

The Sallan Foundation, Inc.

Financial Statements

December 31, 2013

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MARC B. FREEDMAN

CERTIFIED PUBLIC ACCOUNTANT, P.C.

Board of Directors
The Sallan Foundation, Inc.
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Independent Accountants' Compilation Report

We have compiled the accompanying statements of financial position of The Sallan Foundation, Inc. (a non-profit corporation) as of December 31, 2013, 2012 and 2011 and the related statements of activities and cash flows for the years then ended. We have not audited or reviewed the 2013, 2012 or 2011 financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

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

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting the financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Marc B. Freedman

May 20, 2014

The Sallan Foundation, Inc.
Statements of Financial Position
December 31,

Assets

	2013	2012	2011
Current Assets			
Cash in Bank Accounts	99,540	\$106,182	\$110,366
Other Investments (Note 5)	<u>641,719</u>	<u>723,471</u>	<u>807,411</u>
Total Current Assets	741,259	829,653	917,777
Fixed Assets			
Organizational Costs	17,459	17,459	17,459
Office Furniture and Equipment	<u>7,134</u>	<u>7,134</u>	<u>7,134</u>
Total Fixed Assets	24,593	24,593	24,593
Accumulated Amortizations & Depreciation	<u>(23,744)</u>	<u>(23,404)</u>	<u>(23,064)</u>
Net Fixed Assets	849	1,189	1,529
Other Assets			
Security Deposit	<u>3,050</u>	<u>3,050</u>	<u>3,050</u>
Total Other Assets	<u>3,050</u>	<u>3,050</u>	<u>3,050</u>
Total Assets	<u>745,158</u>	<u>833,892</u>	<u>922,356</u>
Current Liabilities			
Payroll Taxes Payable	<u>0</u>	<u>0</u>	<u>2,057</u>
Total Liabilities	<u>0</u>	<u>0</u>	<u>2,057</u>
Net Assets			
Unrestricted Net Assets	745,158	833,892	920,299
Total Liabilities and Net Assets	<u>\$745,158</u>	<u>\$833,892</u>	<u>\$922,356</u>

See Independent Accountant's Compilation Report and Notes to Financial Statements

The Sallan Foundation, Inc.
Statements of Activities
For the 12 Months Ended December 31,

	2013	2012	2011
<u>Revenue</u>			
Investment Income -- (Note 5)	\$41,872	\$50,093	\$9,741
<u>Expenses</u>			
Compensation of Officer	85,043	85,174	81,230
Rent and Utilities	22,030	21,215	20,365
Web Site Design and Maintenance	10,100	13,068	9,986
Conference Support and Attendance	345	222	520
Depreciation and Amortization Expense	340	340	170
Professional Fees	3,000	2,800	2,800
Writing and Design Services	1,700	5,275	1,350
Portfolio Management Fees	3,551	3,969	3,930
Other Costs	<u>4,497</u>	<u>4,437</u>	<u>4,612</u>
Total Expenses	<u>130,606</u>	<u>136,500</u>	<u>124,963</u>
Net Decrease in Unrestricted Net Assets	(88,734)	(86,407)	(115,222)
Beginning Unrestricted Net Assets	<u>833,892</u>	<u>920,299</u>	<u>1,035,521</u>
Closing Unrestricted Net Assets	<u>\$745,158</u>	<u>\$833,892</u>	<u>\$920,299</u>

See Independent Accountant's Compilation Report and Notes to Financial Statements

The Sallan Foundation, Inc
Statements of Cash Flows
For the 12 Months Ended December 31,

	2013	2012	2011
Cash Flows from Operating Activities			
Change in Net Assets	(\$88,734)	(\$86,407)	(\$115,222)
Adjustments to reconcile Deficit to net cash used by operating activities:			
Depreciation and Amortization	340	340	170
Increase (decrease) in Payroll Taxes Payable	<u>0</u>	<u>(2,057)</u>	<u>2,057</u>
Net Cash Used by Operating Activities	(88,394)	(88,124)	(112,995)
Cash Flows from Investing Activities			
Unrealized (Gain) Loss on Securities included in change in net assets	(12,900)	(19,753)	16,934
Purchase of Fixed Assets	0	0	(1,699)
Transfers into cash net of income and expenses included in operations	<u>94,652</u>	<u>103,693</u>	<u>36,839</u>
Net Cash Provided by Investing Activities	81,752	83,940	52,074
Net Increase (Decrease) in Cash	(6,642)	(4,184)	(60,921)
Cash – Beginning of the Year	<u>106,182</u>	<u>110,366</u>	<u>171,287</u>
Cash – End of the Year	<u>\$99,540</u>	<u>\$106,182</u>	<u>\$110,366</u>
Supplemental Information:			
Income Taxes Paid During the Year	<u>\$168</u>	<u>\$0</u>	<u>\$240</u>

See Independent Accountant's Compilation Report and Notes to Financial Statements

Nature of Organization

The Foundation was incorporated in the State of Delaware July 19, 2004. It was granted exempt status as a private operating foundation by the Internal Revenue Service effective as of its date of incorporation. The Foundation is dedicated to creating and sharing knowledge and information that will improve the New York City urban environment and thereby improve the lives of the people living and or working there.

Note 1 - Summary of Significant Accounting Policies

Cash and Cash Equivalents

The Foundation considers all money in its checking and savings accounts to be cash equivalents. Certificates of Deposits and other funds, whatever their nature, in the Foundations brokerage accounts are considered to be Other Investments.

Depreciation

Property and equipment are carried at cost. Assets are depreciated using the straight-line method based on the estimated useful lives of the various classes of assets as follows:

Office Furniture	7 years
Office Equipment	5 years
Organization Costs	5 years

Support and Revenue

The Foundation has adopted SFAS #116, *Accounting for Contributions received and Contributions Made*. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their expected cash flows. Conditional promises to give are not included in support until the conditions are substantially met. The Foundation reports contributions as restricted support if they are received with donor stipulations limiting the use of the donations or if they are designated for future periods. When donor restrictions expire or the purpose is accomplished, the temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Contributions of marketable securities are recorded at their fair market value on the date received.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Note 2 – Concentration of Credit Risk

The Foundation maintains its bank accounts in a financial institution located in New York City. Bank account cash balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. Its brokerage accounts are insured by the Securities Investor Protection Corporation (SIPC) up to \$100,000 for cash balances and \$500,000 for securities. At December 31, 2012 the Foundation had no uninsured balance in its bank accounts and had an uninsured balance in its security accounts of \$88,229.

Note 3 – Contingencies

The Foundation rents its office space under a lease which expires in February, 2016. Under the terms of this lease the following minimum lease payments are due:

2014	20,350
2015	20,950
2016	1,750

Note 4 – Subsequent Events

Management has evaluated subsequent events through May 14, 2014, the date on which these financial statements were available to be issued.

Note 5 – Investments and Fair Value

The Foundation maintains an investment account for its financial reserves. All securities in this account are recorded at fair value as of the balance sheet date and are classified as current assets and available for sale. The carrying amounts reflected in the statement of financial position for cash and cash equivalents approximate their fair values due to the short maturities of those instruments. Available-for-sale marketable securities are also recorded at fair value in the statement of financial position.

FASB ASC 820 provides the framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy under FASB ASC 820 are described as follows:

Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the plan has the ability to access.

Inputs to the valuation methodology include

- quoted prices for similar assets or liabilities in active markets;
- quoted prices for identical or similar assets or liabilities in inactive markets;

Level 2

- inputs other than quoted prices that are observable for the asset or liability; and
- inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The Foundation has to evaluate the appropriate classification for each type of investments securities based upon the Foundation's portfolio and actual fair valuation techniques used.

The fair value of all debt and equity securities has been measured on a recurring basis using Level 1 inputs, which are based on unadjusted quoted market prices within active markets. There have been no changes in valuation techniques and related inputs.

The Sallan Foundation, Inc.
Notes to Financial Statements

Significant information regarding this account is as follows:

The main categories of securities owned - at market value - are:	2013	2012	2011
Mutual and Closed End Funds	\$228,072	\$238,195	\$151,120
Corporate Bonds	360,157	386,377	564,894
Money Market Funds and Cash	<u>53,490</u>	<u>98,899</u>	<u>91,397</u>
Fair value of securities owned	<u>641,719</u>	<u>723,471</u>	<u>807,411</u>
Cost basis of securities owned	<u>596,356</u>	<u>673,864</u>	<u>796,640</u>
Total proceeds from Securities Sold	<u>265,808</u>	<u>204,023</u>	<u>106,268</u>
Interest and Dividend Income	25,945	27,258	29,917
Realized gains included as a component of the change in unrestricted net assets	5,134	4,396	1,881
Realized (loss) included as a component of the change in unrestricted net assets	(2,107)	(1,314)	(5,203)
Net unrealized gain (loss) included as a component of the change in unrestricted net assets	12,900	19,753	(16,854)
Investment Income	<u>\$41,872</u>	<u>\$50,093</u>	<u>\$9,741</u>