, major betterments are capitalized as additions to property and equipment. Depreciation of property and equipment is computed using the straight-line method, and is charged against income over the estimated useful lives of the assets, as expressed in terms of years.

Investments:

The Organization maintains an investment portfolio which includes money market funds, equity securities, corporate bonds, cash and certificates of deposit. The Organization also considers temporarily restricted funds held in cash accounts at banks as part of the investment portfolio. As required by the *FASB Accounting Standards Codification*TM, investments are reported at their fair value and all money market funds, corporate bonds and equity securities held by OTR are classified within Level 1 of the fair value hierarchy. Certificates of deposits are valued at cost plus accrued interest and are classified within Level 2. The Organization reports the investments' net realized and unrealized gains and losses at each reporting date in the Statements of Activities. Investments are reported in the Statements of Financial Position as long-term assets based on OTR's intent with respect to the use of investments. Investment return is classified as operating and non-operating based on the classification of the funds which produce the income.

Contributions and Grants:

As required by the *FASB Accounting Standards Codification*TM, contributions are required be recorded as receivables and revenues and the Organization is required to distinguish between contributions received for each net asset category in accordance with donor imposed restrictions. Contributions may include gifts of cash, collection items, or promises to give.

Contributions, including unconditional promises to give, are recognized as revenues in the period received. 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 of assets other than cash are reported at their estimated fair value. Contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risk involved when such amounts are considered material.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 3 *(Continued)*

Support that is restricted by the donor is reported as an increase in temporarily or permanently restricted net assets depending on the nature of the restriction until the restriction expires, at which time temporarily restricted net assets are reclassified to unrestricted net assets. Contributions are considered available for unrestricted use unless specifically restricted by the donor.

In-Kind Goods and Services:

As required by the *FASB Accounting Standards Codification*TM, the Organization maintains a policy whereby the value of the donated goods and services which create or enhance nonfinancial assets; require a specialized skill; and/or which would have otherwise been purchased by the Organization are recognized as revenue and expense on the Statement of Activities and are listed as expenses on the Statement of Functional Expenses.

Contract Revenue Recognition:

OTR is the recipient of government funded service contracts which are subject to an annual renewal process. Future funding is not automatically guaranteed. These contracts are administered on either a cost reimbursement basis or on a unit-of-service basis; accordingly, the funding sources are billed as eligible costs are incurred or units of service are provided, and program service revenues along with the related receivables are recorded in the period during which the costs were incurred and services were delivered.

Functional Expenses:

On The Rise, Inc. allocates its expenses on a functional basis among its various programs and support services. Expenses that can be identified with a specific program and support service are allocated directly according to their natural expenditure classification. Other expenses that are common to several functions are allocated according to the Organization's cost allocation plan as well as other payroll and level-of-effort based formulas. Supporting services are those related to operating and managing On The Rise, Inc. and its programs on a day-to-day basis.

Supporting services have been sub-classified as follows:

Administrative - includes all activities related to On The Rise, Inc.'s internal management and accounting for program services.

Fund Raising - includes all activities related to maintaining contributor information, writing grant proposals, distribution of materials and other similar projects related to the procurement of funds for On The Rise, Inc.'s programs. Fund raising expenses presented in these accompanying Statements of Functional Expenses include the indirect costs of special fund raising events, while direct event costs are netted against the event proceeds. For the years ended December 31, 2015 and 2014, total fund raising expenses, including both direct and indirect event costs, were \$269,628 and \$239,401, respectively.

Reclassifications:

Certain amounts in the prior year comparative information have been reclassified to conform to the current year presentation. Reclassifications made to the prior year information have no impact on total net assets or changes in net assets.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 4 PROPERTY AND EQUIPMENT

The following is a summary of the Organization's property and equipment as of December 31, 2015 and 2014:

<u>Asset Category</u>	<u>Est. Life</u>	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value 2015</u>
Land	-	\$ 298,326	\$ -	\$298,326
Building	40	696,094	274,884	421,210
Building Improvements	10 - 40	309,134	110,840	198,294
Office and Program Equipment	3 - 7	<u>72,585</u>	<u>65,831</u>	<u>6,754</u>
Total		<u>\$1,376,139</u>	<u>\$451,555</u>	<u>\$924,584</u>

<u>Asset Category</u>	<u>Est. Life</u>	<u>Cost</u>	<u>Accumulated Depreciation</u>	<u>Net Book Value 2014</u>
Land	-	\$ 298,326	\$ -	\$298,326
Building	40	696,094	257,482	438,612
Building Improvements	10 - 40	277,306	104,261	173,045
Office and Program Equipment	3 - 7	<u>67,355</u>	<u>62,119</u>	<u>5,236</u>
Total		<u>\$1,339,081</u>	<u>\$423,862</u>	<u>\$915,219</u>

NOTE 5 INVESTMENTS

As of December 31, 2015 and 2014, OTR's investment portfolio consists of the following:

<u>Investment Type</u>	<u>December 31, 2015</u>					
	<u>Cost</u>	<u>Unrealized Gains</u>	<u>Unrealized Losses</u>	<u>Fair Value Level 1</u>	<u>Fair Value Level 2</u>	<u>Total Fair Value</u>
Cash	\$ 84,022	\$ -	\$ -	\$ 84,022	\$ -	\$ 84,022
Money Market Funds	61,038	-	-	61,038	-	61,038
Equity Securities	317,099	87,471	-	404,570	-	404,570
Corporate Bonds	180,228	513	-	180,741	-	180,741
Certificates of Deposit	<u>149,000</u>	<u>243</u>	<u>-</u>	<u>-</u>	<u>149,243</u>	<u>149,243</u>
Totals	<u>\$791,387</u>	<u>\$88,227</u>	<u>\$ -</u>	<u>\$730,371</u>	<u>\$149,243</u>	<u>\$879,614</u>

<u>Investment Type</u>	<u>December 31, 2014</u>					
	<u>Cost</u>	<u>Unrealized Gains</u>	<u>Unrealized Losses</u>	<u>Fair Value Level 1</u>	<u>Fair Value Level 2</u>	<u>Total Fair Value</u>
Cash	\$ 31,652	\$ -	\$ -	\$ 31,652	\$ -	\$ 31,652
Money Market Funds	122,296	-	-	122,296	-	122,296
Equity Securities	288,265	109,839	-	398,104	-	398,104
Corporate Bonds	186,104	-	(436)	185,668	-	185,668
Certificates of Deposit	<u>86,000</u>	<u>118</u>	<u>-</u>	<u>-</u>	<u>86,118</u>	<u>86,118</u>
Totals	<u>\$714,317</u>	<u>\$109,957</u>	<u>\$(436)</u>	<u>\$737,720</u>	<u>\$86,118</u>	<u>\$823,838</u>

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 5 *(Continued)*

Components of Investment Activity:	<u>2015</u>	<u>2014</u>
Investment Interest and Dividends, Net of Fees	\$ 4,175	\$ 3,661
Net Unrealized (Losses) on Investments	(21,294)	(35,388)
Net Realized Gains on Investments	<u>20,525</u>	<u>70,266</u>
Total	<u>\$ 3,406</u>	<u>\$ 38,539</u>

The Organization uses the following ways to determine the fair value of its investments:

Money Market funds: Determined at the published Net Asset Value (“NAV”) unit at the end of the last trading day of the fiscal year, which is the basis for the transactions at that date. NAV is based on the value of the underlying assets owned by the fund, minus its liabilities and then divided by the number of shares held by the fund at year end. NAV is quoted in an active market.

Equity securities traded on national securities exchanges: Determined by the closing price on the last business day of the calendar year.

Corporate Bonds: Traded in national bond markets. Determined by the closing price on the last business day of the calendar year.

Certificates of Deposit: Determined by cost plus accrued interest.

NOTE 6 TEMPORARILY RESTRICTED AND BOARD DESIGNATED NET ASSETS

Temporarily Restricted Net Assets:

As of December 31, 2015 and 2014, temporarily restricted net assets consisted of the following balances:

<u>Nature of Restriction</u>	<u>2015</u>	<u>2014</u>
Capital Campaign - Maintenance	\$320,596	\$336,996
Keep The Keys - Capacity Building Campaign	118,280	-
Keep The Keys - Program	15,000	-
Safe Haven Program	18,294	19,500
Time Restricted	-	90,000
Other	<u>430</u>	<u>-</u>
Total	<u>\$472,600</u>	<u>\$446,496</u>

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 6 (Continued)

For the years presented, net assets were released from restriction for the following programs and purposes:

<u>Nature of Restriction</u>	<u>2015</u>	<u>2014</u>
Program Restrictions:		
Safe Haven	\$ 1,206	\$ 7,000
Keep The Keys - Capacity Building Campaign	65,720	5,000
Other	4,160	-
Time Restrictions	90,000	70,000
Other Restrictions:		
Property Maintenance	<u>17,828</u>	<u>35,079</u>
Total Net Assets Released	<u>\$178,914</u>	<u>\$117,079</u>

Temporarily restricted investment income relates to Capital Campaign - Maintenance net assets, which are included in temporarily restricted net assets.

Board Designated Net Assets:

For the years presented, Board Designated Net Assets reflects unrestricted funds designated by the Board of Directors for the following purposes:

<u>Nature of Designation</u>	<u>2015</u>	<u>2014</u>
Property Maintenance Fund	<u>\$497,014</u>	<u>\$467,342</u>

NOTE 7 GOVERNMENT FUNDED CONTRACTS

Commonwealth of Massachusetts – Department of Children and Families (“DCF”):

OTR has a DCF contract under the Domestic Violence, Community-Based Services program which is funded on a unit rate basis, with a maximum obligation of 3,308 and 2,728 hours and \$216,276 and \$178,356 for the contract years ended June 30, 2016 and 2015, respectively. The contract provides partial funding for direct care staff to provide non-residential support services as part of the Safe Haven program, including case management, referrals, counseling and advocacy. The DCF funds provide support for program participants who have been victims of domestic violence.

Victims of Crime Act (“VOCA”) through Massachusetts Office for Victim Assistance (“MOVA”):

OTR is a party to a cost-reimbursement contract through MOVA with a maximum obligation of \$100,084 and \$85,276 for the contract years ended June 30, 2016 and 2015, respectively. The contract is billed quarterly and funds 1.725 FTE positions for FY 2016 and FY 2015, as approved in advance by MOVA.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 8 SPECIAL FUND RAISING EVENT

Special event revenue is reflected on the Statement of Activities net of the direct costs of the event, while the indirect event costs are reported as fund raising expenses on the Statement of Functional Expenses. A summary of the annual fund raising dinner “*Prepare for Winter*” event is presented below:

	<u>2015</u>	<u>2014</u>
Contributions Received	\$142,164	\$144,811
Special Event Ticket Revenue	54,950	64,400
Donated Goods and Services	<u>32,874</u>	<u>35,484</u>
Gross Event Proceeds	229,988	244,695
Less: Direct Event Costs	<u>(80,912)</u>	<u>(83,436)</u>
Net Special Event Revenue	<u>\$149,076</u>	<u>\$161,259</u>

NOTE 9 DONATED GOODS AND SERVICES

For the years presented, the Organization recognized the following in-kind contributions in the financial statements:

<u>Description</u>	<u>2015</u>	<u>2014</u>
Client Assistance	\$58,929	\$51,670
Legal Fees	8,748	3,480
Printing and Postage	-	5,400
Repairs and Maintenance	4,350	5,240
Fund Raising Volunteers	11,319	9,950
Other Fund Raising Costs	-	9,835
Other	<u>-</u>	<u>850</u>
Total	<u>\$83,346</u>	<u>\$86,425</u>

In additional to these amounts, as disclosed in Note 8, \$32,874 and \$35,484 of donated goods and services were received for the annual fund raising dinner for the years ended December 31, 2015 and 2014, respectively.

OTR accepts contributions of personal items and clothing which would not otherwise be purchased and, therefore, are not reflected in the accompanying financial statements. The estimated fair value of these donations is \$28,320 and \$35,885 for the years ended December 31, 2015 and 2014, respectively.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 10 OPERATING LEASES

During 2014, OTR entered into a 36-month operating lease for a copier with monthly payments of \$374 which expires in 2017. The lease expense, which includes additional charges for extra copies, was \$5,924 and \$5,872 for the years ended December 31, 2015 and 2014, respectively. The cost is included in *Technology Services and Supplies* in the accompanying Statements of Functional Expenses.

The remaining lease payments for the above commitment are summarized below:

<u>Year Ending</u>	<u>Amount</u>
December 31, 2016	\$4,488
December 31, 2017	<u>2,618</u>
Total	<u>\$7,106</u>

NOTE 11 RETIREMENT PLAN

On The Rise, Inc. maintains a 403(b) retirement savings plan covering all eligible employees. The plan allows eligible employees of the Organization to defer a percentage of their earnings from current taxation by investing in mutual funds. As the plan consists only of employee deferrals, these financial statements do not report a retirement plan expense.

NOTE 12 CONCENTRATIONS

Cash:

The Organization is subject to concentrations in credit risk relating primarily to cash balances. Cash deposits are insured by the Federal Deposit Insurance Corporation under the applicable limits (\$250,000 per institution). The Organization had \$309,156 and \$382,706 in excess of federally insured and other limits as of December 31, 2015 and 2014, respectively; however, the Organization has not experienced any losses on uninsured cash balances and Management considers credit risk on cash to be low.

Investments:

The Organization invests in professionally managed money market, certificates of deposits, corporate bonds and equity securities. The Organization's investments are exposed to various risks, such as fluctuations in market value, and credit risk. Thus, it is at least reasonably possible that changes in the near term could materially affect investment balances. The brokerage service used for the investments is a member of Securities Investors Protection Corporation ("SIPC") which protects securities of its customers up to \$500,000 (\$250,000 for claims for cash). The Organization's investment performance is reviewed by the Board of Directors on a periodic basis.

NOTE 13 SURPLUS REVENUE RETENTION

The Commonwealth of Massachusetts Operational Services Division ("OSD") regulates some aspects of programs that receive state funding, including components of On The Rise's Safe Haven and Keep The Keys programs. Under OSD guidance, (808 CMR 1.19(3), *Not-for-Profit Surplus Revenue Retention*), On The Rise may not retain a surplus in excess of five percent of state funding in any given year, and cumulative retained surplus must be less than 20% of On The Rise's state funding from the previous year.

ON THE RISE, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2015 AND 2014

(Continued)

NOTE 14 *(Continued)*

Following the guidelines established by the Commonwealth, On The Rise has determined that there is no liability under the surplus revenue retention policy as of December 31, 2015 and 2014. Management concludes that On The Rise is in compliance with OSD requirements.

NOTE 15 SUBSEQUENT EVENTS

Management is required to consider events subsequent to the financial statement date for potential adjustment to or disclosure in the financial statements. Therefore, Management has evaluated subsequent events through May 10, 2016, the date which the financial statements were available for issue, and noted no events which met the criteria.