

FINANCIAL STATEMENTS AND
INDEPENDENT AUDITORS' REPORT
NATIONAL COUNCIL OF NONPROFITS
DECEMBER 31, 2010 AND 2009

National Council of Nonprofits

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
National Council of Nonprofits

We have audited the accompanying statements of financial position of the National Council of Nonprofits (a nonprofit organization) as of December 31, 2010 and 2009, and the related statements of activities, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of the National Council of Nonprofit's management. Our responsibility is to express an opinion on the 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 of material misstatement. An audit also 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 audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the National Council of Nonprofits as of December 31, 2010 and 2009, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Reznick Group, P.C.

Bethesda, Maryland
October 28, 2011

National Council of Nonprofits

STATEMENTS OF FINANCIAL POSITION

December 31,

ASSETS

	<u>2010</u>	<u>2009</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 951,867	\$ 900,588
Contributions receivable, net	350,000	430,000
Accounts receivable, net	62,150	3,249
Prepaid expenses	<u>18,973</u>	<u>16,183</u>
Total current assets	<u>1,382,990</u>	<u>1,350,020</u>
FIXED ASSETS		
Furniture and equipment	82,016	79,998
Leasehold improvements	<u>6,715</u>	<u>6,715</u>
Total cost	88,731	86,713
Less: Accumulated depreciation and amortization	<u>78,784</u>	<u>72,889</u>
Net fixed assets	<u>9,947</u>	<u>13,824</u>
OTHER ASSETS		
Deposits	<u>8,834</u>	<u>8,834</u>
Total assets	<u><u>\$ 1,401,771</u></u>	<u><u>\$ 1,372,678</u></u>

(continued)

National Council of Nonprofits

STATEMENTS OF FINANCIAL POSITION - CONTINUED

December 31,

LIABILITIES AND NET ASSETS

	<u>2010</u>	<u>2009</u>
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 150,538	\$ 157,904
Deferred revenue	2,415	1,699
Deferred rent	<u>7,747</u>	<u>6,598</u>
Total current liabilities	160,700	166,201
NON-CURRENT LIABILITIES		
Deferred rent	<u>-</u>	<u>21,255</u>
Total liabilities	<u>160,700</u>	<u>187,456</u>
COMMITMENTS AND CONTINGENCIES	-	-
NET ASSETS		
Unrestricted net assets		
Undesignated	260,554	39,040
Board designated reserve	<u>629,117</u>	<u>629,117</u>
Total unrestricted net assets	889,671	668,157
Temporarily restricted net assets	<u>351,400</u>	<u>517,065</u>
Total net assets	<u>1,241,071</u>	<u>1,185,222</u>
Total liabilities and net assets	<u>\$ 1,401,771</u>	<u>\$ 1,372,678</u>

See notes to financial statements

National Council of Nonprofits

STATEMENTS OF ACTIVITIES

Year ended December 31, 2010

	Unrestricted	Temporarily restricted	Total
Revenue			
Contributions	\$ 459,997	\$ 351,400	\$ 811,397
Grant revenue	200,000	-	200,000
Membership dues	121,890	-	121,890
Fees for service	39,723	-	39,723
Interest income	2,925	-	2,925
Contributed services	19,870	-	19,870
Other	501	-	501
Net assets released from donor restrictions	517,065	(517,065)	-
	1,361,971	(165,665)	1,196,306
Expenses			
Program services			
Membership	520,264	-	520,264
Policy	393,671	-	393,671
Nonprofit Congress	-	-	-
Legislative/lobbying activities	4,826	-	4,826
	918,761	-	918,761
Supporting services			
General and administrative	181,515	-	181,515
Fundraising	40,181	-	40,181
	221,696	-	221,696
	1,140,457	-	1,140,457
Change in net assets	221,514	(165,665)	55,849
Net assets, beginning of year	668,157	517,065	1,185,222
Net assets, end of year	\$ 889,671	\$ 351,400	\$ 1,241,071

(continued)

National Council of Nonprofits

STATEMENTS OF ACTIVITIES - CONTINUED

Year ended December 31, 2009

	Unrestricted	Temporarily restricted	Total
Revenue			
Contributions	\$ 668,464	\$ 538,000	\$ 1,206,464
Grant revenue	-	-	-
Membership dues	133,629	-	133,629
Fees for service	32,925	-	32,925
Interest income	6,225	-	6,225
Contributed services	-	-	-
Other	2,448	-	2,448
Net assets released from donor restrictions	183,435	(183,435)	-
Total revenue	1,027,126	354,565	1,381,691
Expenses			
Program services			
Membership	366,543	-	366,543
Policy	193,764	-	193,764
Nonprofit Congress	159,018	-	159,018
Legislative/lobbying activities	20,212	-	20,212
Total program services	739,537	-	739,537
Supporting services			
General and administrative	323,788	-	323,788
Fundraising	18,676	-	18,676
Total supporting services	342,464	-	342,464
Total expenses	1,082,001	-	1,082,001
Change in net assets	(54,875)	354,565	299,690
Net assets, beginning of year	723,032	162,500	885,532
Net assets, end of year	\$ 668,157	\$ 517,065	\$ 1,185,222

See notes to financial statements

National Council of Nonprofits

STATEMENTS OF FUNCTIONAL EXPENSES

Year ended December 31, 2010

	Program services				Total program services	Supporting services			Total expenses
	Membership	Policy	Nonprofit Congress	Legislative/ lobbying activities		General and administrative	Fundraising	Total supporting services	
Salaries and benefits	\$ 350,683	\$ 287,230	\$ -	\$ 3,799	\$ 641,712	\$ 105,296	\$ 10,580	\$ 115,876	\$ 757,588
Professional fees	36,459	51,864	-	96	88,419	33,072	27,000	60,072	148,491
Office supplies	839	330	-	8	1,177	1,483	38	1,521	2,698
Telephone	9,576	4,546	-	68	14,190	2,686	197	2,883	17,073
Postage and shipping	-	-	-	-	-	686	-	686	686
Occupancy	55,258	27,549	-	624	83,431	15,203	1,729	16,932	100,363
Equipment rental/maintenance	3,427	1,689	-	36	5,152	1,091	113	1,204	6,356
Printing and duplicating	4,621	780	-	65	5,466	4,482	77	4,559	10,025
Books and publications	3,386	1,308	-	-	4,694	(29)	40	11	4,705
Travel	8,306	11,046	-	-	19,352	2,720	-	2,720	22,072
Conventions, meetings and conference	18,013	325	-	-	18,338	3,783	-	3,783	22,121
Depreciation and amortization	3,264	1,570	-	33	4,867	928	100	1,028	5,895
Insurance	2,412	921	-	22	3,355	5,201	85	5,286	8,641
Membership dues	1,375	-	-	-	1,375	100	-	100	1,475
Staff development	752	1,000	-	-	1,752	1,432	-	1,432	3,184
Outside computer service	21,893	3,513	-	75	25,481	3,381	222	3,603	29,084
Other expenses	-	-	-	-	-	-	-	-	-
Total	\$ 520,264	\$ 393,671	\$ -	\$ 4,826	\$ 918,761	\$ 181,515	\$ 40,181	\$ 221,696	\$ 1,140,457

(continued)

National Council of Nonprofits

STATEMENTS OF FUNCTIONAL EXPENSES - CONTINUED

Year ended December 31, 2009

	Program services				Supporting services				Total expenses
	Membership	Policy	Nonprofit Congress	Legislative/ lobbying activities	Total program services	General and administrative	Fundraising	Total supporting services	
Salaries and benefits	\$ 229,345	\$ 123,740	\$ 27,613	\$ 15,143	\$ 395,841	\$ 151,574	\$ 8,875	\$ 160,449	\$ 556,290
Professional fees	31,009	16,923	1,165	424	49,521	37,291	6,605	43,896	93,417
Office supplies	3,270	1,768	340	82	5,460	1,874	156	2,030	7,490
Telephone	2,497	1,419	319	138	4,373	1,714	90	1,804	6,177
Postage and shipping	602	395	166	34	1,197	286	39	325	1,522
Occupancy	44,596	26,084	6,538	2,346	79,564	38,839	2,094	40,933	120,497
Equipment rental/maintenance	1,557	1,218	343	16	3,134	3,014	26	3,040	6,174
Printing and duplicating	3,979	1,254	503	20	5,756	1,376	102	1,478	7,234
Books and publications	9,641	4,138	-	-	13,779	2,523	-	2,523	16,302
Travel	6,002	1,270	505	1,309	9,086	9,883	31	9,914	19,000
Conventions, meetings and conference	20,240	386	119,500	55	140,181	353	-	353	140,534
Depreciation and amortization	2,217	1,298	328	117	3,960	1,824	105	1,929	5,889
Insurance	-	-	-	-	-	13,445	-	13,445	13,445
Membership dues	1,725	-	-	-	1,725	1,100	-	1,100	2,825
Staff development	1,480	1,127	749	12	3,368	1,848	99	1,947	5,315
Outside computer service	8,383	12,744	949	516	22,592	24,618	454	25,072	47,664
Other expenses	-	-	-	-	-	32,226	-	32,226	32,226
Total	\$ 366,543	\$ 193,764	\$ 159,018	\$ 20,212	\$ 739,537	\$ 323,788	\$ 18,676	\$ 342,464	\$ 1,082,001

See notes to financial statements

National Council of Nonprofits

STATEMENTS OF CASH FLOWS

Years ended December 31,

	2010	2009
Cash flows from operating activities		
Change in net assets	\$ 55,849	\$ 299,690
Adjustments to reconcile net assets to net cash provided by operating activities:		
Depreciation and amortization	5,895	5,889
Changes in assets and liabilities:		
Contributions receivable	80,000	(267,500)
Accounts receivable	(58,901)	1,249
Prepaid expenses	(2,790)	6,962
Accounts payable and accrued expenses	(7,366)	127,332
Deferred revenue	716	(1,576)
Deferred rent	(20,106)	4,269
	53,297	176,315
Net cash provided by operating activities		
Cash flows from investing activities		
Purchases of furniture and equipment	(2,018)	(1,795)
	(2,018)	(1,795)
Net cash used in investing activities		
NET INCREASE IN CASH AND CASH EQUIVALENTS	51,279	174,520
Cash and cash equivalents, beginning of year	900,588	726,068
Cash and cash equivalents, end of year	\$ 951,867	\$ 900,588

See notes to financial statements

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS

December 31, 2010 and 2009

NOTE 1 - ORGANIZATION AND PURPOSE

National Council of Nonprofits (the Organization), formerly known as National Council of Nonprofit Associations, was founded in 1990 as a 501(c)(3) nonprofit corporation, in the District of Columbia. The primary purpose of the Organization is to advance the vital role, capacity and voice of charitable nonprofit organizations through its state and national networks.

The Organization is supported primarily through contributions from private foundations and individuals and from membership dues received.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND OTHER MATTERS

Basis of Presentation

These financial statements have been prepared on the accrual basis of accounting and are intended to present net assets, revenue, expenses, gains and losses based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

- Unrestricted net assets - Net assets not subject to donor-imposed restrictions.
- Temporarily restricted net assets - Net assets subject to donor-imposed restrictions that will be met by actions of the Organization and/or the passage of time.
- Permanently restricted net assets - Net assets subject to donor-imposed restrictions that they be maintained permanently by the Organization.

Revenue is reported as increases in unrestricted net assets unless uses of the related assets are limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2010 and 2009

Cash and Cash Equivalents

The Organization considers all highly liquid debt instruments and short-term money market instruments with original maturities of three months or less to be cash equivalents. Cash equivalents are carried at cost, which approximates fair value.

Contributions

Contributions, including unconditional promises to give, are recognized as revenue in the period received. Contributions with donor-imposed restrictions and unconditional promises to give with payments due in future periods are reported as support and added to temporarily or permanently restricted net assets. Contributions that are restricted by the donor but said restrictions expire in the year in which the contribution is recognized are recorded as increases in unrestricted net assets. Conditional promises to give are not recognized until the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at estimated fair value. Contributions to be received after one year are discounted at a rate commensurate with the risk involved. Amortization of the discount is recorded as additional contribution revenue and used in accordance with donor-imposed restrictions, if any, on the contributions. An allowance for uncollectible contributions receivable is made based on management's judgment, based on factors such as prior collection history, the type of contribution and other relevant factors. As of December 31, 2010 and 2009, all contributions receivable are due within one year and are deemed fully collectible.

Contributions were 68% and 87% of total revenue and support for the years ended December 31, 2010 and 2009, respectively.

Property and Equipment

The Organization capitalizes the cost of furniture, equipment and leasehold improvements that cost \$500 or more and that have useful lives of more than one year. These assets are depreciated over estimated useful lives of three to five years using the straight-line method. Leasehold improvements are amortized over the life of the lease.

Accounts Receivable

Accounts receivable consist primarily of amounts due from members and amounts due to the Organization in conjunction with performing their mission. Accounts receivable are reported at their outstanding balances, reduced by an allowance for doubtful accounts. Management

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2010 and 2009

periodically evaluates the status of all accounts receivable balances for collectability. Each receivable balance is assessed based on management's knowledge of the customer, the Organization's relationship with the customer, and the age of the receivable balance. As a result of these reviews, allowances are recorded for customer receivables deemed to be uncollectible. As of and or the year ended December 31, 2010 and 2009, the accounts receivable balance is deemed fully collectible and management has not recorded an allowance for bad debt.

Deferred Rent

The Organization records rent expense on a straight-line basis on its office lease that contains fixed annual rental increases. The difference between rent expense and payments made under the lease are reflected as deferred rent.

Membership Dues

Membership dues are recognized as revenue over the period of membership, which is on a calendar year basis.

Contributed Services

The Organization recognizes contributed services at fair value if the services (a) create or enhance long-lived assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. The amounts reflected in the accompanying financial statements as contributed services are offset by like amounts included in expenses.

Various members of the Board of Directors have made significant contributions of their time to develop the Organization and its programs. No amounts have been recognized in the accompanying statements of activities and changes in net assets because the criteria for recognition of such efforts under generally accepted accounting principles (GAAP) have not been satisfied.

During the year ended December 31, 2010, the Organization received contributed consulting services, with a fair value on the dates of donation of \$19,870.

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2010 and 2009

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The Organization's programs are identified below:

Membership - Helps state associations of nonprofit organizations better serve local charities.

Policy - Tracks legislation that impacts the nonprofit sector and helps to build the advocacy capacity of state associations of nonprofits.

Nonprofit Congress - A special initiative of the Organization to unite nonprofits and strengthen the charitable sector.

Legislative/Lobbying Activities - The Organization's engagement in legislative issues and public affairs, including direct lobbying and grassroots lobbying, per the definitions under the Lobbying Disclosure Act.

Income Taxes

The Organization has received a determination letter from the Internal Revenue Service (IRS) to be treated as a tax exempt entity pursuant to section 501(c)(3) of the Internal Revenue Code (the Code). The Organization did not have any unrelated business income during the years ended December 31, 2010 and 2009. Accordingly, no provision or benefit for income taxes has been recorded in the accompanying financial statements. The Organization is required to file and does file tax returns with the IRS and state agencies.

During 2009, the Organization adopted the accounting guidance pertaining to Accounting for Uncertainty in Income Taxes. For the years ended December 31, 2010 and 2009, the Organization did not identify any uncertain tax positions that qualify for either recognition or disclosure in the financial statements.

Subsequent Events

Material subsequent events have been considered for disclosure and recognition in these financial statements through October 28, 2011, the date the financial statements were available to be issued.

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2010 and 2009

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the revenue and expenses during the reporting period.

NOTE 3 - TEMPORARILY RESTRICTED NET ASSETS

At December 31, 2010 and 2009, temporarily restricted net assets consisted of:

	<u>2010</u>	<u>2009</u>
Time restricted	\$ 350,000	\$ 430,000
Purpose restricted	<u>1,400</u>	<u>87,065</u>
	<u>\$ 351,400</u>	<u>\$ 517,065</u>

NOTE 4 - NET ASSETS RELEASED FROM RESTRICTION

The following temporarily restricted net assets were released from donor restrictions by the passage of time or by incurring expenses which satisfied the restricted purposes as specified by the donors:

	<u>2010</u>	<u>2009</u>
Passage of time	\$ 430,000	\$ 162,500
Satisfaction of donor-imposed purpose restrictions	<u>87,065</u>	<u>20,935</u>
	<u>\$ 517,065</u>	<u>\$ 183,435</u>

NOTE 5 - BOARD DESIGNATED NET ASSETS

The Board of Directors has established an operating reserve fund from unrestricted net assets. The fund is increased each year based on the Board's discretion. Management's goal is to maintain at least six months worth of operating expenses in the fund. During the years ended

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2010 and 2009

December 31, 2010 and 2009, \$0 and \$31,137 of board designated net assets were drawn down by the Organization, respectively. All draw-downs were authorized by the Board of Directors.

NOTE 6 - RETIREMENT PLANS

The Organization provides a retirement program for eligible full-time and part-time employees who are 21 years of age or older. The Organization contributes to the employee's retirement plan when the employee becomes vested after one year of employment. Eligible employees may contribute to the retirement plan at the beginning of employment. For the years ended December 31, 2010 and 2009, the Organization contributed \$17,000 and \$12,251 to the Plan, respectively.

NOTE 7 - LEASE OBLIGATIONS

On August 3, 2006, the Organization entered into a 61-month non-cancelable lease agreement for office space commencing on September 1, 2006. The total rent commitment is recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the expense being recognized for financial statement purposes is deferred and amortized over the term of the lease.

Total rent expense for the years ended December 31, 2010 and 2009 was \$100,363 and \$120,497, respectively. As of December 31, 2010, future minimum lease payments due during the year ended December 31, 2011 under the current lease total \$93,438.

On August 15, 2011, the Organization entered into a 126-month non-cancelable lease agreement for office space at 1200 New York Avenue, NW, Washington, D.C., commencing on October 1, 2011. As of the commencement date of this lease, future minimum lease payments are as follows:

Year ended December 31, 2011	\$	-
2012		119,222
2013		182,746
2014		187,303
2015		191,978
Thereafter		<u>1,313,669</u>
Total	\$	<u><u>1,994,918</u></u>

National Council of Nonprofits

NOTES TO FINANCIAL STATEMENTS - CONTINUED

December 31, 2010 and 2009

NOTE 8 - CONCENTRATIONS

Cash and cash equivalent balances are held primarily in checking accounts and money market accounts with carefully selected financial institutions and accordingly, management does not believe that there is exposure due to significant credit risk with respect to cash and cash equivalents. While at times, certain deposits may exceed federally insured limits, the Organization has not experienced any losses with respect to its deposit balances in excess of government provided insurance.