

**CHILDREN'S TRUST, INC.**

**FINANCIAL STATEMENTS**

**FOR THE YEARS ENDED JUNE 30, 2018 AND 2017**

# CHILDREN'S TRUST, INC.

## CONTENTS

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<b>Independent Auditors' Report .....</b>	<b>1-2</b>
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### **Financial Statements**

Statements of Financial Position.....	3
Statements of Activities and Changes in Net Assets .....	4-5
Statements of Cash Flows.....	6
Statements of Functional Expenses .....	7-8

<b>Notes to the Financial Statements .....</b>	<b>9-24</b>
--	-------------



## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
**Children's Trust, Inc.**

### *Report on the Financial Statements*

We have audited the accompanying financial statements of Children's Trust, Inc. ("Organization"), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities and changes in net assets, cash flows and functional expenses 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 audit 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 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 Children's Trust, Inc. as of June 30, 2018 and 2017, 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.

*Marcum LLP*

Boston, Massachusetts  
March 12, 2019

# CHILDREN'S TRUST, INC.

## STATEMENTS OF FINANCIAL POSITION

JUNE 30, 2018 AND 2017

	2018	2017
<b>Assets</b>		
Cash and cash equivalents	\$ 774,212	\$ 399,688
Accounts receivable	8,099	13,067
Grants receivable	60,000	52,000
Promises to give	37,940	23,950
Prepaid expenses	40,000	47,394
Investments	1,492,497	1,378,098
Website development costs, net of accumulated amortization of \$33,130 and \$22,086 at June 30, 2018 and 2017, respectively	--	11,044
Equipment, net of accumulated depreciation of \$940 and \$71,973 at June 30, 2018 and 2017, respectively	--	--
<b>Total Assets</b>	<b>\$ 2,412,748</b>	<b>\$ 1,925,241</b>
<b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 177,641	\$ 98,639
Deferred revenue	17,237	88,500
<b>Total Liabilities</b>	<b>194,878</b>	<b>187,139</b>
<b>Net Assets</b>		
Unrestricted:		
Undesignated	473,724	139,102
Designated	1,331,410	1,186,246
Total unrestricted net assets	1,805,134	1,325,348
Temporarily restricted net assets	256,806	256,824
Permanently restricted net assets	155,930	155,930
<b>Total Net Assets</b>	<b>2,217,870</b>	<b>1,738,102</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 2,412,748</b>	<b>\$ 1,925,241</b>

*The accompanying notes are an integral part of these financial statements.*

# CHILDREN'S TRUST, INC.

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

**FOR THE YEAR ENDED JUNE 30, 2018**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Operating Revenues and Support</b>				
Contributions and grants	\$ 135,357	\$ 280,502	\$ --	\$ 415,859
Special event, net of direct expenses of \$177,244	665,108	--	--	665,108
Program fees and other	133,427	--	--	133,427
In-kind contributions	286,360	--	--	286,360
Net assets released from restrictions through satisfaction of restrictions	280,520	(280,520)	--	--
<b>Total Operating Revenues and Support</b>	<u>1,500,772</u>	<u>(18)</u>	<u>--</u>	<u>1,500,754</u>
<b>Operating Expenses</b>				
Program services	777,276	--	--	777,276
Management and general	236,972	--	--	236,972
Fundraising	168,521	--	--	168,521
<b>Total Operating Expenses</b>	<u>1,182,769</u>	<u>--</u>	<u>--</u>	<u>1,182,769</u>
<b>Increase (Decrease) from Operating Activities</b>	<u>318,003</u>	<u>(18)</u>	<u>--</u>	<u>317,985</u>
<b>Non-Operating Revenues</b>				
Investment income	46,255	--	--	46,255
Net realized gains on investments	52,860	--	--	52,860
Increase in unrealized appreciation of investments	62,668	--	--	62,668
<b>Increase from Non-Operating Activities</b>	<u>161,783</u>	<u>--</u>	<u>--</u>	<u>161,783</u>
<b>Increase (Decrease) in Net Assets</b>	<u>479,786</u>	<u>(18)</u>	<u>--</u>	<u>479,768</u>
<b>Net Assets, Beginning of Year</b>	<u>1,325,348</u>	<u>256,824</u>	<u>155,930</u>	<u>1,738,102</u>
<b>Net Assets, End of Year</b>	<u>\$ 1,805,134</u>	<u>\$ 256,806</u>	<u>\$ 155,930</u>	<u>\$ 2,217,870</u>

*The accompanying notes are an integral part of these financial statements.*

# CHILDREN'S TRUST, INC.

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

**FOR THE YEAR ENDED JUNE 30, 2017**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Operating Revenues and Support</b>				
Contributions and grants	\$ 8,089	\$ 259,781	\$ --	\$ 267,870
Special event, net of direct expenses of \$107,899	124,767	--	--	124,767
Program fees and other	109,569	--	--	109,569
In-kind contributions	192,905	--	--	192,905
Net assets released from restrictions through satisfaction of restrictions	<u>259,587</u>	<u>(259,587)</u>	<u>--</u>	<u>--</u>
<b>Total Operating Revenues and Support</b>	<u>694,917</u>	<u>194</u>	<u>--</u>	<u>695,111</u>
<b>Operating Expenses</b>				
Program services	566,712	--	--	566,712
Management and general	165,426	--	--	165,426
Fundraising	<u>115,669</u>	<u>--</u>	<u>--</u>	<u>115,669</u>
<b>Total Operating Expenses</b>	<u>847,807</u>	<u>--</u>	<u>--</u>	<u>847,807</u>
<b>(Decrease) Increase from Operating Activities</b>	<u>(152,890)</u>	<u>194</u>	<u>--</u>	<u>(152,696)</u>
<b>Non-Operating Revenues</b>				
Investment income	26,619	--	--	26,619
Net realized gain on investments	38,876	--	--	38,876
Increase in unrealized appreciation of investments	<u>119,303</u>	<u>--</u>	<u>--</u>	<u>119,303</u>
<b>Increase from Non-Operating Activities</b>	<u>184,798</u>	<u>--</u>	<u>--</u>	<u>184,798</u>
<b>Increase in Net Assets</b>	<u>31,908</u>	<u>194</u>	<u>--</u>	<u>32,102</u>
<b>Net Assets, Beginning of Year</b>	<u>1,293,440</u>	<u>256,630</u>	<u>155,930</u>	<u>1,706,000</u>
<b>Net Assets, End of Year</b>	<u>\$ 1,325,348</u>	<u>\$ 256,824</u>	<u>\$ 155,930</u>	<u>\$ 1,738,102</u>

*The accompanying notes are an integral part of these financial statements.*

# CHILDREN'S TRUST, INC.

## STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

	2018	2017
<b>Cash Flows from Operating Activities</b>		
Change in net assets	\$ 479,768	\$ 32,102
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Realized gains on sales of investments, net	(52,860)	(38,876)
Unrealized appreciation on investments, net	(62,668)	(119,303)
Amortization of website development costs	11,044	11,043
Changes in assets and liabilities:		
Accounts receivable	4,968	(10,597)
Grants receivable	(8,000)	(48,500)
Promises to give	(13,990)	(13,360)
Prepaid expenses	7,394	(15,083)
Accounts payable and accrued expenses	79,002	(13,384)
Deferred revenue	(71,263)	61,262
Total adjustments	(106,373)	(186,798)
<b>Net Cash Provided by (Used in) Operating Activities</b>	<u>373,395</u>	<u>(154,696)</u>
<b>Cash Flows from Investing Activities</b>		
Proceeds from sales of investments	238,907	202,022
Purchases of investments	(237,778)	(234,937)
<b>Net Cash Provided by (Used in) Investing Activities</b>	<u>1,129</u>	<u>(32,915)</u>
<b>Net Change in Cash and Cash Equivalents</b>	374,524	(187,611)
<b>Cash and Cash Equivalents, Beginning of Year</b>	<u>399,688</u>	<u>587,299</u>
<b>Cash and Cash Equivalents, End of Year</b>	<u>\$ 774,212</u>	<u>\$ 399,688</u>

### *Supplementary Disclosure of Non-Cash Investing Activities*

During the year ended June 30, 2018, the Organization wrote off fully depreciated equipment with a cost basis of \$71,033. There were no write-offs for the year ended June 30, 2017.

*The accompanying notes are an integral part of these financial statements.*



# CHILDREN'S TRUST, INC.

## STATEMENTS OF FUNCTIONAL EXPENSES

**FOR THE YEAR ENDED JUNE 30, 2018**

	Program Services	Supporting Services		Total
		Management and General	Fund- Raising	
Salaries	\$ 92,646	\$ 106,687	\$ 93,416	\$ 292,749
Payroll taxes and employee benefits	--	30,923	4,003	34,926
<b>Total Salaries and Related Costs</b>	92,646	137,610	97,419	327,675
In-kind expenses	240,253	--	46,107	286,360
Program expenses	258,284	--	--	258,284
Consultants	51,210	46,326	600	98,136
Conference and training costs	72,427	2,731	--	75,158
Website	27,026	--	--	27,026
Professional fees	24	21,100	--	21,124
Printing	18,614	--	1,802	20,416
Bank charges	--	17,509	254	17,763
Office and general	4,040	5,655	6,648	16,343
Event expenses	--	--	13,942	13,942
Advertising	8,942	1,240	--	10,182
Professional development	250	2,495	938	3,683
Travel and meals	1,982	1,413	277	3,672
Dues, subscriptions and fees	1,578	893	534	3,005
<b>Total Expenses</b>	<u>\$ 777,276</u>	<u>\$ 236,972</u>	<u>\$ 168,521</u>	<u>\$ 1,182,769</u>

*The accompanying notes are an integral part of these financial statements.*

# CHILDREN'S TRUST, INC.

## STATEMENTS OF FUNCTIONAL EXPENSES (CONTINUED)

**FOR THE YEAR ENDED JUNE 30, 2017**

	Supporting Services			Total
	Program Services	Management and General	Fund- Raising	
Salaries	\$ 61,392	\$ 91,736	\$ 31,163	\$ 184,291
Payroll taxes and employee benefits	<u>95</u>	<u>20,685</u>	<u>--</u>	<u>20,780</u>
<b>Total Salaries and Related Costs</b>	61,487	112,421	31,163	205,071
Program expenses	189,484	--	--	189,484
In-kind expenses	174,493	--	18,412	192,905
Consultants	59,255	--	26,000	85,255
Conference and training costs	65,038	5,866	12,088	82,992
Website	--	--	16,246	16,246
Printing	9,590	--	--	9,590
Advertising	2,832	--	1,092	3,924
Office and general	3,478	4,248	6,248	13,974
Travel and meals	380	1,070	101	1,551
Dues, subscriptions and fees	--	554	745	1,299
Professional development	65	--	498	563
Professional fees	570	22,450	--	23,020
Other expenses	--	4,317	--	4,317
Bank charges	40	14,500	422	14,962
Event expenses	<u>--</u>	<u>--</u>	<u>2,654</u>	<u>2,654</u>
<b>Total Expenses</b>	<u>\$ 566,712</u>	<u>\$ 165,426</u>	<u>\$ 115,669</u>	<u>\$ 847,807</u>

*The accompanying notes are an integral part of these financial statements.*

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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### NOTE 1 - NATURE OF THE ORGANIZATION

Children's Trust, Inc. (“Children’s Trust” or the “Organization”) was incorporated on July 1, 1991, as a non-profit organization under Chapter 180 of the Commonwealth of Massachusetts General Laws. The Organization’s sole purpose is to leverage private funding to support the programs of the Children’s Trust Fund (“CTF”), an agency created in 1988 by the legislature of the Commonwealth of Massachusetts. This unique public-private partnership’s single mission is the prevention of child abuse and neglect.

CTF leads statewide efforts to prevent child abuse and neglect by supporting parents and strengthening families. CTF is funded annually by legislature appropriations and Federal grant revenues. It is governed by a Board of Directors, which is comprised of the Commissioners and Secretaries of all state agencies that serve children and families as well as lawyers, pediatricians, psychologists, teachers, business leaders and other related professionals. This Board is separate and distinct from the Board of Children’s Trust; however, the unique partnership allows both Boards to work in conjunction with one another in order to meet the collective goals of both entities. This partnership allows Children’s Trust and CTF to share infrastructure, management and programmatic costs, thereby maximizing efficiency in furtherance of the joint mission of both entities.

As an umbrella organization, CTF funds, evaluates and promotes the work of over 100 agencies that serve parents. Supported by State, Federal and private funding, CTF invests in Massachusetts’ most precious resource: children and their families. CTF also raises public awareness about child abuse and neglect, spearheads efforts to train family support providers, brings public and private organizations together to work on behalf of families and children and educates public policy makers. The support garnered through Children's Trust generates private funds to support prevention programs not funded, or under-funded, through CTF’s public dollars.

### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### *BASIS OF ACCOUNTING*

The financial statements of Children’s Trust are prepared on the accrual basis of accounting. Accordingly, revenues and support are recognized when earned and expenses are recognized when the liability for goods and services is incurred regardless of the timing of the related cash flows.

#### *FINANCIAL STATEMENT PRESENTATION*

Children’s Trust has presented its financial statements in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”) for not-for-profit organizations.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### *FINANCIAL STATEMENT PRESENTATION (CONTINUED)*

Under this guidance, Children's Trust is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets as follows:

#### *UNRESTRICTED NET ASSETS*

Unrestricted net assets represent those assets not subject to donor-imposed restrictions. Restricted gains and investment income and donor-restricted contributions whose restrictions are met in the same reporting period are also classified as unrestricted.

#### *TEMPORARILY RESTRICTED NET ASSETS*

Temporarily restricted net assets represent those assets that are subject to explicit or implicit donor-imposed stipulations that may or will be met whether by actions of Children's Trust and/or the passage of time. When the restriction expires, the net assets are reclassified to unrestricted net assets.

#### *PERMANENTLY RESTRICTED NET ASSETS*

Permanently restricted net assets represent those assets that are subject to explicit or implicit donor-imposed stipulations that they be maintained permanently by Children's Trust. Generally, the donors of these assets permit Children's Trust to use all or part of the income earned on the related investments for general or specific purposes. Realized and unrealized gains and losses on the related investments are classified as temporarily restricted.

#### *CASH AND CASH EQUIVALENTS*

For purposes of the statements of cash flows, Children's Trust considers money market mutual funds and all highly liquid debt instruments with a maturity of three months or less when purchased to be cash equivalents

#### *INVESTMENT VALUATION AND INCOME RECOGNITION*

Investments are reported at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. See Note 14 for the discussion on fair value.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### *INVESTMENT VALUATION AND INCOME RECOGNITION (CONTINUED)*

Purchases and sales of securities are recorded on a trade date basis. Interest income is recorded on the accrual basis. Dividends are recorded on the ex-dividend date. Investment income includes interest and dividend income and realized and unrealized gains and losses on investments bought and sold as well as held during the year.

##### *WEBSITE DEVELOPMENT COSTS, NET*

Website development costs are recorded at cost or, if donated, at the approximate fair value at the date of donation less accumulated amortization. All direct costs or materials and services incurred in developing Children's Trust's website are capitalized. Amortization is computed using the straight-line method over the estimated useful life of the asset of 3 years.

##### *EQUIPMENT, NET*

Equipment is stated at cost at the date of acquisition or fair value at the date of donation, less accumulated depreciation. Depreciation is provided using the straight-line method over the estimated useful lives of the respective assets, which is usually 3 years.

Purchases are determined to be capital expenditures based on Children's Trust's policy of capitalizing assets acquired at a cost (or, if donated, at fair value) exceeding \$1,500. Those items which are not determined to be capital expenditures are charged to expense. Expenditures that significantly increase asset values or extend useful lives are capitalized. Upon retirement, sale or other disposition of equipment, the cost and accumulated depreciation are eliminated from the accounts, and gains or losses are included in the statements of activities and changes in net assets.

##### *IMPAIRMENT OF LONG-LIVED ASSETS*

Long-lived assets to be held and used by Children's Trust are reviewed for impairment when events or changes in circumstances indicate that the carrying value of the asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to future cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the fair value of the assets.

The fair value of the asset is measured using either available market prices or estimated discounted cash flows. There were no impairment charges taken during the years ended June 30, 2018 and 2017.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### *DONATED ASSETS*

Donated investments and other non-cash donations are recorded at their estimated fair values at the date of donation.

##### *DONATED EQUIPMENT*

Donated equipment is recorded as a contribution at fair value at the date of donation. Such donations are reported as increases in unrestricted net assets unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted contributions. Absent donor stipulations regarding how long those donated assets must be maintained, Children's Trust reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. Children's Trust reclassifies them from temporarily restricted net assets to unrestricted net assets at that time.

##### *CONTRIBUTIONS*

Children's Trust recognizes contributions when received or unconditionally pledged. Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence or absence of donor imposed restrictions. Contributions which are restricted for use whose restrictions are met in the same reporting period are reflected as unrestricted support in the statements of activities and changes in net assets.

##### *DEFERRED REVENUE*

Deferred revenue consists of fundraising revenue received for events to be held subsequent to June 30, 2018 and 2017, respectively.

##### *INCOME TAX STATUS*

Children's Trust is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the "Code"). Children's Trust, however, is subject to the tax on unrelated business income, if any such income exists. Children's Trust had no unrelated business income during the years ended June 30, 2018 and 2017.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### *INCOME TAX STATUS (CONTINUED)*

Children's Trust recognizes and measures its unrecognized tax positions and assesses the likelihood, based on their technical merit, that tax positions will be sustained upon examination based on the facts, circumstances and information available at the end of each period. The measurement of unrecognized tax positions is adjusted when new information is available, or when an event occurs that requires a change. Interest and penalties associated with unrecognized tax positions, if any, would be classified as interest expense and additional income taxes, respectively, in the statements of activities and changes in net assets. Children's Trust did not identify any uncertain tax positions at June 30, 2018 and 2017. Children's Trust is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any periods pending or in progress.

##### *USE OF ESTIMATES*

The preparation of financial statements in conformity with U.S. GAAP 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.

##### *FUNCTIONAL ALLOCATION OF EXPENSES*

The costs of providing Children's Trust's various programs and activities have been summarized on a functional basis in the statements of activities and changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

##### *SUBSEQUENT EVENTS*

Children's Trust has evaluated subsequent events through March 12, 2019, the date these financial statements were available to be issued and has determined that no subsequent events have occurred requiring recognition or disclosure in the financial statements.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 3 - INVESTMENTS

Fair values and unrealized appreciation on investments at June 30 are summarized as follows:

	Cost	Fair Value	Unrealized Appreciation
<u>2018</u>			
Corporate stocks	\$ 571,494	\$ 822,351	\$ 250,857
Mutual funds	581,134	639,709	58,575
Corporate bonds	<u>24,848</u>	<u>30,437</u>	<u>5,589</u>
	<u>\$ 1,177,476</u>	<u>\$ 1,492,497</u>	<u>\$ 315,021</u>
	Cost	Fair Value	Unrealized Appreciation
<u>2017</u>			
Corporate stocks	\$ 542,549	\$ 749,277	\$ 206,728
Mutual funds	558,348	596,537	38,189
Corporate bonds	<u>24,848</u>	<u>32,284</u>	<u>7,436</u>
	<u>\$ 1,125,745</u>	<u>\$ 1,378,098</u>	<u>\$ 252,353</u>

#### NOTE 4 - GRANTS RECEIVABLE AND PROMISES TO GIVE

At June 30, 2018 and 2017, grants receivable and promises to give were due in full within twelve months of year end. Management believes an allowance for uncollectible grants receivable and promises to give is unnecessary at June 30, 2018 and 2017.



# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 5 - EQUIPMENT, NET

A summary of equipment, net at June 30 is as follows:

	2018	2017
Software	\$ --	\$ 65,385
Computer equipment	940	6,588
	940	71,973
Less accumulated depreciation	(940)	(71,973)
	<u>\$ --</u>	<u>\$ --</u>

There was no depreciation expense charged to operations for the years ended June 30, 2018 and 2017.

#### NOTE 6 - DESIGNATED UNRESTRICTED NET ASSETS

The investments of unrestricted designated net assets for the years ended June 30, 2018 and 2017, respectively, consist of equities, mutual funds and bonds totaling \$1,261,567 and \$1,147,167, and money market funds and cash totaling \$69,843 and \$39,079 to be used at the discretion of the Board. The Board has designated these funds for endowment purposes.

Temporarily restricted net assets at June 30 were available for the following purposes:

	2018	2017
SAFE Child	\$ 100,000	\$ --
Comprehensive Parenting	41,391	51,587
Fatherhood	37,321	55,186
Newborn Home Visiting	19,065	27,795
Shaken Baby Syndrome	16,770	41,619
General Training Funds	9,785	9,562
Mass Family Centers	9,000	24,100
Bartley Memorial Emergency Fund	7,662	7,922
Parent Support Training	6,502	4,520
Parent Support Funds	5,953	6,199
Program General	2,203	2,703
Lending Library	1,154	2,098
Child Personal Safety Program	--	22,358
Reeh	--	1,175
	<u>\$ 256,806</u>	<u>\$ 256,824</u>

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 6 - DESIGNATED UNRESTRICTED NET ASSETS (CONTINUED)

Permanently restricted net assets consist of donor restricted endowment funds, the income from which is expendable to support program services.

#### NOTE 7 - NET ASSETS RELEASED FROM RESTRICTION

Temporarily restricted net assets released from restriction during the years ended June 30 were for the following purposes:

	2018	2017
Fatherhood	\$ 63,637	\$ 56,179
Comprehensive Parenting	61,924	65,843
Shaken Baby Syndrome	51,261	32,866
Newborn Home Visiting	31,730	12,485
Mass Family Centers	28,600	65,900
Child Personal Safety Program	22,358	21,191
General Training Funds	13,117	4,113
Parent Support Training	3,018	1,010
Parent Support Funds	1,896	--
Reeh Funds	1,275	--
Lending Library	944	--
Program General	500	--
Bartley Memorial Emergency Fund	260	--
	<u>\$ 280,520</u>	<u>\$ 259,587</u>

#### NOTE 8 - IN-KIND CONTRIBUTIONS AND CONCENTRATIONS

A significant portion of the in-kind contributions for the year ended June 30, 2017 represent donated online advertising space from one vendor. These contributions represent approximately 17% of total revenue for the year ended June 30, 2017 and the corresponding advertising expense represents 22% of all program expenses for the years ended June 30, 2017, respectively. There were no in-kind concentrations or other concentrations from one donor or vendor for the year ended June 30, 2018.

The in-kind contributions and corresponding expenses have been recorded at their fair value. For the years ended June 30, 2018 and 2017, total in-kind contributions were \$286,360 and \$192,905, respectively. In addition, approximately 40% and 14% of total revenue was derived from one major fundraising event for the years ended June 30, 2018 and 2017, respectively.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 9 - RELATED PARTY TRANSACTION

The Organization received \$10,283 and \$36,789 of in-kind legal services from the law firm of a member of the Board of Directors during the years ended June 30, 2018 and 2017, respectively.

#### NOTE 10 - CONCENTRATION OF CREDIT RISK

Children's Trust maintains cash deposits at three institutions located in Massachusetts. Deposits at these institutions are insured by the Federal Deposit Insurance Corporation up to \$250,000 per depositor. At certain times during the year, deposits at these institutions may have exceeded the insured amount. No losses have been incurred due to banking activities.

Investment concentration of credit risk consists of investments in equities, mutual funds and bonds. These investments are not insured by any governmental agency and are subject to loss of principal. At June 30, 2018 and 2017, Children's Trust's carrying amount of these investments totaled \$1,492,497 and \$1,378,098 respectively.

#### NOTE 11 - PENSION PLAN

Children's Trust has adopted a SIMPLE-IRA plan under Internal Revenue Service Code 408 (P). Employees may contribute to the plan a percentage of pretax annual compensation, as defined in the plan, up to the maximum amount allowed under the provisions of the Internal Revenue Code. Under the plan, Children's Trust contributes 100% of the employees' elective deferral up to 3% of wages. Contributions totaling \$2,084 and \$1,526 for the years ended June 30, 2018 and 2017, respectively, were made by Children's Trust, in addition to the elective deferrals made by employees.

#### NOTE 12 - RISKS AND UNCERTAINTIES

Children's Trust invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the carrying value of the investments reported on the statements of financial position.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 13 - ENDOWMENT

Children's Trust's endowment consists of two individual funds established for a variety of purposes. Its endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments.

As required by U.S. GAAP, net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

#### *INTERPRETATION OF RELEVANT LAW*

The Board of Directors of Children's Trust has interpreted the Massachusetts version of the Uniform Prudent Management of Institutional Funds Act ("UPMIFA") and Massachusetts General Law Chapter 180A as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

As a result of this interpretation, Children's Trust would classify as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets would be classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by Massachusetts Law Chapter 180A. In accordance with UPMIFA and Massachusetts Law Chapter 180A, Children's Trust considers the following factors in making a determination to invest or appropriate donor-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of Children's Trust and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income and the appreciation of investments
- (6) Other resources of Children's Trust
- (7) The investment policies of Children's Trust

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 13 - ENDOWMENT (CONTINUED)

##### *RETURN OBJECTIVES AND RISK PARAMETERS*

Endowment assets include those assets of donor-restricted funds that Children's Trust must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds. Under this policy, as approved by the Board of Directors, the endowment assets are invested in money market accounts, mutual funds, bonds and equity securities, assuming a moderate level of investment risk. Children's Trust expects its endowment funds, over time, to exceed a composite benchmark index comprised of market indices weighted in proportion to Children's Trust's asset allocation policy. Actual returns in any given year will vary.

##### *STRATEGIES EMPLOYED FOR ACHIEVING OBJECTIVES*

Children's Trust has increased allocation of its assets to money market accounts as a conservative measure in order to protect the principal of the endowment funds.

##### *SPENDING POLICY AND HOW THE INVESTMENT OBJECTIVES RELATE TO SPENDING POLICY*

Children's Trust's policy is to spend the current income each year in accordance with the donors' instructions.

Endowment net asset composition by type of fund as of June 30, 2018:

	Board Designated Unrestricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ --	\$ 155,930	\$ 155,930
Board-designated endowment funds	<u>1,331,410</u>	<u>--</u>	<u>1,331,410</u>
	<u>\$ 1,331,410</u>	<u>\$ 155,930</u>	<u>\$ 1,487,340</u>

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

#### NOTE 13 - ENDOWMENT (CONTINUED)

Changes in endowment net assets for the year ended June 30, 2018:

	Board Designated Unrestricted	Permanently Restricted	Total
Endowment net assets, beginning of year	\$ 1,186,246	\$ 155,930	\$ 1,342,176
Investment return:			
Investment income	30,765	--	30,765
Net appreciation (realized and unrealized)	115,528	--	115,528
Total investment return	146,293	--	146,293
Purchases and sales of securities, net	(1,129)	--	(1,129)
Appropriation of endowment assets for expenditure	--	--	--
Endowment net assets, end of year	\$ 1,331,410	\$ 155,930	\$ 1,487,340

Endowment net asset composition by type of fund as of June 30, 2017:

	Board Designated Unrestricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ --	\$ 155,930	\$ 155,930
Board-designated endowment funds	1,186,246	--	1,186,246
	\$ 1,186,246	\$ 155,930	\$ 1,342,176

**CHILDREN'S TRUST, INC.**

**NOTES TO THE FINANCIAL STATEMENTS**

**FOR THE YEARS ENDED JUNE 30, 2018 AND 2017**

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**NOTE 13 - ENDOWMENT (CONTINUED)**

Changes in endowment net assets for the year ended June 30, 2017:

	Board Designated Unrestricted	Permanently Restricted	Total
Endowment net assets, beginning of year	\$ 1,014,698	\$ 155,930	\$ 1,170,628
Investment return:			
Investment income	24,114	--	24,114
Net appreciation (realized and unrealized)	114,519	--	114,519
Total investment return	138,633	--	138,633
Purchases and sales of securities, net	32,915	--	32,915
Appropriation of endowment assets for expenditure	--	--	--
Endowment net assets, end of year	\$ 1,186,246	\$ 155,930	\$ 1,342,176

**NOTE 14 - FAIR VALUE MEASUREMENTS**

***FAIR VALUE HIERARCHY***

Children's Trust uses a fair value hierarchy established by GAAP that prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy are described as follows:

**Level 1** Valuation is based on quoted market prices in active markets for identical assets that Children's Trust has the ability to access at the measurement date.

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 14 - FAIR VALUE MEASUREMENTS (CONTINUED)

##### *FAIR VALUE HIERARCHY (CONTINUED)*

**Level 2** Valuation is based on inputs other than quoted prices included within Level 1 that are observable for the asset, either directly or indirectly. The valuation must be based on quoted prices for similar assets; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the asset.

**Level 3** Valuation is based on unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the asset.

The inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes, the level in the fair value hierarchy within which the fair value measurement falls in its entirety, is determined based on the lowest level of input that is significant to the fair value measurement in its entirety.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in these methodologies used during the years ended June 30, 2018 and 2017.

*Corporate Stocks:* Valued at the closing price reported on the active market on which the individual securities are traded.

*Corporate Bonds:* Valued using pricing models maximizing the use of observable inputs for similar securities. This includes basing value on yields currently available or comparable securities of issuers with similar credit ratings.

*Mutual Funds:* Valued at the daily closing price as reported by the fund. Mutual funds held by Children's Trust are open-end mutual funds that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value and to transact at that price. The mutual funds held by Children's Trust are deemed to be actively traded.

*Grants Receivable and Promises to Give:* Valued at the net present value of estimated future cash flows as determined by management. The related net present value discounts are computed using an appropriate discount rate commensurate with the risks involved.



# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

#### NOTE 14 - FAIR VALUE MEASUREMENTS (CONTINUED)

Fair values of financial instruments measured on a recurring basis at June 30 are as follows:

Fair Value Measurements at Reporting Date Using:				
	Fair Value	Quoted Prices in Active Markets (Level 1)	Observable Inputs (Level 2)	Unobservable Inputs (Level 3)
<u>2018</u>				
Investment securities				
Corporate stocks	\$ 822,351	\$ 822,351	\$ --	\$ --
Mutual funds	639,709	639,709	--	--
Corporate bonds	30,437	--	30,437	--
	\$ 1,492,497	\$ 1,462,060	\$ 30,437	\$ --
Promises to give	\$ 37,940	\$ --	\$ --	\$ 37,940
Grants receivable	\$ 60,000	\$ --	\$ --	\$ 60,000
Fair Value Measurements at Reporting Date Using:				
	Fair Value	Quoted Prices in Active Markets (Level 1)	Observable Inputs (Level 2)	Unobservable Inputs (Level 3)
<u>2017</u>				
Investment securities				
Corporate stocks	\$ 749,277	\$ 749,277	\$ --	\$ --
Mutual funds	596,537	596,537	--	--
Corporate bonds	32,284	--	32,284	--
	\$ 1,378,098	\$ 1,345,814	\$ 32,284	\$ --
Promises to give	\$ 23,950	\$ --	\$ --	\$ 23,950
Grants receivable	\$ 52,000	\$ --	\$ --	\$ 52,000

# CHILDREN'S TRUST, INC.

## NOTES TO THE FINANCIAL STATEMENTS

### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

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#### NOTE 14 - FAIR VALUE MEASUREMENTS (CONTINUED)

Grants and promises to give measured at fair value on a recurring basis using significant unobservable inputs (Level 3) at June 30, 2018 are as follows:

	Grants Receivable	Promises to Give
Balance as of July 1, 2017	\$ 52,000	\$ 23,950
Promises awarded	60,000	37,940
Collections received	<u>(52,000)</u>	<u>(23,950)</u>
Balance as of June 30, 2018	<u>\$ 60,000</u>	<u>\$ 37,940</u>

Grants receivable and promises to give measured at fair value on a recurring basis using significant unobservable inputs (Level 3) at June 30, 2017 are as follows:

	Grants Receivable	Promises to Give
Balance as of July 1, 2016	\$ 3,500	\$ 10,590
Promises awarded	52,000	23,950
Collections received	<u>(3,500)</u>	<u>(10,590)</u>
Balance as of June 30, 2017	<u>\$ 52,000</u>	<u>\$ 23,950</u>