# FINANCIAL STATEMENTS AND AUDITOR'S REPORT

**DECEMBER 31, 2012** 

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# **Independent Auditor's Report**

Board of Directors All Stars Project, Inc.

# Report on the Financial Statements

We have audited the accompanying financial statements of All Stars Project, Inc., which comprise the statement of financial position as of December 31, 2012, and the related statements of activities, functional expenses, and cash flows for the year 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.

# Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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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 All Stars Project, Inc. as of December 31, 2012, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

# Report on Summarized Comparative Information

We have previously audited the All Stars Project, Inc.'s December 31, 2011 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated March 22, 2012. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2011 is consistent, in all material respects, with the audited financial statements from which it has been derived.

April 10, 2013

# STATEMENT OF FINANCIAL POSITION

# **DECEMBER 31, 2012 AND 2011**

	_	2012		2011
ASSETS				
Cash and cash equivalents Certificate of deposit	\$	2,523,211	\$	2,063,179 148,000
Investments (Note 3)		1,768,536		2,347,776
Contributions receivable (Note 4) Prepaid expenses and security deposit		321,258 155,246		597,858
Beneficial interest in charitable remainder unitrust (Note 5)		223,357		169,953 205,829
Fixed assets - net (Note 6)	_	14,469,714	_	13,941,539
Total assets	\$_	19,461,322	\$_	19,474,134
LIABILITIES AND NET ASSETS				
Liabilities				
Accounts payable and accrued expenses  Construction payable	\$	75,057 425,241	\$	188,542
Accrued salaries and related expenses payable		601,464		558,599
Deferred revenue		11,216		9,657
Accrued interest payable		42,192		100,763
Rent payable Capital lease (Note 7)		61,988		10 (50 000
Mortgage payable (Note 7)		10,720,000		10,650,000
Loan payable (Note 11)	_	800,000	_	147,059
Total liabilities	_	12,737,158		11,654,620
Net assets (Exhibit B)				
Unrestricted		0.000.000		2 224 2-4
Operating Plant		3,069,053 3,324,473		3,221,852 3,291,539
1 idil	-	3,324,473	-	3,291,339
Total unrestricted		6,393,526		6,513,391
Temporarily restricted (Note 9)		215,638		1,206,123
Permanently restricted (Note 14)	_	115,000		100,000
Total net assets		6,724,164		7,819,514
Total liabilities and net assets	\$_	19,461,322	\$_	19,474,134

See independent auditor's report.

ALL STARS PROJECT, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2012 (With Summarized Financial Information for the Year Ended December 31, 2011)

2011	5,893,606 118,260 22,434 68,638 2,429	901,156	728 20,408	277	7,085	7,035,887
Total	5,413,287 \$ 121,040 25,438 118,011 3,168 164,925	1,288,322	1,383 6,159	(151)	2,419	7,161,529
Permanently Restricted	15,000 \$					15,000
Temporarily Restricted	2,594,831 \$				(3,585,316)	(990,485)
Unrestricted	2,803,456 \$ 121,040 25,438 118,011 3,168	1,288,322	1,383 6,159	(151)	17,528 2,419 3,585,316	8,137,014
	\$ 1,588,154 (299,832)				·	'
	Revenues, gains and other support Contributions Membership dues All Stars ticket sales Theatre ticket sales Theatre subscriptions In-kind donations (Note 15) Special events Less direct cost of special events	Net revenues from special events (Note 12)	Product sales Interest and dividends	Realized and unrealized gain (loss) on investments	Gain on beneficial interest in charitable remainder unitrust Other revenues Net assets released from restrictions (Note 9)	Total revenues, gains and other support

ALL STARS PROJECT, INC.

STATEMENT OF ACTIVITIES

YEAR ENDED DECEMBER 31, 2012 (With Summarized Financial Information for the Year Ended December 31, 2011)

	Unrestricted	Temporarily Restricted	Permanently Restricted	To 2012	Total 2011
Expenses (Exhibit C) Program services	6				
All Stars Talent Show Network Development School for Youth	1,815,117 1,501,175 938,882			\$ 1,815,117 1,501,175 938,882	\$ 1,680,372 1,311,064 891,836
Volunteerism and Education  Youth on Stage	858,590 587,957			858,590 587,957	773,362 557,615
Total program services	5,701,721			5,701,721	5,214,249
Supporting services Management and general Fund raising	685,520 1,266,487			685,520 1,266,487	566,110 1,214,659
Total supporting services	1,952,007			1,952,007	1,780,769
Total expenses	7,653,728			7,653,728	6,995,018
Change in net assets before other changes	483,286	\$ (990,485)	\$ 15,000	(492,199)	40,869
Loss on disposal of fixed asset Loss on unamortized mortgage costs (Note 7)	(3,810) (599,341)			(3,810) (599,341)	
Change in net assets (Exhibit D)	(119,865)	(990,485)	15,000	(1,095,350)	40,869
Net assets - beginning of year	6,513,391	1,206,123	100,000	7,819,514	7,778,645
Net assets - end of year (Exhibit A)	\$ 6,393,526	\$ 215,638	\$ 115,000	\$ 6,724,164	\$ 7,819,514

See independent auditor's report.

ALL STARS PROJECT, INC.

# STATEMENT OF FUNCTIONAL EXPENSES

YEAR ENDED DECEMBER 31, 2012 (With Summarized Financial Information for the Year Ended December 31, 2011)

					Progra	m Ser	vices					-				
•	Taler	Stars nt Show	Developi Schoo	ol	Castillo		olunteerism and	Youth	Total Program		Management	Fund	Direct Co of Specia	al _	Total	
	Ne	twork	for You	ith	Theatre	1	Education _	on Stage	Services		and General	Raising	Events		2012	2011
Salaries Payroll taxes and employee benefits		836,592 S 174,034		,049 \$ ,198	377,000 75,820	\$ 	276,833 \$ 48,300	322,760 \$ 73,814	2,640,234 535,166	\$ 	279,284 \$ 58,729	760,424 129,911		\$_	3,679,942 \$ 723,806	3,297,780 635,187
Total salaries and related expenses	1,	010,626	990	,247	452,820		325,133	396,574	3,175,400		338,013	890,335			4,403,748	3,932,967
Grants		12,241			100			100	12,441						12,441	10,960
Professional fees		63,618	63	,705	19,008		115,738	16,624	278,693		84,391	55,907			418,991	389,358
Production		72,497		,091	47,476		17,506	6,918	189,488		477	34,497	\$ 92,8	386	317,348	256,252
Interest		66,125		,131	74,982		56,580	31,242	270,060		16,363	28,118	~ >=-,		314,541	319,902
Credit service and bank charges		•		•				,	2.0,000		73,841	20,110			73,841	71,406
Insurance		39,301	34	,523	15,636		25,846	9,131	124,437		13,782	15,680			153,899	136,615
Telephone		20,455		,985	4,593		10,182	2,106	49,321		13,885	13,317			76,523	80,553
Database and computer services		9,820		,315	2,363		4,272	1,669	24,439		6,479	6,667		-	37,585	27,722
Occupancy		94,101		,479	35,466		54,959	13,194	251,199		47,940	24,046			323,185	261,562
Training and outreach		28,290		,226	9,417		8,652	4,497	68,082		6,454	11,450			85,986	107,401
Advertising and design		19,858		,709	17,781		4,247	3,166	60,761		500	11,080			72,341	74,169
Transportation		38,022		,433	3,828		28,451	1,641	109,375		1,517	15,800			126,692	101,573
Equipment rental		25,383		,943	4,110		9,464	1,862	51,762		6,567	14,124			72,453	49,650
Repairs and maintenance		28,073	16	,939	32,338		23,141	12,728	113,219		8,235	12,311			133,765	143,648
Postage and shipping		14,652		,336	3,566		1,439	767	24,760		1,833	9,787	2,	000	38,380	37,584
Office		22,199	12	,643	5,078		10,261	1,709	51,890		12,749	10,287	,		74,926	62,240
Catering		2,367	1	,559	306		6,141	489	10,862		1,529	2,483	183,	546	198,420	201,882
Printing		36,354	23	,576	25,980		7,575	5,529	99,014		2,633	21,736	,		123,383	125,218
Space rental		36,326	3	,789	184		6,220	316	46,835		72	303	21,	400	68,610	51,908
Depreciation and amortization		155,398	99	,222	172,198		128,869	74,937	630,624		41,742	67,345	ĺ		739,711	717,812
Dues, subscriptions and conference fees		14,446	6	,984	9,271		11,923	1,813	44,437		3,413	18,342			66,192	54,359
Miscellaneous		4,965	4	,340	2,381		1,991	945	14,622		3,105	2,872			20,599	17,986
Total expenses	1,	,815,117	1,501	,175	938,882		858,590	587,957	5,701,721		685,520	1,266,487	299,	,832	7,953,560	7,232,727
Less direct cost of special events						<del>.</del> _							(299	,832)	(299,832)	(237,709)
Total expenses (excluding direct expenses of special events) (Exhibit A)	\$1	,815,117	\$ <u>1,501</u>	<u>,175</u> \$	938,882	_ \$	858,590 \$	587,957	§5,701,721	_ \$_	685,520 \$	1,266,487	\$ <u>-</u>	\$	7,653,728 \$	6,995,018

See independent auditor's report.

# STATEMENT OF CASH FLOWS

# YEARS ENDED DECEMBER 31, 2012 AND 2011

	_	2012		2011
Cash flows from operating activities				
Change in net assets (Exhibit B)	\$	(1,095,350) \$	3	40,869
Adjustments to reconcile change in net assets to net cash , provided (used) by operating activities				
Donated stock		(102,012)		(369,820)
Depreciation and amortization		739,711		717,812
Realized and unrealized loss (gain) on investments		151		(277)
Permanently restricted contributions		(15,000)		` ,
Loss on unamortized mortgage costs		599,341		
Loss on disposal of fixed asset		3,810		
Gain on beneficial interest in charitable remainder unitrust		(17,528)		(7,085)
Decrease (increase) in assets		, , ,		``,
Contributions receivable		276,600		(406,641)
Prepaid expenses and security deposit		14,707		(43,840)
Increase (decrease) in liabilities		•		` , ,
Accounts payable and accrued expenses		(113,485)		131,922
Accrued salaries and related expenses payable		42,865		(64,596)
Deferred revenue		1,559		965
Accrued interest payable		(58,571)		(2,781)
Rent payable		61,988		( )/
Net cash provided (used) by operating activities	_	338,786		(3,472)
Cash flows from investing activities				
Purchase of fixed assets		(1 445 70()		(04.105)
Purchase of investments		(1,445,796)		(84,185)
Proceeds from sale of investments		(1,584,877)		(3,064,583)
		2,265,978		3,169,820
Proceeds from sale of certificate of deposit	_	148,000	_	
Net cash provided (used) by investing activities	_	(616,695)	_	21,052
Cash flows from financing activities				
Proceeds from loan payable		800,000		
Principal payments on loans payable		(147,059)		(117,647)
Proceeds from mortgage payable		10,720,000		
Principal payments on capital lease		(10,650,000)		(175,000)
Proceeds from permanently restricted contributions		15,000		( , , , , , ,
Net cash provided (used) by financing activities	_	737,941	_	(292,647)
Net change in cash and cash equivalents		460,032		(275,067)
Cash and cash equivalents - beginning of year	_	2,063,179		2,338,246
Cash and cash equivalents - end of year	\$	2,523,211	\$_	2,063,179
Supplemental disclosure of cash flow information				
Cash paid during the year for interest	\$	373,112	\$	322,683

See independent auditor's report.

#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

#### **NOTE 1 - NATURE OF ORGANIZATION**

All Stars Project, Inc. (ASP) is a nonpartisan, not-for-profit 501(c)(3) organization dedicated to promoting human development through the use of an innovative performance-based model. Founded in 1981, ASP creates privately funded, outside-of-school educational and performing arts activities for tens of thousands of poor and minority young people. It sponsors community and experimental theatre, develops leadership training and pursues volunteer initiatives that build and strengthen communities.

ASP actively promotes supplementary education and the performance learning model in academic and civic arenas.

#### The All Stars Talent Show Network

The All Stars Talent Show Network (ASTSN) is an after-school, performance-based enrichment program for inner city youth. Each year, thousands of children and young adults aged 5-25 participate in several dozen All Stars events. ASTSN is produced in New York, NY, Newark, NJ, Chicago, IL, and the Bay Area, CA.

# The Joseph A. Forgione Development School for Youth

The Joseph A. Forgione Development School for Youth (DSY) is a leadership-training program for young people between the ages of 16 and 21. DSY's two yearly leadership-training cycles are organized as ensemble performances and include a series of workshops led by senior executives from corporations who partner with the program. DSY graduates are placed in summer internships provided by sponsoring companies. DSY programming is currently in New York, NY, Newark, NJ, Chicago, IL, and the Bay Area, CA.

### The Castillo Theatre

The Castillo Theatre brings challenging, thought-provoking entertainment to the heart of New York's theatre district. Since 1983, Castillo has staged over 100 productions from multicultural and avant garde plays, to musicals and performance projects.

#### **Volunteerism and Education**

The Talented Volunteers program creates opportunities for hundreds of adults to get involved in virtually every aspect of All Stars Project's programs and operations. There are approximately 875 volunteers involved annually.

Operation Conversation: Cops and Kids is a series of dialogues and performance-based workshops that help police and inner-city youth improve and develop their relationship. A total of 1,732 police officers and youth have participated in these workshops.

#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

#### NOTE 1 - NATURE OF ORGANIZATION (continued)

#### Yolunteerism and Education (continued)

University X (UX) is a university style development institution for all ages. Classes take place at ASP headquarters, corporate boardrooms, backstage at Broadway theaters, in neighborhoods and at schools.

#### Youth Onstage

Youth Onstage! provides young performers aged 13 to 21 with the opportunity to perform on stage in plays that have something to say about the world and its future. In addition to producing plays for young casts, Youth Onstage! conducts classes and workshops in acting, playwriting, improvisation and technical theatre.

ASP's primary sources of support are contributions.

# NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of accounting - The financial statements are prepared on the accrual basis of accounting.

Use of estimates - The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Summarized financial information - The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the organization's financial statements for the year ended December 31, 2011, from which the summarized information was derived.

Cash and cash equivalents - Cash and cash equivalents include investments in money market funds. These investments are also cash equivalents for purposes of the statement of cash flows, as ASP considers all highly liquid instruments purchased with maturities of less than three months when acquired to be cash equivalents.

#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

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

Certificate of deposit - The certificate of deposit is considered investment for purposes of cash flow reporting.

Investments - Investments are recorded at fair value. Investment securities, in general, are exposed to various risks such as interest rate, credit, and overall market volatility 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, based on the markets' fluctuations, and that such changes could materially affect the amounts reported in ASP's financial statements.

Contributions receivable - 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 estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.

Allowance for doubtful accounts - ASP determines whether an allowance for uncollectibles should be provided for contributions receivable. Such estimates are based on management's assessment of the aged basis of its contributions, current economic conditions, subsequent collections and historical information. Contributions receivable are written off against the allowance for doubtful accounts when all reasonable collection efforts have been exhausted. Management determined that it was unnecessary to provide an allowance in the current year.

Beneficial interest - The beneficial interest in charitable remainder unitrust is recorded at its actuarial present value.

Fixed assets - Fixed assets are capitalized at cost. Items with a cost in excess of \$1,000 and an estimated useful life of greater than one year are capitalized. Depreciation is recorded on the straight-line method over the estimated useful lives of the assets as follows:

Condominium	40 years
Condominium improvements	20 years
Leasehold improvements	10 years
Furniture, fixtures and equipment	3 - 10 years
Video equipment	5 years
Computer equipment	3 - 5 years

#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

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

**Deferred revenue** - Amounts received in advance for special events are deferred to future periods. These advances are expected to be earned in the next fiscal year.

*Net assets* - Unrestricted net assets include funds having no restrictions as to use or purpose imposed by donors. Temporarily restricted net assets are those whose use by ASP has been limited by donors to a specific time period or purpose. Permanently restricted net assets have been restricted by donors to be maintained in perpetuity.

Contributions - Unconditional contributions, including promises to give cash and other assets, are reported at fair value at the date the contribution is received. The gifts are reported as temporarily or permanently restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

**Program fees** - Program fees consist of membership dues, ticket sales, and theatre subscriptions, which are reported at the estimated net realizable amounts from individuals and organizations.

Contributed services - There are approximately 875 volunteers who contribute approximately 110,000 hours each year in various ASP programs. The value of these hours of volunteerism is not reflected in these financial statements because they are not performed by professionals in their professional capacity. However, the value of these hours of volunteerism is of tremendous value to ASP.

Functional allocation of expenses - The costs of providing ASP's services have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Advertising - Advertising costs are expensed as incurred.

#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

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

#### Fair Value Measurements and Disclosures

Fair Value Measurements and Disclosures (ASC Topic 820) establishes a framework for measuring fair value. The 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 ASP 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.

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 following is a description of the valuation methodology used for assets measured at fair value. There has been no change in the methodology used at December 31, 2012 as compared to those used at December 31, 2011.

Money market funds, common stock and U.S. Government bonds - Valued at the closing price reported on the active market on which the individual securities are traded.

The method described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values.

Uncertainty in income taxes - ASP has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements. Periods ending December 31, 2009 and subsequent remain subject to examination by applicable taxing authorities.

# NOTES TO FINANCIAL STATEMENTS

### **DECEMBER 31, 2012**

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

Subsequent events - Subsequent events have been evaluated through April 10, 2013, which is the date the financial statements were available to be issued.

#### **NOTE 3 - INVESTMENTS**

	2012 Fair Value - Level 1	2011 Fair Value - Level 1
Common stock Money market funds U.S. Government bonds	\$ 1,040 566,215 1,201,281	\$ 1,197,732 1,150,044
	\$ <u>1,768,536</u>	\$ <u>2,347,776</u>

# **NOTE 4 - CONTRIBUTIONS RECEIVABLE**

All contributions receivable have been recorded at present value. Receivables that are due in more than one year have been discounted to their present value using a discount rate of 5% for those recognized prior to 2011. Contributions receivable made in 2011 and after have been discounted at a rate of 3%.

Contributions receivable are due as follows:

2013 2014 2015	\$ 229,520 60,500 35,500
Less discount to present value	 325,520 (4,262)
	\$ 321,258

# NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

# NOTE 5 - BENEFICIAL INTEREST IN CHARITABLE REMAINDER UNITRUST

ASP is a 50 percent beneficiary of a charitable remainder unitrust held by an independent trustee. The discount rate used in calculating the present value was 5%. The trustee shall pay to the donor, for as long as the donor shall live, 7.5% of the net assets of the trust as valued annually. The present value of the beneficial interest in the charitable remainder unitrust at December 31, 2012 and 2011 is \$223,357 and \$205,829, respectively.

#### NOTE 6 - FIXED ASSETS

	2012	2011
Condominium	\$ 7,750,000	\$ 7,750,000
Condominium improvements	9,716,423	9,949,703
Leasehold improvements	2,040	2,040
Furniture, fixtures and equipment	425,089	387,721
Video equipment	89,788	89,788
Computer equipment	279,701	249,670
Construction in progress	1,190,273	7,410
Less accumulated depreciation	19,453,314	18,436,332
and amortization	(4,983,600)	<u>(4,494,793</u> )
	\$ <u>14,469,714</u>	\$ <u>13,941,539</u>

#### **NOTE 7 - DEBT FINANCING**

In December 2002, ASP purchased an office condominium in New York. The purchase was financed by the issuance of New York City Industrial Development Agency Bonds. The bonds were issued in two series: Series A in the amount of \$5,750,000 was secured by a purchase money mortgage for the purchase of the premises; Series B in the amount of \$2,500,000 to be used for the renovation and furnishings, and subordinate to the Series A.

In January 2007, the bonds were refinanced and an additional amount of \$4,230,000 assigned to the Series A bond was issued for renovations. The New York City Industrial Development Agency sold and assigned its leasehold interest in the condominium to ASP. The balance as of December 31, 2011 was \$10,650,000, which was repaid in 2012.

# NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

#### NOTE 7 - DEBT FINANCING (continued)

The costs associated with the original debt have been expensed and reflected as a loss on unamortized mortgage costs.

The lease covenants required a debt service ratio of 1.25 to 1; and a minimum cash balance and investments of \$1,000,000 in 2012 and 2011. In addition, cash plus investments and the current portion of pledges, minus any outstanding line of credit, must be \$1,750,000 for 2012 and 2011. All lease covenants have been met in 2012 and 2011.

The bonds were collateralized by the condominium and contributions receivable.

In November 2012, ASP refinanced the bonds with a mortgage loan payable from First Republic Bank in the amount of \$10,720,000 at an interest rate of 3.95%. The loan matures in November 2038.

The loan covenants required a debt service ratio of 1.20 to 1. In addition, cash plus investments and the current portion of pledges, minus any outstanding line of credit, must be \$1,750,000 starting in 2013.

The loan was collateralized by the condominium and contributions receivable.

Scheduled principal payments for the mortgage payable are as follows:

2013	\$ 21,338
2014	255,706
2015	266,136
2016	275,847
2017	288,245
Thereafter	 9,612,728

\$\_10,720,000

# NOTES TO FINANCIAL STATEMENTS

# **DECEMBER 31, 2012**

#### **NOTE 8 - OPERATING LEASES**

ASP leases office space in Newark, San Francisco and Chicago. The lease for the office space in Newark expires in 2023. The lease for the office space in Chicago expires in 2014. The lease for the office space in San Francisco expires in 2013. Rent expense for the years ended December 31, 2012 and 2011 was \$158,534 and \$97,597, respectively. The outstanding lease obligations are:

Year	Amount				
2013	\$ 183,082				
2014	185,427				
2015	144,585				
2016	148,827				
2017	153,153				
Thereafter	1,167,398				
Total	\$ <u>1,982,472</u>				

# NOTE 9 - TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following purposes or periods:

	2012	2011
New Jersey All Stars New Jersey Flamm Center Philadelphia All Stars		\$ 227,481 766,503 5,340
Regional Youth/Culture For periods after December 31	\$ 2,400 213,238	675 206,124
Total	\$ <u>215,638</u>	\$ <u>1,206,123</u>

# NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

# NOTE 9 - TEMPORARILY RESTRICTED NET ASSETS (continued)

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

Operation Conversation: Cops and Kids	\$	72,500
Bay Area All Stars		318,808
Chicago All Stars		562,720
New Jersey All Stars		1,838,855
New Jersey Flamm Center		766,503
Philadelphia All Stars		5,340
Regional Youth/Culture		13,476
Passage of time		7,114
Total	\$_	3,585,316

#### **NOTE 10 - CONCENTRATIONS**

Financial instruments which potentially subject ASP to a concentration of credit risk are cash accounts with financial institutions in excess of FDIC insurance limits.

### **NOTE 11 - LOAN PAYABLE**

In 2008, ASP obtained a \$500,000 loan from JP Morgan Chase Bank. The balance of \$147,059 of the loan was repaid in 2012. Two new loans were obtained from First Republic Bank, one for \$300,000 and the other for \$500,000. Both loans mature in November 2017, at which time a lump-sum payment of \$152,500 will be due for the \$300,000 loan and a lump-sum payment of \$254,166 will be due for the \$500,000 loan. The interest rates on both loans are prime plus .5%. The interest rate at December 31, 2012 was \$3.75%. The balance as of December 31, 2012 was \$800,000. Scheduled principal payments are as follows:

2013	\$ 80,000
2014	80,000
2015	80,000
2016	80,000
2017	 480,000
	\$ 800,000

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#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

#### **NOTE 12 - SPECIAL EVENTS**

	Ticket Sales	Direct Expenses	Net Proceeds
Bay area benefit	\$ 121,950	\$ 19,911	\$ 102,039
Illinois luncheon	259,080	22,743	236,337
National gala	698,939	188,889	510,050
NJ DSY dinner	249,400	20,217	229,183
NY DSY luncheon	232,250	44,072	188,178
Theatre gala	26,535	4,000	22,535
Total	\$ <u>1,588,154</u>	\$ <u>299,832</u>	\$ <u>1,288,322</u>

#### **NOTE 13 - ALLOCATION OF JOINT COSTS**

In 2012, ASP conducted activities that included requests for contributions, as well as program and management and general components. Those activities included direct mail campaigns, special events and telemarketing. The costs of conducting those activities included a total of \$181,323 of joint costs, which are not specifically attributable to particular components of the activities. These joint costs were allocated as follows:

All Stars Talent Show Network	\$	37,392
Castillo Theatre	Ψ	2,919
Development School for Youth		51,711
Fund raising		82,927
Management and general		408
Volunteerism and education		3,166
Youth on Stage		2,800
1 outil on otage		2,000
Total	\$	181.323

### NOTE 14 - ENDOWMENT FUND

#### **General**

ASP's endowment consists of a donor-restricted endowment fund established for the NJ Development School for Youth and a donor-restricted endowment for operations. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

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#### NOTES TO FINANCIAL STATEMENTS

#### **DECEMBER 31, 2012**

#### NOTE 14 - ENDOWMENT FUND (continued)

### Interpretation of Relevant Law

The Board of Directors of ASP has adopted the New York Prudent Management of Institutional Funds Act (NYPMIFA). NYPMIFA moves away from the "historic dollar value" standard, and permits charities to apply a spending policy to endowments based on certain specified standards of prudence. ASP is now governed by the NYPMIFA spending policy, which establishes a maximum spending limit of 7% of the average of its previous five years' balance. As a result of this interpretation, ASP 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 remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the organization in a manner consistent with the standards of prudence prescribed by NYPMIFA.

# Return Objectives, Strategies Employed and Spending Policy

The objective of ASP is to generate income with minimal risk while maintaining the principal endowment funds at the original amount designated by the donor. The investment policy to achieve this objective is to invest in low-risk securities. Investment income earned in relation to the endowment funds is recorded as unrestricted income, because it is being expended in the same period in which it is being earned.

### Funds with Deficiencies

ASP does not have any funds with deficiencies.

#### Endowment Net Asset Composition by Type of Fund as of December 31, 2012

The endowment net asset composition of \$115,000 consists of permanently donor-restricted funds. The income on the \$100,000 is expendable for the NJ Development School for Youth. The income on the \$15,000 is expendable for general operating purposes. During 2012, there was no interest earned on the funds.

	Temporarily Restricted	Permanently Restricted
Endowment net assets, beginning of year Contributions		\$ 100,000 15,000
Endowment net assets, end of year	\$	\$ <u>115,000</u>

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# NOTES TO FINANCIAL STATEMENTS

# **DECEMBER 31, 2012**

# **NOTE 15 - IN-KIND DONATIONS**

ASP received in-kind architectural services with a value of \$164,925, which was used in the construction of the NJ Flamm Center.