GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY

FINANCIAL STATEMENTS

YEARS ENDED JUNE 30, 2017 AND 2016

CliftonLarsonAllen LLP





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INDEPENDENT AUDITORS' REPORT

Board of Directors Girls Inc. of Greater Philadelphia and Southern New Jersey Philadelphia, Pennsylvania

We have audited the accompanying financial statements of Girls Inc. of Greater Philadelphia and Southern New Jersey (a nonprofit organization), which comprise the statements of financial position as of June 30, 2017 and 2016, 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. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from 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 auditors' 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 entity'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 entity'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.



Board of Directors Girls Inc. of Greater Philadelphia and Southern New Jersey

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial positions of Girls Inc. of Greater Philadelphia and Southern New Jersey as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Clifton Larson Allen LLP

CliftonLarsonAllen LLP

Plymouth Meeting, Pennsylvania November 15, 2017

GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

	2017		2016			
ASSETS						
CURRENT ASSETS						
Cash	\$	346,742	\$	138,617		
Accounts Receivable, Contracts		21,735		9,185		
Contribution and Grants Receivable		211,157		37,829		
Prepaid Expenses		7,552		10,415		
Total Current Assets		587,186		196,046		
EQUIPMENT AND SOFTWARE, NET		6,496		36,146		
OTHER ASSETS						
Deposits		1,945		1,945		
Total Assets	\$	595,627	\$	234,137		
LIABILITIES AND NET ASSETS						
CURRENT LIABILITIES						
Notes Payable - Current Maturities	\$	24,444	\$	40,477		
Accounts Payable and Accrued Expenses		3,559		219		
Deferred Income		6,915		1,600		
Total Current Liabilities		34,918		42,296		
LONG-TERM LIABILITIES						
Notes Payable, Net of Current Maturities		28,743		85,954		
Total Long-Term Liabilities		28,743		85,954		
Total Liabilities		63,661		128,250		
NET ASSETS						
Unrestricted		176,798		67,478		
Temporarily Restricted		354,168		37,409		
Permanently Restricted		1,000		1,000		
Total Net Assets		531,966		105,887		
Total Liabilities and Net Assets	\$	595,627	\$	234,137		

GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2017

	Ur	restricted	mporarily estricted	nanently stricted	Total
REVENUE, GAINS, AND OTHER SUPPORT					
Government Grants and Contracts	\$	50,350	\$ -	\$ -	\$ 50,350
Other Grants and Contracts		134,908	316,000	-	450,908
Fee-for-Service Contracts		26,481	-	-	26,481
Corporations		46,412	-	-	46,412
Foundations		5,777	-	-	5,777
Individuals		75,819	-	-	75,819
United Way		11,250	75,000	-	86,250
Donated Materials and Services		81,137	-	-	81,137
Special Events		111,188	-	-	111,188
Cost of Special Events		(27,340)	-	-	(27,340)
Other Revenue		8,692	-	-	8,692
Disposal of Assets		(27,960)		-	(27,960)
Total Revenue, Gains, and Other Support		496,714	 391,000	 -	 887,714
NET ASSETS RELEASED FROM RESTRICTIONS					
Release of Restrictions		74,241	 (74,241)	 -	 -
Total Revenue, Gains, and Other Support		570,955	316,759	-	887,714
EXPENSES					
Program Services		356,249	-	-	356,249
Management and General		52,023	-	-	52,023
Development and Fundraising		53,363	 -	 -	 53,363
Total Expenses		461,635	 -	 -	 461,635
CHANGE IN NET ASSETS		109,320	316,759	-	426,079
Net Assets - Beginning of Year		67,478	 37,409	 1,000	 105,887
NET ASSETS - END OF YEAR	\$	176,798	\$ 354,168	\$ 1,000	\$ 531,966

GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2016

	Unrestricted		Unrestricted		Unrestricted		Temporarily Unrestricted Restricted				Permanently Restricted		Total
REVENUE, GAINS, AND OTHER SUPPORT													
Government Grants and Contracts	\$	31,659	\$	-	\$	-	\$ 31,659						
Other Grants and Contracts		126,394		44,000		-	170,394						
Fee for Service Contracts		11,050		-		-	11,050						
Corporations		4,443		-		-	4,443						
Foundations		5		-		-	5						
Individuals		70,182		10,000		-	80,182						
United Way		9,000		-		-	9,000						
Donated Materials and Services		90,777		-		-	90,777						
Special Events		139,479		-		-	139,479						
Cost of Special Events		(18,248)		-		-	(18,248)						
Other Revenue		1,152		-		-	 1,152						
Total Revenue, Gains, and Other Support		465,893		54,000		-	519,893						
NET ASSETS RELEASED FROM RESTRICTIONS													
Release of Restrictions		16,591		(16,591)		-	_						
		10,001		(10,001)									
Total Revenue, Gains, and Other Support		482,484		37,409		-	519,893						
EXPENSES													
Program Services		268,750		-		-	268,750						
Management and General		67,524		-		-	67,524						
Development and Fundraising		53,490		-		-	53,490						
Total Expenses		389,764		-		-	 389,764						
CHANGE IN NET ASSETS		92,720		37,409		-	130,129						
Net Assets (Deficit) - Beginning of Year		(25,242)		-		1,000	 (24,242)						
NET ASSETS - END OF YEAR	\$	67,478	\$	37,409	\$	1,000	\$ 105,887						

GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2017

	F	Program	nagement and General	elopment and ndraising	 Total
PROFESSIONAL SALARIES	\$	123,718	\$ 24,665	\$ 36,719	\$ 185,102
PAYROLL TAXES		11,246	2,081	3,252	16,579
FRINGE BENEFITS		14,549	 4,016	 120	 18,685
Total Salaries and Related Expenses		149,513	30,762	40,091	220,366
OTHER EXPENSES					
Bad Debt Expense		-	50	5,000	5,050
Bank and Finance Fees		5,270	315	1,195	6,780
Depreciation		1,470	85	135	1,690
Dues		5,372	387	476	6,235
Equipment Rental and Repair		1,276	-	55	1,331
Insurance		9,724	-	665	10,389
Interest		-	2,067	-	2,067
Printing and Publications		-	-	-	-
Miscellaneous		205	12	2,449	2,666
Occupancy		28,477	178	2,179	30,834
Office Operations		691	135	2,541	3,367
Postage		39	2	3	44
Professional Fees		24,633	15,719	5,745	46,097
Program Facilitators (In-Kind)		69,220	-	-	69,220
Program Stipends		23,104	912	-	24,016
Program Supplies		24,349	-	-	24,349
Event Rental		-	-	19,840	19,840
Staff Conference and Training		10,520	-	113	10,633
Staff Travel		225	1,275	17	1,517
Telephone and Internet		2,161	124	199	2,484
Total Other Expenses		206,736	21,261	40,612	268,609
COST OF SPECIAL EVENTS			 -	 (27,340)	 (27,340)
Total Expenses Before Allocation		356,249	52,023	53,363	461,635
ALLOCATION OF MANAGEMENT AND					
GENERAL EXPENSES		45,246	 (52,023)	6,777	-
Total Expenses	\$	401,495	\$ -	\$ 60,140	\$ 461,635

GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2016

	F	^o rogram	nagement and General	relopment and ndraising	 Total
PROFESSIONAL SALARIES	\$	101,050	\$ 24,000	\$ 37,500	\$ 162,550
PAYROLL TAXES		8,663	2,058	3,215	13,936
FRINGE BENEFITS		11,084	 	 	 11,084
Total Salaries and Related Expenses		120,797	26,058	40,715	187,570
OTHER EXPENSES					
Bank and Finance Fees		3,251	187	299	3,737
Depreciation		640	37	59	736
Dues		2,741	237	377	3,355
Equipment Rental and Repair		329	19	30	378
Insurance		9,024	519	830	10,373
Interest		-	4,998	-	4,998
Miscellaneous		940	1,471	311	2,722
Occupancy		29,068	5,952	5,952	40,972
Office Operations		1,623	93	1,085	2,801
Postage		232	13	21	266
Printing and Publications		985	57	899	1,941
Professional Fees		3,436	27,486	4,654	35,576
Program Facilitators (In-Kind)		55,430	-	-	55,430
Program Stipends		20,585	-	-	20,585
Program Supplies		11,120	-	-	11,120
Event Rental		-	-	15,870	15,870
Staff Conference and Training		3,179	89	142	3,410
Staff Travel		1,315	75	121	1,511
Telephone and Internet		4,055	233	373	4,661
Total Other Expenses		147,953	 41,466	31,023	220,442
COST OF SPECIAL EVENTS			 -	 (18,248)	 (18,248)
Total Expenses Before Allocation		268,750	67,524	53,490	389,764
ALLOCATION OF MANAGEMENT AND					
GENERAL EXPENSES		56,316	 (67,524)	 11,208	 -
Total Expenses	\$	325,066	\$ 	\$ 64,698	\$ 389,764

See accompanying Notes to Financial Statements.

GIRLS INC. OF GREATER PHILADELPHIA AND SOUTHERN NEW JERSEY STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016		
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in Net Assets	\$ 426,079	\$	130,129	
Adjustments to Reconcile Change in Net Assets to Net Cash				
Provided by Operating Activities:				
Depreciation	1,690		736	
Disposal of Software	27,960		-	
Realized Loss on Beneficial Interest in Community Foundation	-		503	
Donated Equipment and Software	-		(34,632)	
(Increase) Decrease in:				
Accounts Receivable, Contracts	(12,550)		5,636	
Contribution and Grants Receivable	(173,328)		(8,281)	
Prepaid Expenses and Deposits	2,863		(1,603)	
Decrease in:				
Accounts Payable and Accrued Expenses	3,340		(15,677)	
Deferred Income	 5,315		(12,000)	
Net Cash Provided by Operating Activities	281,369		64,811	
CASH FLOWS FROM INVESTING ACTIVITIES Distribution from Beneficial Interest in Community Foundation Purchase of Software Net Cash Provided by Investing Activities	 		9,691 (2,250) 7,441	
CASH FLOWS FROM FINANCING ACTIVITIES				
Repayments on Note Payable	(73,244)		(22,619)	
Net Cash Used by Financing Activities	 (73,244)		(22,619)	
, ,				
NET INCREASE IN CASH	208,125		49,633	
Cash - Beginning of Year	 138,617		88,984	
CASH - END OF YEAR	\$ 346,742	\$	138,617	
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION Cash Paid During the Year for Interest	\$ 2,068	\$	4,998	

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization and Operations

Girls Inc. of Greater Philadelphia and Southern New Jersey (Girls Inc. or the Organization) is a 501(c)(3) nonprofit organization founded in 1961. The Organization's mission is to inspire all girls to be strong, smart, and bold. We achieve this mission by addressing the unique needs of girls through advocacy and education.

Girls Inc. provides programming for Girls ages 6-18 with a focus on leadership and community service, science, technology and math, financial literacy, sports, culture and heritage, promoting healthy lifestyle and decision making, and media literacy. Girls Inc. serves over 2,100 girls and families in Philadelphia and Montgomery Counties.

Girls Inc.'s programs include:

- **Girls Inc. Operation SMART** builds girls' skills and interest in science, technology, engineering, and mathematics.
- **Girls Inc. Economic Literacy** introduces girls to basic economic and financial concepts, including money management, investments, and global economics.
- **Girls Inc. Leadership and Community Action** builds leadership skills and creates lasting social change by partnering girls and women in community action projects chosen by girls.
- **Girls Inc. Sporting Chance** builds movement and athletic skills, cooperative and competitive spirit, health awareness, and interest in all sports as girls explore the benefits of an active lifestyle.
- **Girls Inc. Project BOLD** strengthens girls' abilities to lead safer lives by developing strategies for self-defense, seeking out caring adults to help with personal violence, and advocating on violence issues.
- **Girls Inc. Healthy Sexuality** helps girls acquire the knowledge and skills for taking charge of and making informed decisions about their sexual health. Exploring values, practicing responses in different situations, and thinking about their futures helps girls identify ways and reasons to avoid early pregnancy and prevent sexually transmitted infections including HIV.
- **Girls Inc. Friendly PEERsuasion** builds girls' skills for resisting pressure to use harmful substances such as alcohol, tobacco, household chemicals, and other drugs.
- **Girls Inc. Media Literacy** encourages girls to think critically about media messages and fosters their awareness of the power of the media and its effects on girls.
- **Girls Inc Early Literacy** initiative is designed to help increase literacy rates, testing scores, and foster a lifelong love of reading for participants in grades K-3.

The Organization subscribes to a policy of equal opportunity. Employment at the organization and admission to the program is open to all qualified persons without regard to handicap, race, color, national origin, or religion.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Basis of Presentation

Girls Inc. reports information regarding its financial positions and activities according to these classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

<u>Permanently Restricted Net Assets</u> – Permanently restricted net assets are subject to donor-imposed stipulations that are required to be maintained permanently by the Organization.

<u>Temporarily Restricted Net Assets</u> – Temporarily restricted net assets are subject to donor-imposed stipulations that may or will be met by actions of the Organization and/or the passage of time. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Temporarily restricted net assets totaled \$354,168 and \$37,409 as of June 30, 2017 and 2016.

<u>Unrestricted Net Assets</u> – Unrestricted net assets are not subject to donor-imposed stipulations.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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.

Contributions

Contributions, including unconditional promises to give, are recognized as revenue in the period received. All donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending upon the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Accounts, Pledge, Grants, and Contributions Receivable

Funding is received primarily from government and corporate contracts. Revenue and accounts receivable have been recognized only to the extent allowed under the agreements. Any excess funding is considered as deferred income until reconciliation occurs with the funding source.

As of June 30, 2017 and 2016 the Organization had \$5,697 and \$7,500 in outstanding pledge receivables related to the fiscal year-end 2016 annual campaign.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

The Organization provides an allowance for uncollectible accounts based on the allowance method using management's judgment based on historical experience. No collateral is provided for services rendered. Past due receivables are individually analyzed for collectability. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At June 30, 2017 and 2016, an allowance for uncollectible accounts was not warranted.

Equipment and Software

The Organization capitalizes all expenditures for equipment and software in excess of \$1,000. Equipment and Software are recorded at cost or fair market value at the date of contribution (if donated). Depreciation is provided using straight-line method over the estimated useful lives of the assets.

Income Taxes

The Organization qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code. Accordingly, it is not subject to state or federal income taxes.

The Organization follows the provisions of the income tax standard for uncertain tax positions. This standard prescribes a recognition threshold and measurement principles for the financial statement recognition and measurement of tax positions taken or expected to be taken on a tax return that are not certain to be realized. The application of this standard has had no impact on the Organization's financial statements.

Girls Incorporated Dues

The Organization is an affiliate of Girls Incorporated (Girls Inc. National). As a part of the affiliate agreement, the organization is subject to annual dues to the national organization. Dues are assessed on a calendar year basis and are calculated based on the previous year's Form 990 results. At June 30, 2017 and 2016, the annual dues amounted to \$5,870 and \$3,355, respectively.

Donated Goods and Services

The Organization recognizes donated services that create or enhance nonfinancial assets or require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. The Organization also recognizes donated materials that would need to be purchased if not provided by donation. At June 30, 2017 and 2016, donated services amounted to \$69,220 and \$55,430. As of June 30, 2016, donated software amounted to \$35,347 of which \$34,632 was capitalized. The donated software was written off during the year ended June 30, 2017.

NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Functional Expenses

Directly identifiable expenses are charged to the individual programs and supporting services. Indirect functional expenses are allocated to programs and supporting services using an allocation methodology which calculates the percentage of building space used for program, management and fundraising activities. Salaries are allocated based on each employee's time spent in program and supporting services. Management and general expenses include those expenses that are not related to a specific program and provide for the overall support and direction of the organization.

Reclassifications

Certain prior year financial statement amounts have been reclassified to conform to the current year presentation.

Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through November 15, 2017, the date the financial statements were available to be issued.

NOTE 2 EQUIPMENT AND SOFTWARE

Equipment and software is summarized as follows as of June 30:

	2017			2016	
Equipment	\$	6,198	\$	6,234	
Software		2,250		30,648	
Total		8,448		36,882	
Less: Accumulated Depreciation		1,952		736	
Total Equipment and Software	\$	6,496	\$	36,146	

There was a disposal of \$27,960 related to software that was contributed in the prior year, but was not accessible and able to be used by Girls Inc. of Greater Philadelphia and Southern New Jersey as of June 30, 2017.

NOTE 3 NOTES PAYABLE

The Organization had a three-year term loan bearing a fixed interest rate of 7.57% requiring a balloon payment in June 2012. The loan matured on June 1, 2012 and was restructured to extend the terms of the loan to have a maturity date of September 1, 2020. The loan is secured by all of the assets of the Organization. The interest rate received on the loan is 30-day LIBOR plus 250 basis points. At June 30, 2017 and 2016, the interest rate was 3.36% and 2.7%, respectively. At June 30, 2017 and 2016, the outstanding balance on the loan was \$13,187 and \$57,542, respectively.

NOTE 3 NOTES PAYABLE (CONTINUED)

In 2015, the Organization entered into a four-year loan bearing a fixed interest rate of 1.7% with Girls Inc. National. Payments on the loan began in February 2016. At June 30, 2017 and 2016, the outstanding balance on the loan was \$40,000 and \$68,889, respectively.

The following schedule shows the principal maturities of the Notes:

<u>Year Ending June 30.</u>	/	Amount
2018	\$	24,444
2019		15,556
2020		13,187
Total	\$	53,187

Interest expense for the year ended June 30, 2017 and 2016 amounted to \$2,067 and \$4,998, respectively.

NOTE 4 PERMANENTLY RESTRICTED NET ASSETS

At June 30, 2017 and 2016, permanently restricted net assets consisted of \$1,000 which is restricted for a revolving loan fund for the benefit of program participants.

NOTE 5 BENEFICIAL INTEREST IN COMMUNITY FOUNDATION

The Organization agreed to liquidate the designated funds included in the Community Foundation and received a distribution of \$9,691 on February 26, 2016.





Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.