FOSTER CARE COALITION OF GREATER ST. LOUIS, INC. D/B/A FOSTER AND ADOPTIVE CARE COALITION

FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT FOR THE YEARS ENDED DECEMBER 31, 2010 AND 2009

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition

CONTENTS

	Page
INDEPENDENT AUDITORS' REPORT	1
FINANCIAL STATEMENTS	
Statements of Financial Position	2
Statements of Activities	3
Statements of Functional Expenses	4 - 5
Statements of Cash Flows	6
Notes to Financial Statements	7 - 14



Independent Auditors' Report

Board of Directors Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition St. Louis, Missouri

We have audited the accompanying statements of financial position of Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition, (the "Coalition") (a nonprofit organization) as of December 31, 2010 and 2009, and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Coalition's management. 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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Coalition as of December 31, 2010 and 2009, 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.

Schnerall Trelow 3 co, PC

June 20, 2011

FINANCIAL STATEMENTS

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition STATEMENTS OF FINANCIAL POSITION

ASSETS

	December 31,			,
	2010			2009
ASSETS	6			
Cash and cash equivalents	\$	58,240	\$	298,981
Restricted cash for capital facilities		308,123		-
Accounts receivable				
United Way		186,195		161,195
Grants and other		396,474		233,440
Inventories		5,851		6,005
Investments		370,212		340,022
Office equipment, net of accumulated depreciation				
of \$33,635 and \$30,915, respectively		6,758		3,589
Other assets		10,000		-
TOTAL ASSETS	\$	1,341,853	\$	1,043,232

LIABILITIES AND NET ASSETS

\$ 18,206	\$ 101,626
2,721	5,620
71,073	
92,000	107,246
382,375	586,511
867,478	349,475
1,249,853	935,986
\$ 1,341,853	\$ 1,043,232
	2,721 71,073 92,000 382,375 867,478 1,249,853

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition STATEMENTS OF ACTIVITIES

	Year Ended December 31, 2010			
		Temporarily		
	Unrestricted	Restricted	Total	
PUBLIC SUPPORT AND REVENUE	••••••••••••••••••••••••••••••••••••••	**************************************		
Grants	\$ 291,422	\$ 453,198	\$ 744,620	
United Way allocation	-	186,195	186,195	
Contributions	340,124	456,326	796,450	
Special events, net of direct expenses of \$20,531				
and \$13,598, respectively	115,645	-	115,645	
Return on investments	11,986	-	11,986	
Other income	10,828	-	10,828	
Merchandise sales	3,343	-	3,343	
Net assets released from restrictions	577,716	(577,716)	-	
Total Public Support and Revenue	1,351,064	518,003	1,869,067	
EXPENSES				
Program Services				
Recruitment	570,492		570,492	
Retention	715,535		715,535	
Advocacy	715,555	_	/15,555	
Advocacy				
Total Program Services	1,286,027		1,286,027	
Supporting Services	51 400		51 400	
Management and general	51,403		51,403	
Fundraising	217,770		217,770	
Total Supporting Services	269,173		260 172	
Total Supporting Services	209,173	-	269,173	
Total Expenses	1,555,200) –	1,555,200	
		Westerland, Westerland		
CHANGE IN NET ASSETS	(204,136	5) 518,003	313,867	
NET ASSETS, Beginning of year	586,512	349,475	935,986	
NET ASSETS, End of year	\$ 382,375	5 \$ 867,478	\$ 1,249,853	

-	Year Ended December 31, 2009							
	Temporarily							
-	Unrestricted	Restricted	Total					
	\$ 248,542	\$ 360,195	\$ 608,737					
	-	161,195	161,195					
	468,479	-	468,479					
	96,693	-	96,693					
	14,697	-	14,697					
	11,099	-	11,099					
	3,519	-	3,519					
	465,994	(465,994)	-					
		<u></u>						
	1,309,023	55,396	1,364,419					
	r .							
	524 770		524 770					
	524,770	-	524,770					
	547,173	-	547,173					
	4,952		4,952					
	1,076,895	-	1,076,895					
	40,015	-	40,015					
	156,423	-	156,423					
	196,438	-	196,438					
	1,273,333	-	1,273,333					
	35,690	55,396	91,086					
	55,090	55,590	91,000					
	550 821	204 070	844 000					
	550,821	294,079	844,900					
	¢ 507 511	¢ 240 475	¢ 025 097					
	\$ 586,511	\$ 349,475	<u>\$ 935,986</u>					

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2010

		Program Services				Supporting Services		Supporting Services		
				·	Management	Fund-				
	Recruitment	Retention	Advocacy	Total	and General	Raising	Total	Total		
Salaries and wages	\$385,176	\$ 320,530	\$ -	\$ 705,706	\$ 36,255	\$ 130,815	\$167,070	\$ 872,776		
Payroll taxes	29,125	24,237	-	53,362	2,741	9,891	12,632	65,994		
Employee benefits	41,318	34,383		75,701	3,888	14,033	17,921	93,622		
Total Salaries and Related Expenses	455,619	379,150	-	834,769	42,884	154,739	197,623	1,032,392		
Conferences and meetings	-	14,956	-	14,956	-	5,119	5,119	20,075		
Insurance	10,676	8,884	-	19,560	1,004	3,626	4,630	24,190		
Membership dues	2,901	2,901	-	5,802	-	-	-	5,802		
Occupancy, including depreciation	38,216	34,202	-	72,418	3,597	12,979	16,576	88,994		
Postage and shipping	7,634	6,353	-	13,987	716	2,713	3,429	17,416		
Printing and publications	5,740	6,026	-	11,766	-	15,066	15,066	26,832		
Professional fees	21,670	53,788	-	75,458	1,607	14,670	16,277	91,735		
Specific assistance to individuals										
Little Wishes	-	4,891	-	4,891	-	-	-	4,891		
Holiday Wishes	-	184,932	-	184,932	-	-	_	184,932		
Supplies	1,886	4,940	-	6,826	177	1,874	2,051	8,877		
Telephone	8,105	6,339	-	14,444	644	4,192	4,836	19,280		
Travel	18,045	8,173	-	26,218	774	2,792	3,566	29,784		
Total Expenses By Function	\$ 570,492	\$ 715,535	<u>\$ -</u>	\$1,286,027	\$ 51,403	\$217,770	\$ 269,173	\$1,555,200		
Percent of Total Expenses	<u>36.7</u> %	46.0%	0.0%	<u>82.7</u> %	<u>3.3</u> %	<u>14.0</u> %	<u>17.3</u> %	<u>100.0</u> %		

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition STATEMENT OF FUNCTIONAL EXPENSES Year Ended December 31, 2009

	Program Services			Sup				
	D'4		4 1		Management	Fund-		T 1
	Recruitment	Retention	Advocacy	Total	and General	Raising	Total	Total
Salaries and wages	\$370,761	\$223,461	\$ 3,586	\$ 597,808	\$28,972	\$ 90,359	\$ 119,331	\$ 717,139
Payroll taxes	28,530	17,195	276	46,001	2,229	6,954	9,183	55,184
Employee benefits	47,036	28,349	455	75,840	3,676	11,463	15,139	90,979
Total Salaries and Related Expenses	446,327	269,005	4,317	719,649	34,877	108,776	143,653	863,302
Conferences and meetings	803	10,086	-	10,889	-	7,624	7,624	18,513
Insurance	9,038	5,447	87	14,572	706	2,203	2,909	17,481
Membership dues	451	451	-	902	-	-	-	902
Occupancy, including depreciation	9,253	7,977	89	17,319	723	2,256	2,979	20,298
Postage and shipping	7,335	4,421	71	11,827	573	1,973	2,546	14,373
Printing and publications	1,918	8,713	-	10,631	-	18,599	18,599	29,230
Professional fees	28,826	54,083	267	83,176	2,161	8,063	10,224	93,400
Specific assistance to individuals								
Little Wishes	-	10,889	-	10,889	-	· _	-	10,889
Holiday Wishes	-	161,551	-	161,551	-	-	-	161,551
Supplies	1,489	6,543	11	8,043	85	1,780	1,865	9,908
Telephone	6,100	3,832	50	9,982	406	3,639	4,045	14,027
Travel	13,230	4,175	60	17,465	484	1,510	1,994	19,459
Total Expenses By Function	\$ 524,770	\$ 547,173	\$ 4,952	\$1,076,895	\$40,015	\$156,423	\$ 196,438	\$1,273,333
Percent of Total Expenses	<u>41.2</u> %	<u>43.0</u> %	<u>0.5</u> %	<u>84.7</u> %	<u>3.1</u> %	<u>12.2</u> %	<u>15.3</u> %	<u>100.0</u> %

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition STATEMENTS OF CASH FLOWS

	Years Ended December 31, 2010 2009		
CASH FLOWS FROM OPERATING ACTIVITIES			
Change in net assets	\$ 313,867	\$ 91,086	
Adjustments to reconcile change in net assets to net change	φ 515,007	φ 91,000	
in cash and cash equivalents from operating activities:			
Depreciation	2,720	4,790	
Donated stock	(18,204)	(10,245)	
Realized and unrealized gain on investments	(4,459)	(3,960)	
(Increase) decrease in assets:	(+,+55)	(5,500)	
Grants receivable	(188,034)	(89,294)	
Inventories	154	57	
Other assets	(10,000)	-	
Increase (decrease) in liabilities:	(10,000)	_	
Deferred rent	71,073	_	
Accounts payable and accrued expenses	(86,319)	60,170	
Accounts payable and accided expenses	(00,517)		
Net Change in Cash and Cash			
Equivalents from Operating Activities	80,798	52,604	
CASH FLOWS FROM INVESTING ACTIVITIES			
Paid to purchase investments	(7,527)	(45,227)	
Paid to purchase fixed assets	(5,889)	-	
-			
Net Change in Cash and Cash			
Equivalents from Investing Activities	(13,416)	(45,227)	
NET CHANGE IN CASH			
AND CASH EQUIVALENTS	67,382	7,377	
		- ;	
CASH AND CASH EQUIVALENTS, Beginning of year	298,981	291,604	
CASH AND CASH EQUIVALENTS, End of year	\$ 366,363	\$ 298,981	

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Foster Care Coalition of Greater St. Louis, Inc. d/b/a Foster and Adoptive Care Coalition (the "Coalition") is a not-for-profit corporation established in 1985 by representatives of St. Louis foster care agencies to create permanency in every foster child's life by recruiting and supporting foster and adoptive homes. The Coalition works to achieve its mission through programs directed toward recruitment, retention and advocacy.

Financial Statement Presentation

The financial statements report amounts by classes of net assets, as follows:

Unrestricted Net Assets – are those which have no donor restrictions and are currently available for use by the Coalition.

Temporarily Restricted Net Assets – are those received with donor stipulations that limit the use of the donated assets. When stipulated time restrictions expire or purpose restrictions are accomplished, these assets are reclassified as unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently Restricted Net Assets – are those contributed with donor stipulations that they be held in perpetuity with use of income for unrestricted or temporarily restricted purposes. There are no permanently restricted net assets as of December 31, 2010 and 2009.

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 certain reported amounts and disclosures. Accordingly, actual amounts could differ from these estimates.

Concentration of Credit Risk

The Coalition generates receivables and revenues from grant agencies in the normal course of business. The organizations are located throughout the St. Louis metropolitan area. The Coalition does not require collateral to secure receivables from these agencies.

Cash and Cash Equivalents

Cash and cash equivalents consists of cash on hand and short term investments that can be converted into cash within three months or less from time of purchase, including certificates of deposit and money market funds.

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A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Cash and Cash Equivalents (Continued)

Cash balances held at each financial institution are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Coalition had cash deposits and short-term investments in financial institutions of approximately \$0 and \$26,395 in excess of federally insured limits as of December 31, 2010 and 2009, respectively.

During 2010 and 2009, for cash flow reporting purposes, no cash payments relating to interest or income tax were made.

Contributions Receivable and Grants Receivable

Contributions receivable and grants receivable are carried net of allowance for doubtful accounts. The allowance for doubtful accounts is increased by provisions charged to expense and reduced by accounts charged off, net of recoveries. The allowance is maintained at a level considered adequate to provide for potential account losses based on management's evaluation of the anticipated impact on the balance of current economic conditions, changes in the character and size of the balance, past and expected future loss experience and other pertinent factors. No allowance was deemed necessary as of December 31, 2010 and 2009.

Contributions and Grants

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. The Coalition reports gifts of cash, grants and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. 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. Donor restricted contributions and grants are recorded in the temporarily restricted class for restrictions expiring during the year, and then transferred to the unrestricted class.

Inventories

Inventories, which are sold at the Coalition's KidStore facility, consist of donated clothing items and are valued at resale price.

Investments

Investments consist of certificates of deposit and various donated common stocks and are carried at fair value. The cost of investments approximates fair market value. Return on investment consists of interest, dividends and unrealized and realized gains and losses and is reported on the Statement of Activities.

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Office Equipment

Office equipment is stated at cost less accumulated depreciation. Depreciation of office equipment is provided using the straight-line method over three years. Expenditures for repairs and maintenance are charged to operations while renewals and betterments are capitalized.

Revenue Recognition

Grant and contribution revenues are recognized when the amount is awarded by the donor. The Coalition recognizes membership fees over the membership period. Other revenue is recognized as services are performed.

In-Kind Services (Donated Services and Facilities)

The Coalition received donated inventory, which was reflected as revenue during the years ended December 31, 2010 and 2009.

The Coalition also receives in-kind advertising for A Place to Call Home, Little Wishes, and other programs from KSDK Television Station. Since the Coalition was not provided information from the donor, it is unable to record the value of this donated service.

The Coalition also receives assistance from volunteers donating their time for education and other programs. Since donated time for these types of volunteer services is undeterminable, the Coalition is unable to record the value of these donated services.

Functional Expenses

Functional expenses have been allocated between program services and supporting services based primarily on an analysis of personnel time. In addition, other costs are directly and indirectly allocated among the programs and supporting services benefited based on management's estimates.

Financial Instruments

The carrying amount of accounts receivable, accounts payable and accrued expenses approximates fair value due to the short-term maturities of these instruments.

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Significant Donors

The Coalition received \$651,463 and \$506,307 (or approximately 35% and 37% of its support, respectively) for the years ended December 31, 2010 and 2009 from four donors: St. Louis County Children's Service Fund, Dave Thomas Foundation for Adoption, Missouri Coalition for Children's Agencies, and the United Way of Greater St. Louis.

Income Tax

The Coalition qualifies as a nonprofit organization and is exempt from federal and state income taxes under Section 501(c)(3) of the Internal Revenue Code. The Coalition does not have unrelated business income, excise taxes, or activities that would threaten the Coalition's tax-exempt status. Accordingly, no provision for federal or state income taxes is provided. The Coalition files an information return, the IRS Form 990.

The Coalition follows the provisions of uncertain tax positions as addressed by the Financial Accounting Standards Board and management is not aware of any uncertain tax positions of the Company related to the tax filings.

Reclassification

Certain amounts in prior year financial statements have been reclassified for comparative purposes to conform with the presentation in the current year financial statements.

Subsequent Events

In preparing these financial statements, the Coalition has evaluated events and transactions for potential recognition or disclosure through June 20, 2011, the date the financial statements were available to be issued.

B. **INVESTMENTS**

The Coalition's investment holdings at December 31, 2010 are summarized as follows:

	Cost	Fair Value
Certificates of deposit Common stock	\$323,839 <u>37,956</u>	\$323,839 46,373
Total Investments	\$ <u>361,795</u>	\$370,212

B. **INVESTMENTS** (Continued)

The Coalition's investment holdings at December 31, 2009 are summarized as follows:

		Fair
	Cost	Value
Certificates of deposit	\$316,312	\$316,312
Common stock	19,752	23,710
Total Investments	\$336,064	\$340,022

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The Coalition's investment income as reported on the statements of activities consists of the following:

	December 31,		
	2010	2009	
Interest and dividends Unrealized gain (loss) on investments	\$ 7,527 <u>4,459</u>	\$10,737 <u>3,960</u>	
Total Net Investment Income	\$ <u>11,986</u>	\$14,697	

C. FAIR VALUE MEASUREMENTS

Fair values of assets measured on a recurring basis are as follows:

	Fair Value Measurements at Reporting Date Using				
	Quoted Prices				
		In Active	Significant		
		Markets for	Other	Significant	
		Identical	Observable	Unobservable	
	Fair	Assets	Inputs	Inputs	
	Value	(Level 1)	(Level 2)	(Level 3)	
December 31, 2010					
Certificates of deposit	\$323,839	\$323,839	\$ -	\$ -	
Stocks	46,373	46,373	_	-	
Total	\$ <u>370,212</u>	\$370,212	\$ -	\$ -	
December 31, 2009					
Certificates of deposit	\$316,312	\$316,312	\$ -	\$ -	
Stocks	23,710	23,710			
Total	\$340,022	\$340,022	\$ -	<u>\$ -</u>	

C. **FAIR VALUE MEASUREMENTS** (Continued)

Financial assets valued using Level 1 inputs are based on quoted market prices within active markets, such as exchange-traded securities. Financial assets valued using Level 2 inputs are based primarily on quoted prices for similar assets in active or inactive markets. Examples of Level 2 include U.S. Treasury securities, corporate and municipal bonds, and mortgage backed securities. Financial assets valued using Level 3 inputs are based primarily on assumptions about the marketability of the assets and can include corporate loans, mortgage loans, distressed debt, and investments in real estate funds. The Coalition has no Level 2 or Level 3 assets.

D. CUSTODIAL FUNDS

The Coalition acts as a custodian of funds for the 100 Neediest Cases program. As such, the Coalition has recorded the cash and a corresponding liability of \$35 and \$6,589 at December 31, 2010 and 2009, respectively.

E. GRANTS AND OTHER RECEIVABLES

Grants receivable and other receivables consist of the following at December 31:

	2010	2009
Dave Thomas Foundation for Adoption	\$ 99,000	\$ 97,500
Emerson	60,000	-
St. Louis Mental Health Board	35,599	-
ARCHS	34,545	63,542
Missouri Coalition of Children's Agencies	27,595	13,797
Schnucks Market	20,000	-
Citigroup	19,969	-
St. Louis County Children's Services Fund	17,529	-
Other receivables	82,237	58,601
Total Contracts and Grants Receivable	\$ <u>396,474</u>	\$233,440

Emerson and Schnucks Market grants are restricted to the construction of the new facilities.

F. TEMPORARILY RESTRICTED NET ASSETS

In 2010, multiple donors provided contributions to fund the construction of the new office space and store. The contributions amounts were recorded as temporarily restricted support and revenue based upon the donor-imposed restriction; at the time the monies are used for the construction, such amounts will be reclassified to unrestricted net assets. During 2010, the Coalition did not expend any of the contributions.

Temporarily restricted net assets are available for the following purposes at December 31,:

	2010	2009
Future periods/United Way	\$186,195	\$161,195
Recruitment and retention	212,313	173,999
Capital facilities	406,326	-
30 Days to Family	50,000	-
Little Wishes	12,644	14,281
	\$867,478	\$349,475

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes specified by donors as follows during the year ended December 31,:

		2009
Future periods/United Way	\$161,195	\$161,195
Recruitment and retention	414,884	299,885
Little Wishes	1,637	4,914
	\$577,716	\$465 994

G. LEASE COMMITMENTS

The Coalition had a lease with the State of Missouri. The initial term of the lease, which has a rate of \$1,069 per month, is from July 1, 2009 through June 30, 2010. The lease automatically renews but either party can cancel the lease with a 60 day notice. The Coalition cancelled their lease with the State of Missouri in March of 2011.

The Coalition also has an oral agreement with a church for space for the KidStore facility. Payments are \$200 per month and rent expense was \$2,400 for the years ended December 31, 2010 and 2009.

G. LEASE COMMITMENTS (Continued)

In May 2010, the Coalition entered into a new building lease agreement. The term of the lease is six years, two months and included 14 months of rent subsidies. The Coalition has deferred the rent subsidy in the amount of \$71,073 at December 31, 2010, and will recognize it over life of the lease. Future minimum rental payments to be paid on this operating lease are summarized below:

Year	Amount
2011	\$ 69,836
2012	134,115
2013	138,138
2014	142,283
2015	146,551
Thereafter	74,734
	\$705,657

Rent expense for the years ended December 31, 2010 and 2009 was \$83,874 and \$13,108, respectively.

H. RELATED PARTY SERVICES

The Coalition has paid a Board member \$5,138 to provide professional services for the Coalition in 2010.

I. SUBSEQUENT EVENTS

In January 2011, the Coalition entered in a construction agreement of \$546,445 and started renovation on the office space that was leased in July 2010. The costs of the renovations are to be paid with the temporarily restricted cash and other investments the Coalition held during the time of construction. The renovations were completed in March 2011 and the Coalition began occupying the space in April 2011.

On June 10, 2011, the Coalition launched a social enterprise, [RE]FRESH: A Fashion CoalitionTM, which is a resale store targeted at consumers in their teens and 20's. The proceeds from clothing sold at [RE]FRESH will be used to help underwrite the agency's mission.