

BRIDGE OF HOPE LANCASTER AND CHESTER
COUNTIES

FINANCIAL REPORT

March 31, 2011

C O N T E N T S

| | Page |
|---|------|
| INDEPENDENT AUDITORS' REPORT | 2 |
| FINANCIAL STATEMENTS | |
| Statements of Financial Position | 3 |
| Statement of Activities - 2011 | 4 |
| Statement of Activities - 2010 | 5 |
| Statement of Functional Expenses - 2011 | 6 |
| Statement of Functional Expenses - 2010 | 7 |
| Statements of Cash Flows | 8 |
| Notes to Financial Statements | 9-17 |



CERTIFIED PUBLIC ACCOUNTANTS
AND BUSINESS ADVISORS

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
Bridge of Hope Lancaster and Chester Counties
Coatesville, Pennsylvania

We have audited the accompanying statement of financial position of Bridge of Hope Lancaster and Chester Counties (a nonprofit organization), as of March 31, 2011 and 2010, and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

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 that our audit provides 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 Bridge of Hope Lancaster and Chester Counties, as of March 31, 2011 and 2010, 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.


Simon Lever LLP

June 15, 2011

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- 2 -



FINANCIAL STATEMENTS

STATEMENTS OF FINANCIAL POSITION
March 31, 2011 and 2010

| | 2011 | 2010 |
|--|------------------|------------------|
| | \$ | \$ |
| ASSETS | | |
| Assets | | |
| Cash and cash equivalents | 172,500 | 134,498 |
| Unconditional promises to give | 16,765 | 25,092 |
| Prepaid expenses | 6,251 | 9,322 |
| Total Operating Assets | <u>195,516</u> | <u>168,912</u> |
| Assets Whose Use is Limited | | |
| Restricted cash | 15,000 | 15,000 |
| Cash designated for endowment | 6,000 | 6,000 |
| Cash temporarily restricted for program activities | 39,824 | 56,347 |
| Investments temporarily restricted for endowments | 174,400 | 76,973 |
| Cash permanently restricted for endowments | 40,819 | 36,553 |
| Investments permanently restricted for endowments | 883,936 | 721,228 |
| Unconditional promises to give for endowments | 91,042 | 253,502 |
| Total Assets Whose Use is Limited | <u>1,251,021</u> | <u>1,165,603</u> |
| Property and Equipment | | |
| Office building and land - Olive Street | 183,168 | 183,168 |
| Office building - Marietta Avenue | 46,789 | 46,789 |
| Office furniture and equipment - Olive Street | 51,732 | 56,169 |
| Residential rental building and land | 44,504 | 44,504 |
| Total | <u>326,193</u> | <u>330,630</u> |
| Less accumulated depreciation | 99,673 | 98,590 |
| Net Property and Equipment | <u>226,520</u> | <u>232,040</u> |
| <u>TOTAL ASSETS</u> | <u>1,673,057</u> | <u>1,566,555</u> |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable | 5,415 | 5,940 |
| Accrued wages and benefits | 25,826 | 27,901 |
| Accrued expenses | 790 | 664 |
| Accrued payroll taxes | 5,042 | 5,222 |
| Security deposits | 650 | 650 |
| Total Operating Liabilities | <u>37,723</u> | <u>40,377</u> |
| Net Assets | | |
| Unrestricted | | |
| Undesignated | 399,313 | 375,575 |
| Board designated | 6,000 | 6,000 |
| Total Unrestricted Net Assets | <u>405,313</u> | <u>381,575</u> |
| Temporarily Restricted Net Assets | 214,224 | 133,320 |
| Permanently Restricted Net Assets | <u>1,015,797</u> | <u>1,011,283</u> |
| Total Net Assets | <u>1,635,334</u> | <u>1,526,178</u> |
| <u>TOTAL LIABILITIES AND NET ASSETS</u> | <u>1,673,057</u> | <u>1,566,555</u> |

See Notes to Financial Statements

BRIDGE OF HOPE LANCASTER AND CHESTER COUNTIES

STATEMENT OF ACTIVITIES
Year Ended March 31, 2011

| | UNRESTRICTED \$ | TEMPORARILY RESTRICTED \$ | PERMANENTLY RESTRICTED \$ | TOTAL \$ |
|--|--------------------|---------------------------------|---------------------------------|------------------|
| Revenue and Other Support | | | | |
| Donations, contributions and support | 457,434 | 15,045 | 4,514 | 476,993 |
| Grants | 116,300 | 69,800 | 0 | 186,100 |
| Fundraising, net of special events expenses \$21,129 | 120,586 | 16,985 | 0 | 137,571 |
| Interest income | 535 | 0 | 0 | 535 |
| Rental income | 7,200 | 0 | 0 | 7,200 |
| Investment income | 0 | 22,544 | 0 | 22,544 |
| Realized gain on investments | 0 | 38,335 | 0 | 38,335 |
| Unrealized gain on investments | 0 | 36,548 | 0 | 36,548 |
| Net assets released from restrictions | 118,353 | (118,353) | 0 | 0 |
| Total Revenue and Other Support | <u>820,408</u> | <u>80,904</u> | <u>4,514</u> | <u>905,826</u> |
| Functional Expenses | | | | |
| Program services | 631,395 | 0 | 0 | 631,395 |
| Support services | | | | |
| General and administrative | 102,040 | 0 | 0 | 102,040 |
| Fundraising | 58,363 | 0 | 0 | 58,363 |
| Rental property expenses | 4,872 | 0 | 0 | 4,872 |
| Total Functional Expenses | <u>796,670</u> | <u>0</u> | <u>0</u> | <u>796,670</u> |
| Change in Net Assets | 23,738 | 80,904 | 4,514 | 109,156 |
| Net Assets at Beginning of Year | <u>381,575</u> | <u>133,320</u> | <u>1,011,283</u> | <u>1,526,178</u> |
| Net Assets at End of Year | <u>405,313</u> | <u>214,224</u> | <u>1,015,797</u> | <u>1,635,334</u> |

See Notes to Financial Statements

BRIDGE OF HOPE LANCASTER AND CHESTER COUNTIES

STATEMENT OF ACTIVITIES
Year Ended March 31, 2010

| | UNRESTRICTED \$ | TEMPORARILY RESTRICTED \$ | PERMANENTLY RESTRICTED \$ | TOTAL \$ |
|---|--------------------|---------------------------------|---------------------------------|------------------|
| Revenue and Other Support | | | | |
| Donations, contributions and support | 412,674 | 15,000 | 32,250 | 459,924 |
| Grants | 104,700 | 85,265 | 0 | 189,965 |
| Fundraising, net of special events expenses \$20,794 | 157,809 | 18,935 | 0 | 176,744 |
| Interest income | 453 | 1,077 | 0 | 1,530 |
| Rental Income | 6,868 | 0 | 0 | 6,868 |
| Investment income | 0 | 11,813 | 0 | 11,813 |
| Unrealized gain on investments | 0 | 64,083 | 0 | 64,083 |
| Net assets released from restrictions | 96,996 | (96,996) | 0 | 0 |
| Total Revenue and Other Support | <u>779,500</u> | <u>99,177</u> | <u>32,250</u> | <u>910,927</u> |
| Functional Expenses | | | | |
| Program services | 577,031 | 0 | 0 | 577,031 |
| Support services | | | | |
| General and administrative | 115,216 | 0 | 0 | 115,216 |
| Fundraising | 41,730 | 0 | 0 | 41,730 |
| Rental property expenses | 4,866 | 0 | 0 | 4,866 |
| Total Functional Expenses | <u>738,843</u> | <u>0</u> | <u>0</u> | <u>738,843</u> |
| Change in Net Assets | 40,657 | 99,177 | 32,250 | 172,084 |
| Net Assets at Beginning of Year | 340,918 | 34,143 | 979,033 | 1,354,094 |
| Net Assets at End of Year | <u>381,575</u> | <u>133,320</u> | <u>1,011,283</u> | <u>1,526,178</u> |

See Notes to Financial Statements

BRIDGE OF HOPE LANCASTER AND CHESTER COUNTIES

STATEMENT OF FUNCTIONAL EXPENSES
Year Ended March 31, 2011

| | PROGRAM SERVICES | GENERAL AND ADMINISTRATIVE | FUNDRAISING | RENTAL EXPENSES | TOTAL |
|--------------------------------------|------------------|----------------------------|---------------|-----------------|----------------|
| | \$ | \$ | \$ | \$ | \$ |
| Staffing and Related Expenses | | | | | |
| Salaries | 308,576 | 66,661 | 37,497 | 0 | 412,734 |
| Employee benefits | 32,235 | 7,025 | 3,952 | 0 | 43,212 |
| Payroll taxes | 28,535 | 6,088 | 3,424 | 0 | 38,047 |
| Staff training and travel | 13,165 | 2,914 | 1,995 | 0 | 18,074 |
| Total Staffing and Related Expenses | <u>382,511</u> | <u>82,688</u> | <u>46,868</u> | <u>0</u> | <u>512,067</u> |
| Building and Facility Expenses | | | | | |
| Real estate taxes | 0 | 0 | 0 | 2,174 | 2,174 |
| Condo association fees | 6,628 | 0 | 0 | 0 | 6,628 |
| Depreciation | 10,756 | 2,295 | 1,291 | 1,454 | 15,796 |
| Maintenance and repairs | 2,449 | 0 | 0 | 0 | 2,449 |
| Telephone | 4,892 | 1,044 | 587 | 0 | 6,523 |
| Utilities and other | 6,794 | 0 | 0 | 1,244 | 8,038 |
| Total Building and Facility Expenses | <u>31,519</u> | <u>3,339</u> | <u>1,878</u> | <u>4,872</u> | <u>41,608</u> |
| Client and Mentoring Expenses | | | | | |
| Rental assistance | 83,356 | 0 | 0 | 0 | 83,356 |
| In-kind support | 44,863 | 0 | 0 | 0 | 44,863 |
| Alumni program | 6,648 | 0 | 0 | 0 | 6,648 |
| Direct needs | 46,784 | 0 | 0 | 0 | 46,784 |
| Family building | 2,148 | 0 | 0 | 0 | 2,148 |
| Mentor training | 4,542 | 0 | 0 | 0 | 4,542 |
| Total Client and Mentoring Expenses | <u>188,341</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>188,341</u> |
| Other Expenses | | | | | |
| Newsletter and printed materials | 1,369 | 0 | 0 | 0 | 1,369 |
| Fundraising appeals | 0 | 0 | 6,585 | 0 | 6,585 |
| Insurance | 7,387 | 1,576 | 886 | 0 | 9,849 |
| Legal and accounting | 0 | 11,150 | 0 | 0 | 11,150 |
| Miscellaneous | 6,743 | 401 | 523 | 0 | 7,667 |
| Office supplies and postage | 13,525 | 2,886 | 1,623 | 0 | 18,034 |
| Total Other Expenses | <u>29,024</u> | <u>16,013</u> | <u>9,617</u> | <u>0</u> | <u>54,654</u> |
| Total Functional Expenses | <u>631,395</u> | <u>102,040</u> | <u>58,363</u> | <u>4,872</u> | <u>796,670</u> |

See Notes to Financial Statements

BRIDGE OF HOPE LANCASTER AND CHESTER COUNTIES

STATEMENT OF FUNCTIONAL EXPENSES
Year Ended March 31, 2010

| | PROGRAM SERVICES | GENERAL AND ADMINISTRATIVE | FUNDRAISING | RENTAL EXPENSES | TOTAL |
|--------------------------------------|------------------|----------------------------|---------------|-----------------|----------------|
| | \$ | \$ | \$ | \$ | \$ |
| Staffing and Related Expenses | | | | | |
| Salaries | 285,372 | 76,950 | 23,085 | 0 | 385,407 |
| Employee benefits | 30,877 | 8,539 | 2,562 | 0 | 41,978 |
| Payroll taxes | 25,006 | 6,758 | 2,027 | 0 | 33,791 |
| Staff training and travel | 9,899 | 2,396 | 2,005 | 0 | 14,300 |
| Total Staffing and Related Expenses | <u>351,154</u> | <u>94,643</u> | <u>29,679</u> | <u>0</u> | <u>475,476</u> |
| Building and Facility Expenses | | | | | |
| Real estate taxes | 0 | 0 | 0 | 2,295 | 2,295 |
| Condo association fees | 6,581 | 0 | 0 | 0 | 6,581 |
| Depreciation | 9,778 | 2,643 | 793 | 1,454 | 14,668 |
| Maintenance and repairs | 1,288 | 0 | 0 | 0 | 1,288 |
| Telephone | 5,503 | 1,487 | 446 | 0 | 7,436 |
| Utilities and other | 6,384 | 0 | 0 | 1,117 | 7,501 |
| Total Building and Facility Expenses | <u>29,534</u> | <u>4,130</u> | <u>1,239</u> | <u>4,866</u> | <u>39,769</u> |
| Client and Mentoring Expenses | | | | | |
| Rental assistance | 74,848 | 0 | 0 | 0 | 74,848 |
| In-kind support | 37,935 | 0 | 0 | 0 | 37,935 |
| Alumni program | 7,250 | 0 | 0 | 0 | 7,250 |
| Direct needs | 44,228 | 0 | 0 | 0 | 44,228 |
| Incentive to save | 3,810 | 0 | 0 | 0 | 3,810 |
| Family building | 1,847 | 0 | 0 | 0 | 1,847 |
| Mentor training | 2,712 | 0 | 0 | 0 | 2,712 |
| Total Client and Mentoring Expenses | <u>172,630</u> | <u>0</u> | <u>0</u> | <u>0</u> | <u>172,630</u> |
| Other Expenses | | | | | |
| Newsletter and printed materials | 780 | 0 | 0 | 0 | 780 |
| Fund raising appeals | 0 | 0 | 6,152 | 0 | 6,152 |
| Insurance | 6,755 | 1,826 | 548 | 0 | 9,129 |
| Legal and accounting | 0 | 11,414 | 0 | 0 | 11,414 |
| Miscellaneous | 5,680 | 366 | 3,261 | 0 | 9,307 |
| Office supplies and postage | 10,498 | 2,837 | 851 | 0 | 14,186 |
| Total Other Expenses | <u>23,713</u> | <u>16,443</u> | <u>10,812</u> | <u>0</u> | <u>50,968</u> |
| Total Functional Expenses | <u>577,031</u> | <u>115,216</u> | <u>41,730</u> | <u>4,866</u> | <u>738,843</u> |

See Notes to Financial Statements

BRIDGE OF HOPE LANCASTER AND CHESTER COUNTIES

STATEMENTS OF CASH FLOWS
Years Ended March 31, 2011 and 2010

| | <u>2011</u> | <u>2010</u> |
|---|------------------|------------------|
| | <u>\$</u> | <u>\$</u> |
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Change in net assets | 109,156 | 172,084 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation | 15,796 | 14,668 |
| Investment income | (22,544) | (12,890) |
| Realized gain on investments | (38,335) | 0 |
| Unrealized gain on investments | (36,548) | (64,083) |
| Donations, contributions and support restricted for long-term purposes | (4,514) | (32,250) |
| Changes in assets and liabilities: | | |
| (Increase) decrease in unconditional promises to give | 8,327 | (25,092) |
| (Increase) decrease in prepaid expenses | 3,071 | (1,558) |
| Decrease in accounts payable | (525) | (1,168) |
| Decrease in accrued wages and benefits | (2,075) | (4,230) |
| Increase (decrease) in accrued expenses | 126 | (2,965) |
| Increase (decrease) in accrued payroll taxes | (180) | 5,222 |
| Increase in security deposits | 0 | 650 |
| Decrease in deferred revenue | 0 | (850) |
| Net Cash Provided by Operating Activities | <u>31,755</u> | <u>47,538</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Purchase of property and equipment | (10,276) | (15,688) |
| Increase in cash restricted or designated for future purposes | 12,257 | 141,010 |
| Purchase of investments restricted or designated for future purposes | (162,708) | (721,228) |
| Decrease in certificates of deposit restricted or designated for future purposes | 0 | 403,890 |
| Net Cash Used in Investing Activities | <u>(160,727)</u> | <u>(192,016)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | |
| Proceeds from donations, contributions and support: | | |
| Investment in permanent endowment | 166,974 | 154,124 |
| Net Cash Provided by Financing Activities | <u>166,974</u> | <u>154,124</u> |
| Net Cash Flows Provided by Operating, Investing and Financing Activities | 38,002 | 9,646 |
| CASH AND CASH EQUIVALENTS | | |
| Beginning | <u>134,498</u> | <u>124,852</u> |
| Ending | <u>172,500</u> | <u>134,498</u> |

See Notes to Financial Statements

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 1 - Summary of Significant Accounting Policies

Nature of Operations - Bridge of Hope Lancaster and Chester Counties is a nonprofit organization with offices located in Coatesville and Lancaster, Pennsylvania. The mission of the Organization is to end and prevent homelessness for women and children with the help of trained mentoring groups within congregations. Single mothers achieve permanent housing and financial self-sufficiency through employment and attain stability and enhanced self-esteem through ongoing mentoring friendships. The Organization's goal is to exemplify Christ's love and to promote physical, emotional, social, and spiritual wholeness.

Public Support and Revenue - All contributions are considered available for unrestricted use unless specifically restricted by the donor. Grants and other contributions of cash and other assets are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets or if the contribution is designated for use in a future period. 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. For gifts of long-lived assets with no explicit donor stipulations that specify how long the assets must be maintained, the Organization reports the expiration of donor restrictions when the donated or acquired long-lived assets are placed in service. As of March 31, 2011 and 2010, the Organization received \$16,985 and \$18,935, respectively, related to the Lancaster County Garden Luncheon which is held after year-end.

Unconditional promises to give are recorded as received. Unconditional promises to give which are due in the next year are recorded at their net realizable value. Unconditional promises to give which are due in subsequent years are recorded at the present value of their net realizable value unless immaterial, using risk-free interest rates applicable to the years in which the promises are received to discount the amounts. An allowance for uncollectible promises is provided based on management's evaluation of potential uncollectible promises receivable at year end. Conditional promises to give are not included as support until such time as the condition is substantially met.

Estimates - The preparation of financial statements in conformity with generally accepted 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 revenue and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents - The Organization considers all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents.

Long-Lived Assets - Long-lived assets to be held and used are reviewed for impairment whenever events or changes in circumstances indicate that the related carrying amount may not be recoverable. When required, impairment losses on assets to be held and used are recognized based on the fair value of the asset and long-lived assets to be disposed of are reported at the lower of carrying amount or fair value less cost to sell.

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 1 - Summary of Significant Accounting Policies - Continued

Property and Equipment - Property and equipment are recorded at cost. Expenditures that significantly add to productive capacity or useful life of an asset are capitalized. Maintenance and repairs are charged to expense as incurred. When depreciable property is retired or otherwise disposed of, the cost and related accumulated depreciation is eliminated from the accounts and the resultant gain or loss is reflected in income. Depreciation is computed by the straight-line method at rates based on estimated service lives.

Donated Services and Materials - Donated materials, services, and other noncash assets are reflected as contributions in the accompanying statements of activities at their estimated fair market value on the date received. Total donated materials and services amounted to \$47,308 and \$41,184 for the years ended March 31, 2011 and 2010, respectively.

Donated services are reflected in the financial statements at the fair value of the services received. Donated services are recognized as contributions in accordance with generally accepted accounting principles, if the services received (a) create or enhance nonfinancial assets or (b) 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 receives a significant amount of donated services from unpaid volunteers who assist in program activities. No amounts for these services have been recognized in the statements of activities for the value of these donated services, because the criteria for recognition under generally accepted accounting principles have not been satisfied.

Federal Income Tax - The Organization is exempt from federal and state income tax under Section 501(c)(3) of the Internal Revenue Code as a member of the group exemption letter of the national organization, Bridge of Hope, Inc. The Organization is not a private foundation as defined in Sections 170 and 509 of the Internal Revenue Code. The Organization files a separate Federal Form 990.

Accrued Interest and Penalties Related to Unrecognized Tax Benefits - The Company reports accrued interest and penalties related to unrecognized tax benefits as interest expense and penalties expense, respectively. There were no interest or penalties related to unrecognized tax benefits for the years ended March 31, 2011 and 2010.

The Company is no longer subject to examination by the Internal Revenue Service and the Pennsylvania Department of Revenue for years prior to March 31, 2008.

Functional Allocation of Expenses - The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Endowment Fund - The Organization has established an endowment fund to support ongoing operations. The principal received under the endowment fund is permanently restricted with the income available for specific purposes. Permanently restricted net assets include the cash received and unconditional promises to give which has been restricted by the donor for the endowment fund.

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 1 - Summary of Significant Accounting Policies - Continued

The Organization has interpreted relevant state law 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. The Board of Directors has approved this interpretation in the endowment fund policy. As a result, the Organization classifies 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 Organization has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the revenue stream and the overall endowment assets. Endowment assets include those assets of donor-restricted funds that the organization must hold in perpetuity as well as board-designated funds. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results that seek competitive investment performance versus appropriate or relative benchmarks. To meet the stated objectives a portion of the endowment's portfolio is dedicated to mutual funds in order to produce long-term appreciation of principal. Another portion is committed to fixed income investments in order to provide a consistent level of income and to reduce overall portfolio volatility.

The spending policy (as determined by a resolution of the Board of Directors on May 12, 2009) for the Organization's endowment is calculated annually at the last scheduled meeting of the Finance Committee or Investment Committee of the year. No distributions for spending other than for expenses associated with the investment of funds are to be made before the earlier of the date the combined total contributions equal or exceed \$1 million dollars, or April 1, 2011. The distribution percentages will be five percent (5.0%) of the average of the market value of the fund for the previous 36 months. As of March 31, 2011 and 2010, there have been no such distributions from the endowment fund.

Subsequent Events - The date to which events occurring after March 31, 2011, the date of the most recent balance sheet, have been evaluated for possible adjustment to the financial statements or disclosure is June 15, 2011 which is the date on which the financial statements were available to be issued.

NOTE 2 - New Accounting Standards

Adopted

Effective April 1, 2010, the Organization adopted changes issued by the Financial Accounting Standards Board (FASB) on January 21, 2010 on disclosure requirements for fair value measurements. Specifically, the changes require a reporting entity to disclose separately the amounts of significant transfers in and out of Level 1 and Level 2 fair value measurements and describe the reasons for the transfers. The changes also clarify existing disclosure requirements related to how assets and liabilities should be grouped by class and valuation techniques used for recurring and nonrecurring fair value measurements. Other than the additional disclosure requirements, the adoption of these changes had no impact on the financial statements.

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 3 - Cash and Cash Equivalents

The Company maintains accounts at several banks. Deposits totaled \$284,189 at March 31, 2011, all of which was federally insured.

NOTE 4 - Unconditional Promises to Give

As of March 31, 2011, various contributors pledged funds towards the endowment campaign or for general purposes. As of March 31, 2011 and 2010, unconditional promises to give consist of the following:

| | <u>2011</u> | <u>2010</u> |
|--|----------------|----------------|
| | \$ | \$ |
| General operating funds | 16,765 | 25,092 |
| Endowment for Independence Campaign | 95,082 | 266,651 |
| Less: Discounts to present values | 288 | 1,182 |
| Allowance for uncollectible promises to give | <u>3,752</u> | <u>11,967</u> |
| Total Unconditional Promises to Give | <u>107,807</u> | <u>278,594</u> |
| Amounts due in one year | 80,345 | 190,704 |
| Amounts due in two to five years | <u>27,462</u> | <u>87,890</u> |
| Total | <u>107,807</u> | <u>278,594</u> |

NOTE 5 - Fair Value Measurements

Generally accepted accounting principles establish a 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 are described below:

- Level 1 Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Organization has the ability to access.
- Level 2 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;
 - Inputs other than quoted prices that are observable for the asset or liability;
 - Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 5 - Fair Value Measurements - Continued

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's 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 following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at March 31, 2011 and 2010.

Money market funds: Valued at cost which is equivalent to fair value.

Fixed income securities: Valued at quoted prices in markets that are not active, broker dealer quotations, or other methods by which all significant inputs are observable, either directly or indirectly.

Mutual funds: Valued at the net asset value ("NAV") of shares held by the Organization at year-end.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Organization believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth by level, within the fair value hierarchy, the Organization's assets at fair value as of March 31, 2011 and 2010:

Assets at Fair Value as of March 31, 2011

| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
|-------------------------------|----------------|----------------|----------------|------------------|
| | <u>\$</u> | <u>\$</u> | <u>\$</u> | <u>\$</u> |
| Available for sale securities | | | | |
| Money market funds | 10,000 | 0 | 0 | 10,000 |
| Fixed Income | | | | |
| Intermediate Term | 0 | 344,062 | 0 | 344,062 |
| Short Term | 0 | 72,742 | 0 | 72,742 |
| Mutual Funds | | | | |
| Large Cap Core | 246,212 | 0 | 0 | 246,212 |
| Large Cap Growth | 36,692 | 0 | 0 | 36,692 |
| Large Cap Value | 31,480 | 0 | 0 | 31,480 |
| Small Cap Core | 106,962 | 0 | 0 | 106,962 |
| International | 210,186 | 0 | 0 | 210,186 |
| <u>Total Assets at</u> | | | | |
| <u>Fair Value</u> | <u>641,532</u> | <u>416,804</u> | <u>0</u> | <u>1,058,336</u> |

BRIDGE OF HOPE LANCASTER AND CHESTER COUNTIES

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 5 - Fair Value Measurements - Continued

| Assets at Fair Value as of March 31, 2010 | | | | |
|---|----------------|----------------|----------------|----------------|
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Total</u> |
| | <u>\$</u> | <u>\$</u> | <u>\$</u> | <u>\$</u> |
| Available for sale securities | | | | |
| Money market funds | 10,258 | 0 | 0 | 10,258 |
| Fixed Income | | | | |
| Intermediate Term | 0 | 315,023 | 0 | 315,023 |
| Short Term | 0 | 39,276 | 0 | 39,276 |
| Mutual Funds | | | | |
| Large Cap Core | 118,201 | 0 | 0 | 118,201 |
| Large Cap Growth | 58,967 | 0 | 0 | 58,967 |
| Large Cap Value | 59,069 | 0 | 0 | 59,069 |
| Mid Cap Growth | 39,446 | 0 | 0 | 39,446 |
| Small Cap Core | 39,227 | 0 | 0 | 39,227 |
| International | 118,734 | 0 | 0 | 118,734 |
| <u>Total Assets at</u> | | | | |
| <u>Fair Value</u> | <u>443,902</u> | <u>354,299</u> | <u>0</u> | <u>798,201</u> |

NOTE 6 - Rental Income

The Organization rents a portion of the Coatesville office building on a month-to-month basis to an unaffiliated individual. Total rental income for the years ended March 31, 2011 and 2010 was \$7,200 and \$6,868, respectively.

NOTE 7 - Retirement Plan

During 2000, the Organization adopted a Simple IRA plan for employees. The plan provides a matching benefit of up to 3%. For the years ended March 31, 2011 and 2010, the retirement plan benefit included in employee benefits expense was \$8,581 and \$7,621, respectively.

NOTE 8 - Temporarily Restricted Net Assets

Temporarily restricted net assets are available for the following purposes:

| | <u>2011</u> | <u>2010</u> |
|--|----------------|----------------|
| | <u>\$</u> | <u>\$</u> |
| Time Restrictions: | | |
| Program activities | 0 | 7,500 |
| Garden Brunch - Lancaster | 16,985 | 18,935 |
| Endowment for Independence | 174,400 | 76,973 |
| Purpose Restrictions: | | |
| Family Building program | 2,000 | 0 |
| Scholarship program | 0 | 675 |
| Rental assistance | 1,840 | 0 |
| Vehicle repairs | 0 | 1,299 |
| Laptop program | 8,192 | 19,462 |
| Girls of Hope program | 0 | 7,459 |
| Mental health program | 9,745 | 0 |
| Other | 1,062 | 1,017 |
| <u>Total Temporarily Restricted Net Assets</u> | <u>214,224</u> | <u>133,320</u> |

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 8 - Temporarily Restricted Net Assets - Continued

Net assets released from restrictions were as follows:

| | <u>2011</u> | <u>2010</u> |
|---|----------------|---------------|
| | <u>\$</u> | <u>\$</u> |
| Released from time restrictions: | | |
| Program activities | 7,500 | 7,500 |
| Garden Brunch - Lancaster County | 18,935 | 17,951 |
| Released from purpose restrictions: | | |
| Rental assistance | 23,460 | 39,459 |
| Scholarship program | 675 | 3,976 |
| Client assistance and program support | 0 | 2,765 |
| Family Building program | 12,500 | 18,528 |
| Vehicle repairs | 1,299 | 1,201 |
| Laptop program | 26,271 | 0 |
| Alumni program | 0 | 4,000 |
| Girls of Hope program | 7,459 | 0 |
| Budgeting and case management | 20,000 | 0 |
| Mental health program | 254 | 0 |
| Other | 0 | 1,616 |
| <u>Total Temporarily Restricted Net Assets Released</u> | <u>118,353</u> | <u>96,996</u> |

NOTE 9 - Permanently Restricted and Board Designated Net Assets

A description of the two endowment programs follows:

Independence Endowment - The fund is designed to provide for professional program support. This includes but is not limited to a comfortable, functional environment where mothers meet and work with our professional staff, business tools and technology to ensure a highly functioning workplace and ongoing program development to address the emerging needs of our family participants.

Olive Street Property Endowment - The fund is designed to support the long-term renovation needs of the office located in Coatesville. In addition to the endowment funds invested above, the board has designated \$6,000 of unrestricted net assets towards supporting the Olive Street property.

Permanently restricted net assets consist of the following:

| | <u>2011</u> | <u>2010</u> |
|--|------------------|------------------|
| | <u>\$</u> | <u>\$</u> |
| Independence Endowment | 989,006 | 984,492 |
| Olive Street Property | 26,791 | 26,791 |
| <u>Total Permanently Restricted Net Assets</u> | <u>1,015,797</u> | <u>1,011,283</u> |

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 10 - Client Rental Assistance

In order for clients to obtain living quarters, the Organization will provide a statement of rental assistance to the lessor or, in some instances, will cosign the rental lease with the client. The lease agreements are for a period of one year. The security deposits are paid for and expensed by the Organization in the year the lease is obtained. Upon completion of the Organization's program the client is eligible to receive the security deposit from the landlord. The monthly rental assistance payments are made by both the Organization and client on a sliding scale with the client assuming full rental payment at a point in time usually between the 9th and 18th month of the lease.

The rental assistance payments are at the discretion of the Organization and can be terminated at any time without affecting the rental relationship between the client and the landlord. No leases were cosigned as of March 31, 2011 and 2010.

NOTE 11 - Endowment

Endowment net asset composition by type of fund as of March 31, 2011:

| | <u>Unrestricted</u> \$ | <u>Temporarily Restricted</u> \$ | <u>Permanently Restricted</u> \$ | <u>Total</u> \$ |
|-------------------------------------|---------------------------|---|---|-------------------------|
| Donor-restricted endowment funds | 0 | 0 | 1,015,797 | 1,015,797 |
| Board-designated endowment funds | <u>12,478</u> | <u>174,400</u> | <u>0</u> | <u>186,878</u> |
| Total funds | <u><u>12,478</u></u> | <u><u>174,400</u></u> | <u><u>1,015,797</u></u> | <u><u>1,202,675</u></u> |

Changes in endowment net assets for the fiscal year ended March 31, 2011:

| | <u>Unrestricted</u> \$ | <u>Temporarily Restricted</u> \$ | <u>Permanently Restricted</u> \$ | <u>Total</u> \$ |
|--|---------------------------|---|---|-------------------------|
| Endowment net assets, Beginning of year | 12,117 | 76,973 | 1,011,283 | 1,100,373 |
| Investment return: | | | | |
| Interest | 361 | 0 | 0 | 361 |
| Dividends | 0 | 22,544 | 0 | 22,544 |
| Realized gain | 0 | 38,335 | 0 | 38,335 |
| Unrealized gain | 0 | 36,548 | 0 | 36,548 |
| Contributions | <u>0</u> | <u>0</u> | <u>4,514</u> | <u>4,514</u> |
| Endowment net assets, End of year | <u><u>12,478</u></u> | <u><u>174,400</u></u> | <u><u>1,015,797</u></u> | <u><u>1,202,675</u></u> |

NOTES TO FINANCIAL STATEMENTS
March 31, 2011 and 2010

NOTE 11 - Endowment - Continued

Endowment net asset composition by type of fund as of March 31, 2010:

| | <u>Unrestricted</u> | <u>Temporarily</u> | <u>Permanently</u> | <u>Total</u> |
|----------------------------------|----------------------|----------------------|-------------------------|-------------------------|
| | <u>\$</u> | <u>Restricted</u> | <u>Restricted</u> | <u>\$</u> |
| | <u>\$</u> | <u>\$</u> | <u>\$</u> | <u>\$</u> |
| Donor-restricted endowment funds | 0 | 0 | 1,011,283 | 1,011,283 |
| Board-designated endowment funds | <u>12,117</u> | <u>76,973</u> | <u>0</u> | <u>89,090</u> |
| Total funds | <u><u>12,117</u></u> | <u><u>76,973</u></u> | <u><u>1,011,283</u></u> | <u><u>1,100,373</u></u> |

Changes in endowment net assets for the fiscal year ended March 31, 2010:

| | | | | |
|---|----------------------|----------------------|-------------------------|-------------------------|
| Endowment net assets, Beginning of year | 11,838 | 0 | 979,033 | 990,871 |
| Investment return: | | | | |
| Interest | 279 | 1,077 | 0 | 1,356 |
| Dividends | 0 | 11,813 | 0 | 11,813 |
| Unrealized gain | 0 | 64,083 | 0 | 64,083 |
| Contributions | <u>0</u> | <u>0</u> | <u>32,250</u> | <u>32,250</u> |
| Endowment net assets, End of year | <u><u>12,117</u></u> | <u><u>76,973</u></u> | <u><u>1,011,283</u></u> | <u><u>1,100,373</u></u> |

NOTE 12 - Line of Credit

The Organization has a \$30,000 line of credit financing agreement with Everence Federal Credit Union which expires on December 28, 2011. Interest is calculated at the Wall Street Journal's Prime Rate and is payable monthly. The Organization is required to maintain a deposit account with Everence Federal Credit Union equal to 50% of the credit limit. The Organization has restricted \$15,000 of cash as of March 31, 2011 and 2010. There were no borrowings on the line of credit at March 31, 2011 and 2010.