

Financial Statements and Independent Auditors' Report June 30, 2015 with Comparative Totals for 2014

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Independent Auditors' Report

# To the Board of Directors of **Boston Children's Chorus, Inc.**

We have audited the accompanying financial statements of Boston Children's Chorus, Inc. (the Chorus)) (a Massachusetts nonprofit organization), which comprise the statement of financial position as of June 30, 2015, 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 of 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.

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 Boston Children's Chorus, Inc. as of June 30, 2015, 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 Boston Children's Chorus, Inc.'s 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated February 2, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2014 is consistent, in all material respects, with the audited financial statements from which it has been derived.

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January 12, 2016

## Statement of Financial Position June 30, 2015 with Comparative Totals for 2014

	2015	2014
ASSETS		
CURRENT ASSETS: Cash Accounts receivable, net Promises to give, net Due from employees Prepaid expenses	\$ 604,606 28,062 412,920 2,850 14,422	\$ 573,785 16,722 359,522 - 8,575
Total current assets	1,062,860	958,604
NONCURRENT ASSETS: Promises to give, net Security deposit Total noncurrent assets	66,318 2,883 69,201	152,025 2,883 154,908
FIXED ASSETS: Leasehold improvements Office and program equipment Less: accumulated depreciation Net fixed assets	310,148 155,887 (376,526) 89,509	294,591 161,162 (340,985) 114,768
INTANGIBLE ASSETS:		
Website Computer software Less: accumulated amortization	81,347 23,000 (86,333)	75,000 18,000 <u>(70,500</u> )
Net intangible assets	18,014	22,500
Total assets	\$ 1,239,584	\$1,250,780
LIABILITIES AND NET ASSE	ETS	
CURRENT LIABILITIES: Accounts payable Accrued expenses Deferred revenue Capital lease obligation - current portion Total current liabilities	\$ 15,668 21,044 7,140 4,572 48,424	\$ 12,365 22,742 2,370 <u>2,316</u> <u>39,793</u>
LONG-TERM LIABILITIES: Capital lease obligation - net of current portion	8,432	11,726
Total liabilities	56,856	51,519
NET ASSETS: Unrestricted Board-designated reserve Undesignated Total unrestricted net assets	138,522 390,335 528,857	119,693 358,114 477,807
Temporarily restricted	653,871	721,454
Total net assets	1,182,728	1,199,261
Total liabilities and net assets	\$ 1,239,584	\$1,250,780

Statement of Activities

For the Year Ended June 30, 2015 with Summarized Comparative Totals for 2014

	UNRESTRICTED	TEMPORARILY RESTRICTED	2015 TOTAL	2014 TOTAL
SUPPORT AND REVENUE:				
SUPPORT:				
Corporate grants	\$ 171,488	\$ 11,000 170,000	\$ 182,488 704,000	\$ 127,266 711,000
Foundation grants Government grants	234,000 36,300	470,000	704,000 36,300	711,000 11,000
Individual giving	493,725	- 7,250	500,975	444,599
Special events, net	-	-,200	-	100,000
In-kind donations	56,620	33,606	90,226	134,140
Total support	992,133	521,856	1,513,989	1,528,005
REVENUE:				
Tuition	384,400	-	384,400	417,600
Less financial aid	(186,394)	-	(186,394)	(227,994)
Net tuition	198,006		198,006	189,606
Tour fees	185,954	-	185,954	9,340
Less financial aid	(20,151)		(20,151)	
Net tour fees	165,803		165,803	9,340
Ticket sales	62,089	-	62,089	48,328
Performance fees	57,009	-	57,009	68,579
Interest income	2,318	-	2,318	1,700
Other revenue	7,612	<u> </u>	7,612	7,079
Total revenue	492,837		492,837	324,632
Net assets released from restrictions	589,439	(589,439)	<u> </u>	<u> </u>
Total support and revenue	2,074,409	(67,583)	2,006,826	1,852,637
EXPENSES:				
Programs	1,183,127	-	1,183,127	947,621
Management and general	367,488	-	367,488	466,581
Fundraising	472,744		472,744	370,091
Total expenses	2,023,359	<u> </u>	2,023,359	1,784,293
Change in net assets	51,050	(67,583)	(16,533)	68,344
Net assets, beginning of year	477,807	721,454	1,199,261	1,130,917
Net assets, end of year	\$ 528,857	\$ 653,871	\$ 1,182,728	\$ 1,199,261

Statement of Functional Expenses For the Year Ended June 30, 2015 with Summarized Comparative Totals for 2014

			N	IANAGEMENT				
DESCRIPTION	PR	OGRAMS		AND GENERAL	FUN	NDRAISING	2015 TOTAL	2014 TOTAL
Personnel	\$	467,301	\$	237,718	\$	323,392	\$ 1,028,411	\$ 1,007,042
Training, conferences and meetings		16,875		5,093		1,136	23,104	11,109
Consultants		43,879		14,567		7,674	66,120	57,519
Commissions		2,773		-		-	2,773	7,500
Membership dues		2,125		3,146		260	5,531	5,518
Production expenses		23,646		-		-	23,646	
Printing and reproduction		18,292		9,151		7,043	34,486	57,344
Materials and supplies		15,807		2,237		1,739	19,783	21,27
Equipment		7,224		840		8,929	16,993	13,419
Communication expenses		8,146		3,793		5,559	17,498	14,19
Administrative expense		23,886		6,495		944	31,325	16,90
Scholarships		5,000		-		-	5,000	
Professional fees		-		25,330		83,800	109,130	104,11
Occupancy		70,846		10,539		11,101	92,486	78,95
Tours		273,026		-		-	273,026	19,11
Travel and transportation		12,393		4,618		1,110	18,121	17,26
In-kind expenses		56,749		24,155		4,955	85,859	167,55
Depreciation and amortization		50,294		8,229		9,145	67,668	67,84
Advertising		5,377		1,571		401	7,349	11,52
Fees and royalties		570		-		-	570	1,00
Meals		30,479		3,571		1,043	35,093	22,87
Uniforms		13,086		-		-	13,086	11,84
Interest		1,226		451		681	2,358	2,29
Other expenses		3,929		867		407	5,203	6,33
Bad debt		22,626		-			22,626	 49,10
Total	\$	1,183,127	\$	367,488	\$	472,744	<u>\$ 2,023,359</u>	\$ 1,784,29

Statement of Cash Flows

For the Year Ended June 30, 2015 with Comparative Totals for 2014

	2015		2014
CASH FLOWS FROM OPERATIONS			
Change in net assets	\$ (16,533)	\$	68,344
Adjustments to reconcile change in net assets			
to net cash provided by operating activities:			
Depreciation and amortization	67,668		67,842
Bad debt	22,626		49,100
(Increase)/decrease operating assets:			
Accounts receivable	(33,966)		(19,436)
Promises to give	32,308		105,431
Note receivable	(2,850)		2,400
Prepaid expenses	(5,847)		(33)
Increase/(decrease) in operating liabilities:			
Accounts payable	3,303		(16,047)
Accrued expenses	(1,698)		1,926
Deferred revenue	 4,770		2,370
Net cash provided by operating activities	 69,781		261,897
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed asset purchases	(26,575)		(7,292)
Intangible asset purchases	 (11,347)		
Net cash used in investing activities	 (37,922)		(7,292)
CASH FLOWS FROM FINANCING ACTIVITIES			
Payments on line of credit	-	(	(175,000)
Principal payments on capital lease obligation	 (1,038)		(1,398)
Net cash used in financing activities	 (1,038)	_(	(176,398)
Net increase in cash	 30,821		78,207
Cash at beginning of year	 573,785		495,578
Cash at end of year	\$ 604,606	\$	573,785
Supplemental Cash Flow Information Cash paid for interest	\$ 2,256	\$	2,219
Noncash Investing Activities:			
Financed office equipment	\$ 	\$	15,540

#### Notes to Financial Statements June 30, 2015 with Comparative Totals for 2014

## 1. ORGANIZATION

Boston Children's Chorus, Inc. (the "Chorus") harnesses the power and joy of music to unite the City of Boston's (Boston) diverse communities and inspire social change. Our singers transcend social barriers in a celebration of shared humanity and love of music. Through intensive choral training and high-profile public performance experience (locally, throughout the U.S. and around the world), they learn discipline, develop leadership skills, and proudly represent Boston as ambassadors of harmony.

The Chorus offers the following programs:

- **Premier Choir** Advanced singers ages 12-18. Our premier performing group offers a stimulating, comprehensive and demanding choral repertoire requiring advanced level of musical skill. The Premier Choir participates in local, national and international tours.
- Young Men's Voice Class/Ensemble A special program to meet the unique needs of boys ages 10-18 with changing and changed voices.
- **Concert Choir** Singers ages 10-16 with advanced musical skills receive intensive training in music theory, music history and foreign languages; performances include regional tours.
- **Choral Union** A choir created in 2010 to provide intense vocal and theory training for older singers ages 12 to 18 who have a great interest and enthusiasm for singing, but not the formal musical training.
- **Central Advanced Intermediate** Intermediate singers ages 10-14. This level requires individual attentiveness, vocal skills and advanced theory comprehension while offering expanded, rigorous repertoire and performance experiences.
- **Central Intermediate Choir** Intermediate singers ages 10-14 with treble voices. This level requires individual attentiveness, vocal skills and theory comprehension while offering expanded repertoire and performance experiences.
- **Dorchester House Intermediate Choir** Intermediate level neighborhood-based choir established in collaboration with Dorchester House, in Fields Corner.
- West End House Training Choir A neighborhood-based choir for beginning-level singers ages 7-12, established in collaboration with the West End House in Allston-Brighton.
- **Central Training Choir** Beginning singers ages 7-12. This program develops music basics such as theory, interval training, rhythm and sight singing techniques. Attention span and concentration are points of focus.
- Villa Victoria Training Choir A neighborhood-based choir for beginning-level singers ages 7-12, established in collaboration with Inquilinos Boricuas en Acción (IBA), in Boston's South End community.
- South Boston Training Choir A neighborhood-based choir for beginning-level singers ages 7-12, established in collaboration with South Boston Boys and Girls Club.
- **Dorchester House Training Choir** A neighborhood-based choir for beginning-level singers ages 7-12, established in collaboration with Dorchester House, in Fields Corner.

The Chorus' operations are funded primarily by foundation grants and contributions from the general public.

Notes to Financial Statements (*Continued*) June 30, 2015 with Comparative Totals for 2014

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## BASIS OF ACCOUNTING

The Chorus prepares its financial statements on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). Accordingly, revenue is recognized when earned and expenses when incurred.

## RECLASSIFICATIONS

Certain reclassifications have been made to the 2014 financial statement presentation to correspond to the current year's format. Net assets and changes in net assets are unchanged due to these reclassifications.

## NET ASSETS CLASSIFICATION

Net assets of the Chorus are classified into three categories based on the existence or absence of donor-imposed restrictions as follows:

- Unrestricted Net Assets Net assets that are not subject to donor imposed stipulations. Net assets accumulated that are not subject to donor imposed restrictions, but which the Board of Directors has earmarked for specific uses, are segregated as "boarddesignated" funds within the unrestricted category of net assets.
- *Temporarily Restricted Net Assets* Net assets subject to donor imposed stipulations that may or will be satisfied through the actions of the Chorus and/or the passage of time.
- Permanently Restricted Net Assets Net assets subject to donor imposed stipulations that the Chorus permanently maintain certain contributed assets. Permanent restrictions do not pass with the expiration of time, nor can they be removed through the Chorus' actions. However, donors of such assets may permit the Chorus to use all or part of the income earned from permanently restricted net assets for general operations or for specific purposes. At June 30, 2015 and 2014, the Chorus had no permanently restricted net assets.

## GRANTS AND CONTRIBUTIONS

Grants and contributions are recognized when a donor makes a promise to give to the Chorus that is, in substance, unconditional. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Grants and contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted grants and contributions are reported as increases in temporarily restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

Unconditional promises to give that are collectible over time periods in excess of one year are recorded at their discounted net present value.

Notes to Financial Statements (*Continued*) June 30, 2015 with Comparative Totals for 2014

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## GRANTS AND CONTRIBUTIONS (CONTINUED)

The Chorus uses the allowance method to determine uncollectible unconditional promises to give. The allowance is based on prior years' experience and management's analysis of specific promises made. At June 30, 2015 and 2014, there were no uncollectible unconditional promises to give.

## IN-KIND DONATIONS

The Chorus receives in-kind donations in support of its operations. Donated materials, facilities and services are recorded at fair value. Donated services that (a) create or enhance a nonfinancial asset or (b) require specialized skills, are provided by entities or persons possessing those skills, and would need to be purchased if they were not donated are recorded as contributions in the financial statements. Donated services such as fundraising, clerical assistance or other volunteer efforts not requiring specialized skills are not recorded in the financial statements.

#### ACCOUNTS RECEIVABLE

Accounts receivable are presented net of the allowance for doubtful accounts. The Chorus' periodic evaluation of the adequacy of the allowance is based on its past experience. Accounts receivable are charged off when deemed uncollectible. The allowance for doubtful accounts was \$34,671 and \$12,045, respectively, at June 30, 2015 and 2014.

## DEFERRED REVENUE

Advance receipts of tuition and fees are recorded as liabilities until services are performed and revenue earned.

#### FIXED ASSETS

Donations of fixed assets are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire fixed assets are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Chorus reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Chorus reclassifies temporarily restricted net assets to unrestricted net assets at that time. Purchased fixed assets are recorded at cost. Repairs and maintenance are charged to operations. Betterments, renewals and purchases of more than \$500 are capitalized. Fixed assets are depreciated using the straight-line method.

Depreciation expense was \$52,668 and \$51,552, respectively, for the years ended June 30, 2015 and 2014.

Notes to Financial Statements (*Continued*) June 30, 2015 with Comparative Totals for 2014

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

## INTANGIBLE ASSETS

Website development and computer software costs are being amortized on a straight-line basis over estimated useful lives of five years. The Chorus is in the process of developing a new website, which was in progress at June 30, 2015. The website is estimated to cost approximately \$9,500.

Amortization expense was \$15,000 and 16,290 in 2015 and 2014.

Amortization expense for each year of the estimated remaining lives is estimated to be as follows for the next five years:

Fiscal Year	Amount		
2016	\$	9,400	
2017	\$	1,900	
2018	\$	1,900	
2019	\$	1,900	
2020	\$	1,900	

## FUNCTIONAL ALLOCATION OF EXPENSES

The costs of providing the various programs and activities have been summarized on a functional basis in the statement of activities. Accordingly, costs have been allocated among the programs and services benefited.

## INCOME TAXES

The Chorus is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code and is exempt from state income taxes under Chapter 180 of the Massachusetts General Laws. Unrelated business income, of which there was none for the years ended June 30, 2015 and 2014, would be subject to Federal and state income taxes. Consequently, the accompanying financial statements do not reflect any provision for income taxes.

## USE OF ESTIMATES

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

## SUMMARIZED COMPARATIVE INFORMATION

The financial statements include certain prior-year summarized comparative information in total but not by net asset class or functional areas. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. GAAP. Accordingly, such information should be read in conjunction with the Chorus' financial statements for the year ended June 30, 2014, from which the summarized information was derived.

Notes to Financial Statements (*Continued*) June 30, 2015 with Comparative Totals for 2014

## 3. PROMISES TO GIVE

## UNCONDITIONAL

At June 30, 2015 and 2014 all unconditional promises to give were due as follows:

	2015	2014
Promises to give due within one year Promises to give due in one to five years Less: discount to net present value	\$ 412,920 83,333 (17,015)	\$ 359,522 169,167 (17,142)
Promises to give, net	\$ 479,238	\$ 511,547

Unconditional promises to give include net in-kind promises to give totaling \$33,606 and \$29,238 at June 30, 2015 and 2014, respectively.

## CONDITIONAL

Conditional promises to give at June 30, 2015 and 2014, consisted of promises for:

	2015	2014
Programming	\$ 50,000	\$-
Capacity Building	100,000	-
Mission and Organizational Goals	<u> </u>	85,000
Total	<u>\$ 150,000</u>	\$ 75,000

The conditional promises to give will be recognized in the financial statements when the conditions on which they depend are substantially met. Conditions for the 2014 conditional promises were met and the promises were recognized in 2015.

During the period from July 1, 2015 through January 12, 2016, the Chorus met the conditions related to \$25,000 of the 2015 conditional grants and recognized these as revenue.

## 4. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at June 30, 2015 and 2014 were restricted for the following:

	2015	2014
Restrictions		
Time restricted	\$ 392,015	\$ 422,216
Office lease	33,606	29,238
Capacity building	-	75,000
Purpose and time restricted	228,250	 195,000
Total	<u>\$ 653,871</u>	\$ 721,454

Notes to Financial Statements (*Continued*) June 30, 2015 with Comparative Totals for 2014

## 5. LINE OF CREDIT

At June 30, 2015 and 2014 The Chorus has an unused \$200,000 revolving line of credit. Amounts borrowed under this agreement bear interest at the bank's prime rate plus 3%. During 2015, the line of credit was renewed until February 28, 2016. The line is secured by all business assets of the Chorus.

## 6. LEASE OBLIGATIONS

## OPERATING LEASE

The Chorus leases office and program space under a non-cancelable operating lease. During fiscal year 2012, the Chorus exercised its option to extend its lease for an additional three (3) years to May 31, 2015 and, during 2015, the lease was extended to May 31, 2016. The Chorus' lease payments under the extension were set at rates below the fair market rental rate. Therefore, an in-kind donation representing the difference between the fair market rental value and total lease payments over the extended term was recognized and discounted to its present value in the financial statements.

Rent expense totaled \$98,301 or both years ended June 30, 2015 and 2014. Of this amount, \$33,606 represented the in-kind donation.

The total of the minimum payments required under the non-cancelable lease for fiscal year 2016 is \$59,303.

## CAPITAL LEASE

The Chorus leases office equipment under capital leases. The asset and liability is recorded at the present value of the minimum lease payments. The equipment is amortized over its estimated useful life on a straight-line basis. The amount of the asset recorded under a capital lease was \$15,440 at June 30, 2015 and 2014 and the accumulated amortization was \$4,632 and \$1,544, respectively, at June 30, 2015 and 2014. Amortization expense was \$3,088 and \$1,544, respectively, at June 30, 2015 and 2014, and is included in depreciation expense.

The minimum lease payments over the remaining term of the capital lease are as follows:

Year Ending June 30,	Amount
2016	\$ 4,572
2017 2018	4,572 4,572
2018	4,372
Total minimum lease payments	 15,621
Less amount representing interest	 (2,617)
Present value of minimum lease payments	\$ 13,004

Interest expense was \$2,256 and \$2,219, respectively, for the years ended June 30, 2015 and 2014.

Notes to Financial Statements (*Continued*) June 30, 2015 with Comparative Totals for 2014

## 7. IN-KIND DONATIONS

The Chorus receives in-kind donations in support of its programmatic and administrative functions. In-kind donations recorded for 2015 and 2014 were as follows:

	2015	2014
In-kind Donations		
Marketing and advertising	\$-	\$ 59,179
Moving services	1,020	-
Materials and supplies	-	2,020
Rehearsal space	28,481	38,410
Payroll services	1,989	-
Office space	41,028	3,250
Legal services	17,708	31,281
Total	<u>\$ 90,226</u>	<u>\$ 134,140</u>

During 2015 and 2014, donated services totaling approximately \$31,368 and \$57,355, respectively, were donated by businesses that are related to certain board members.

## 9. RETIREMENT PLAN

The Chorus sponsors a retirement plan that was established under section 403(b) of the Internal Revenue Code. The Chorus, at its discretion, contributes 3% of an employee's salary up to the maximum amount allowed by the Internal Revenue Code. For the years ended June 30, 2015 and 2014, contributions to the plan totaled \$18,156 and \$19,370, respectively.

## 10. CONCENTRATION

Outstanding promises to give from two donors represented 42% and 45%, respectively, of the total outstanding promises to give at June 30, 2015 and 2014.

## 11. SUBSEQUENT EVENTS

The Chorus has evaluated subsequent events through January 12, 2016, which is the date the financial statements were available to be issued.