

**NAMI and Affiliate**

Consolidated Financial Statements  
and Independent Auditors' Report

Six Months Ended December 31, 2008

## **NAMI and Affiliate**

Consolidated Financial Statements  
Six Months Ended December 31, 2008

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**INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
NAMI and Affiliate

We have audited the accompanying consolidated statement of financial position of NAMI and Affiliate (collectively "the Organization") as of December 31, 2008, and the related consolidated statements of activities, functional expenses and cash flows for the six months then ended. These consolidated financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of NAMI and Affiliate at December 31, 2008, and the changes in its net assets and its cash flows for the six months then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The supplemental information included at pages 16-17 is presented for purposes of additional analysis of the basic consolidated financial statements and is not a required part of the basic consolidated financial statements. Such information for the six months ended December 31, 2008 has been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements, and in our opinion, is fairly stated in all material respects in relation to the basic consolidated financial statements taken as a whole.



Vienna, Virginia  
February 26, 2009

## NAMI and Affiliate

### Consolidated Statement of Financial Position December 31, 2008

#### Assets

Cash and cash equivalents	\$ 2,233,598
Accounts receivable	1,231,440
Inventory	96,090
Investments	6,345,679
Prepaid expenses	340,235
Property and equipment, net	<u>345,067</u>

Total assets \$ 10,592,109

#### Liabilities and Net Assets

#### Liabilities

Accounts payable and accrued expenses	\$ 968,868
Deferred revenue	91,807
Deferred rent and lease incentive	174,891
Deposits	14,786
Charitable gift annuities	<u>224,034</u>

Total liabilities 1,474,386

#### Net Assets

Unrestricted	1,274,372
Temporarily restricted	7,310,438
Permanently restricted	<u>532,913</u>

Total net assets 9,117,723

Total liabilities and net assets \$ 10,592,109

## NAMI and Affiliate

### Consolidated Statement of Activities For the Six Months Ended December 31, 2008

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Revenue and Support</b>				
Contributions	\$ 1,973,055	\$ 6,074,500	\$ 6,900	\$ 8,054,455
Walks	438,269	-	-	438,269
Registrations	10,431	-	-	10,431
Investment loss	(1,418,232)	-	-	(1,418,232)
Contracts	160,693	-	-	160,693
Dues	127,065	-	-	127,065
Sales	145,276	-	-	145,276
Other revenue	117,928	-	-	117,928
Net assets released from restrictions:				
Satisfaction of program restrictions	1,222,500	(1,222,500)	-	-
Satisfaction of time restrictions	2,287,910	(2,287,910)	-	-
<b>Total revenue and support</b>	<u>5,064,895</u>	<u>2,564,090</u>	<u>6,900</u>	<u>7,635,885</u>
<b>Expenses</b>				
Program services:				
Program and membership support	1,850,884	-	-	1,850,884
Education services	1,459,788	-	-	1,459,788
Advocacy	867,022	-	-	867,022
<b>Total program services</b>	<u>4,177,694</u>	<u>-</u>	<u>-</u>	<u>4,177,694</u>
Supporting services:				
Administration	654,247	-	-	654,247
Development	974,443	-	-	974,443
<b>Total supporting services</b>	<u>1,628,690</u>	<u>-</u>	<u>-</u>	<u>1,628,690</u>
<b>Total expenses</b>	<u>5,806,384</u>	<u>-</u>	<u>-</u>	<u>5,806,384</u>
<b>Change in Net Assets</b>	(741,489)	2,564,090	6,900	1,829,501
<b>Net Assets, beginning of period</b>	<u>2,015,861</u>	<u>4,746,348</u>	<u>526,013</u>	<u>7,288,222</u>
<b>Net Assets, end of period</b>	<u>\$ 1,274,372</u>	<u>\$ 7,310,438</u>	<u>\$ 532,913</u>	<u>\$ 9,117,723</u>

*See accompanying notes.*

## NAMI and Affiliate

### Consolidated Statement of Functional Expenses For the Six Months Ended December 31, 2008

	Program Services			Total Program Services	Supporting Services		Total Supporting Services	Total
	Program and Membership Support	Education Services	Advocacy		Administration	Development		
Personnel costs	\$ 1,074,774	\$ 550,047	\$ 633,366	\$ 2,258,187	\$ 436,529	\$ 326,140	\$ 762,669	\$ 3,020,856
Grants and scholarships	37,956	175,690	2,280	215,926	-	50,000	50,000	265,926
Subcontractors	110,838	28,063	78,248	217,149	17,224	234,122	251,346	468,495
Travel	161,385	267,933	27,360	456,678	3,352	18,875	22,227	478,905
Occupancy	320	-	-	320	380,109	76	380,185	380,505
Printing and copying	100,166	48,449	18,615	167,230	(15,291)	125,105	109,814	277,044
Meetings	25,228	173,930	3,313	202,471	4,811	24,836	29,647	232,118
Postage and shipping	60,892	23,683	6,327	90,902	8,847	78,010	86,857	177,759
Office supplies	39,070	11,386	2,682	53,138	12,854	1,959	14,813	67,951
Professional fees	2,319	30,400	-	32,719	66,033	1,161	67,194	99,913
Computer costs	27,498	208	1,623	29,329	32,499	6,391	38,890	68,219
Depreciation and amortization	-	-	-	-	85,035	-	85,035	85,035
Telephone	25,774	15,586	4,814	46,174	15,171	3,802	18,973	65,147
Equipment and maintenance	-	-	-	-	46,086	-	46,086	46,086
Dues and subscriptions	10,502	480	9,548	20,530	99	14,694	14,793	35,323
Miscellaneous	162,799	133,933	78,846	375,578	(485,458)	89,272	(396,186)	(20,608)
Taxes and fees	10,682	-	-	10,682	39,105	-	39,105	49,787
Temporary labor	681	-	-	681	7,242	-	7,242	7,923
<b>Total</b>	<b>\$ 1,850,884</b>	<b>\$ 1,459,788</b>	<b>\$ 867,022</b>	<b>\$ 4,177,694</b>	<b>\$ 654,247</b>	<b>\$ 974,443</b>	<b>\$1,628,690</b>	<b>\$ 5,806,384</b>

See accompanying notes.

## NAMI and Affiliate

### Consolidated Statement of Cash Flows For the Six Months Ended December 31, 2008

<b>Cash Flows from Operating Activities</b>	
Change in net assets	\$ 1,829,501
Adjustments to reconcile change in net assets to net cash used in operating activities:	
Net realized loss on sales of investments	760,333
Unrealized loss on investments	749,745
Donated investments	(24,621)
Contributions restricted for long-term purposes	(6,900)
Change in value of split-interest agreements	(19,952)
Depreciation and amortization	85,035
Change in operating assets and liabilities:	
Increase in accounts receivable	(102,574)
Increase in inventory	(22,159)
Increase in prepaid expenses	(139,425)
Decrease in accounts payable and accrued expenses	(231,891)
Decrease in deferred revenue	(32,948)
Decrease in deferred rent and lease incentive	(76,214)
Net cash provided by operating activities	<u>2,767,930</u>
<b>Cash Flows from Investing Activities</b>	
Proceeds from sales of investments	1,946,171
Purchases of investments	(4,006,894)
Purchases of property and equipment	(64,439)
Net cash used in investing activities	<u>(2,125,162)</u>
<b>Cash Flows from Financing Activities</b>	
Payments on charitable gift annuity obligations	(14,821)
Contributions restricted for long-term purposes	6,900
Net cash used in financing activities	<u>(7,921)</u>
<b>Net Increase in Cash and Cash Equivalents</b>	634,847
<b>Cash and Cash Equivalents, beginning of period</b>	<u>1,598,751</u>
<b>Cash and Cash Equivalents, end of period</b>	<u>\$ 2,233,598</u>
<b>Supplemental Cash Flow Disclosures</b>	
Donated stock	<u>\$ 24,621</u>

See accompanying notes.

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 1. Nature of Operations

NAMI is the nation's largest grassroots mental health organization dedicated to improving the lives of persons and their families living with serious mental illness. Founded in 1979, NAMI is the nation's voice on mental illness. Voting membership is given to any affiliate group of five or more individuals that supports NAMI's mission and pays annual dues of \$35 per member. The activities of NAMI are funded primarily through grants, contributions and dues.

Mind of America Foundation (the Foundation), a Virginia nonprofit corporation, began operating in 1997. The Foundation had no operating activity during the six months ended December 31, 2008. NAMI's Board of Directors elects and appoints the Board of Directors of the Foundation and at all times, a majority of the Foundation's Board is composed of current and/or former members of NAMI's Board. The Foundation had no employees during the six months ended December 31, 2008.

### 2. Summary of Significant Accounting Policies

#### Basis of Accounting and Presentation

The consolidated financial statements are prepared on the accrual basis of accounting following generally accepted accounting and reporting principles for not-for-profit organizations. Revenue is recognized when earned and expenses are when incurred.

#### Principles of Consolidation

The consolidated financial statements include the accounts of NAMI and the Foundation (collectively "the Organization"). Consolidation is required under accounting principles generally accepted in the United States of America as the organizations share common control and economic interest. All significant intercompany transactions have been eliminated in the consolidation.

#### Classification of Net Assets

- *Unrestricted net assets* represent funds that are not subject to donor-imposed stipulations and are available for support of the Organization's operations. Included in unrestricted net assets are Board designated net assets which are currently available to support the Organization's daily operations. As of December 31, 2008, there was \$1,139,771 in the Board designated operating reserve.
- *Temporarily restricted net assets* represent funds subject to donor-imposed restrictions that are met either by actions of the Organization or the passage of time.



## **NAMI and Affiliate**

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### **2. Summary of Significant Accounting Policies (continued)**

#### Classification of Net Assets (continued)

- *Permanently restricted net assets* represent funds in which the principal must be held in perpetuity, while the earnings may be available for the general operations of the Organization or the restricted purpose imposed by the donors.

#### Cash and Cash Equivalents

The Organization considers all highly liquid investments, including money market funds not held for long-term investment purposes and certificates of deposits with maturities of three months or less when purchased, to be cash equivalents.

#### Investments

Investments are comprised of certificates of deposits, common stocks, mortgage and asset backed securities, mutual funds, real estate investment trusts, money market funds held for long-term investment purposes and a U.S. Treasury Bill and are recorded in the consolidated financial statements at fair value based on quoted market prices.

#### Accounts Receivable

Accounts receivable are stated at their net realizable value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

#### Inventory

Inventory consists of books, videotapes, brochures and other resource materials held for resale, and is stated at the lower of cost or net realizable value. Cost is determined on the first-in, first-out basis.

#### Property and Equipment

Property and equipment valued at greater than \$2,000 with a life longer than 1 year are recorded at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the related assets. Leasehold improvements and assets under capital leases are amortized over the shorter of the terms of the related leases or estimated useful lives of the assets using the straight-line method. Expenditures for major repairs and improvements are capitalized; expenditures for minor repairs and maintenance costs are expensed when incurred.

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 2. Summary of Significant Accounting Policies (continued)

#### Revenue Recognition

Gifts are reported as unrestricted support available for general operations unless specifically restricted by the donor. The Organization reports gifts of cash and other assets as 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 to unrestricted net assets and reported in the accompanying consolidated statement of activities as net assets released from restrictions.

The Organization has contracts with the government in exchange for services. Revenue from these contracts is recognized as direct costs are incurred on the basis of direct costs plus allowable indirect costs or based on the percentage of the task completed. Revenue recognized on the contracts for which billings have not been presented to the grantor or received from the grantor is reflected as accounts receivable in the accompanying consolidated statement of financial position.

The Organization also organizes affiliate walks to raise awareness of mental health issues. Walks revenue is recorded in the accompanying consolidated statement of activities based on cash received or promised from participant registrations.

Membership dues are considered contributions and are recorded when promised or received.

#### Statement of Financial Accounting Standards (SFAS) No. 157, *Fair Value Measurements*

The Organization, as required, implemented the standards contained in SFAS No. 157, *Fair Value Measurements*, for the six-month period ended December 31, 2008. This standard requires organizations to measure financial assets and liabilities at fair value, which is defined as the price to sell an asset or transfer a liability in an orderly transaction between market participants at the measurement date. Three valuation techniques are allowable for measuring fair value and include the market approach, the income approach and the cost approach. The market approach uses prices or relevant information derived from transactions for identical or comparable assets or liabilities. The income approach converts future amounts such as cash flows or earnings to a single present amount based on current market expectations of those future amounts. The cost approach is based on the amount that would currently be required to replace the service capacity of an asset.

Inputs to the above valuation techniques represent the assumptions that would be used by market participants in pricing an asset or liability, which include certain assumptions about risk.

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 2. Summary of Significant Accounting Policies (continued)

#### Statement of Financial Accounting Standards (SFAS) No. 157, Fair Value Measurements (continued)

SFAS No. 157 establishes a three-level hierarchy of such inputs as follows: Level 1 inputs – quoted prices in active markets for identical assets or liabilities; Level 2 inputs – observable inputs other than the quoted market prices included in Level 1; Level 3 inputs – unobservable inputs. See Note 10 for disclosure of fair value of financial assets and liabilities at the reporting date and the relevant levels of inputs.

#### Functional Allocation of Expenses

The costs of the Organization's activities have been summarized on a functional basis in the accompanying consolidated statement of activities. Accordingly, certain costs have been allocated between the program services benefited and supporting services.

#### 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 amounts reported in the consolidated financial statements and accompanying notes. Actual results could differ from those estimates.

### 3. Concentrations of Credit Risk and Revenues

Financial instruments that potentially subject the Organization to significant concentrations of credit risk consist of cash and cash equivalents. The Organization maintains cash deposits with various financial institutions that exceed insurable limits under the Federal Depository Insurance Corporation Act (FDICA).

The Organization has not experienced any losses to date as it relates to FDICA insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any loss is minimal.

For the six months ended December 31, 2008, the Organization received \$4,310,000 from three major donors. Revenue from these donors represented approximately 56% of total revenue and support recognized by the Organization. If a significant reduction in the level of this support should occur, it may significantly affect the Organization's ability to carry out its program activities.

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Six Months Ended December 31, 2008

#### 4. Investments

Investments and investment income (loss) consists of the following as of and for the six months ended December 31, 2008:

<u>Investments</u>	<u>Cost</u>	<u>Fair Value</u>
Money markets	\$ 2,850,466	\$ 2,850,466
Common stocks	3,267,611	2,106,419
Mortgage and asset backed securities	601,040	610,203
Mutual funds, exchange traded funds and closed-end funds	543,031	513,423
U.S. Government securities	266,297	265,168
Total investments	<u>\$ 7,528,445</u>	<u>\$ 6,345,679</u>
 <u>Investment Income</u>		
Dividends and interest		\$ 91,846
Realized loss		(760,333)
Unrealized loss		<u>(749,745)</u>
Total investment income (loss)		<u>\$ (1,418,232)</u>

#### 5. Property and Equipment

The Organization held the following property and equipment at December 31, 2008:

Furniture and equipment	\$ 1,808,843
Leasehold improvements	782,310
Copyright	<u>14,000</u>
Total property and equipment	2,605,153
Less: accumulated depreciation	<u>(2,260,086)</u>
Property and equipment, net	<u>\$ 345,067</u>

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 6. Commitments

NAMI leases office space in Arlington, Virginia under a lease agreement that expires on January 1, 2010. Base annual rent is subject to scheduled escalations as well as escalations in operating costs, real estate taxes and the Consumer Price Index. Additionally, under the terms of the lease, NAMI received from the landlord a build-out allowance of \$691,567.

The build-out allowance was completely used in prior years. Under accounting principles generally accepted in the United States of America, all fixed rent increases and lease incentives are recognized on a straight-line basis over the term of the lease. The difference between this expense and the required lease payments is reflected as deferred rent and lease incentive in the accompanying consolidated statement of financial position.

NAMI also sub-leases a portion of the office space. Revenue from these sub-leases totaled \$88,850 for the six months ended December 31, 2008 and is included in other revenue in the accompanying consolidated statement of activities. Total rent expense was \$346,339, and is included in occupancy expense in the accompanying consolidated statement of functional expenses.

NAMI has a letter of credit with a local bank in the amount of \$95,315 for the security deposit under this lease. The line of credit is collateralized with a U.S. Treasury bill, face value of \$108,106 which is included in investments in the accompanying consolidated statement of financial position.

The future minimum rental payments required under the operating lease, net of sub-lease income, are as follows for the years ending December 31:

	<u>Total</u>	<u>Sublease</u>	<u>Net</u>
2009	\$ 868,299	\$ 83,769	\$ 784,530
2010	<u>8,130</u>	<u>7,094</u>	<u>1,036</u>
Total	<u>\$ 876,429</u>	<u>\$ 90,863</u>	<u>\$ 785,566</u>

### 7. Permanently Restricted Net Assets

Permanently restricted net assets of \$532,913 at December 31, 2008 consist of the portion of endowment funds required to be retained permanently either by explicit donor stipulation or by the Uniform Prudent Management of Institutional Funds Act (UPMIFA). The investment income generated from the endowment can be used for general operations.

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 8. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following at December 31, 2008:

Time restricted	\$ 2,172,000
Peer to Peer	641,030
Family network	331,564
Gala	150,000
NAMI Connection	2,377,486
Children and Adolescent Action Center	150,000
NAMI Basics	278,566
Depression programs	290,550
Multicultural Action Center	170,656
Grading the States	142,952
Schizophrenia programs	138,391
In Our Own Voice	107,451
Winter Leadership Institute	87,000
Megellan grant	86,970
NAMI Beginnings	62,526
Other programs	63,444
FaithNet	35,124
Rodwell Dart grant	24,728
	<u>24,728</u>
Total	<u>\$ 7,310,438</u>

### 9. Annuities Payable

The Organization has received several charitable gift annuities with an approximate value of \$435,212 which is included in investments as of December 31, 2008. In return, the Organization has agreed to pay the donors annual annuity payments of \$29,141. As of December 31, 2008, the present value of the annuity payments, using a discount rate of 4.2%, is \$224,034 and is included in charitable gift annuities in the accompanying consolidated statement of financial position.

### 10. Fair Value Measurements

Fair value of assets measured on a recurring basis is as follows at December 31, 2008:

	Total fair value	Quoted prices in active markets (level 1)	Significant other observable inputs (level 2)	Significant unobservable inputs (level 3)
Investments	\$ 6,345,679	\$ 6,345,679	\$ -	\$ -

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 10. Fair Value Measurements (continued)

Financial assets valued using level 1 inputs are based on unadjusted quoted market prices within active markets. There were no level 2 or 3 financial assets at December 31, 2008.

### 11. Endowment

The Organization's endowment has been funded by donor-restricted contributions and is used to fund the general operations of the Organization. Under accounting principles generally accepted in the United States of America, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

#### Interpretation of Relevant Law

The Board of Directors of the Organization has interpreted the Commonwealth of Virginia's Uniform Prudent Management of Institutional Funds Act (UPMIFA) 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. As a result of this interpretation, 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 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 standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted funds: (1) the duration and preservation of the fund; (2) the purposes of the Organization and the donor-restricted endowment fund; (3) general economic conditions; (4) the possible effect of inflation and deflation; (5) the expected total return from income and the appreciation or depreciation of investments; (6) other resources of the Organization; and (7) the investment policies of the Organization.

#### Endowment Net Asset Composition by Type of Fund at December 31, 2008

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Donor-restricted endowment funds	\$ (207,436)	\$ -	\$ 532,913	\$ 325,477

## NAMI and Affiliate

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### 11. Endowment (continued)

#### Endowment Net Asset Composition by Type of Fund at December 31, 2008 (continued)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Endowment net assets, beginning of period	\$ (35,263)	\$ -	\$ 526,013	\$ 490,750
Investment return:				
Investment income	-	3,415	-	3,415
Net depreciation (realized and unrealized)	(172,173)	-	-	(172,173)
Total investment return	(172,173)	3,415	-	(168,758)
Contributions	-	-	6,900	6,900
Appropriation of endowment asset for expenditure	-	(3,415)	-	(3,415)
Donor-restricted endowment funds	<u>\$ (207,436)</u>	<u>\$ -</u>	<u>\$ 532,913</u>	<u>\$ 325,477</u>

#### Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Organization to retain as a fund of perpetual duration. In accordance with accounting principles generally accepted in the United States of America, deficiencies of this nature that are reported in unrestricted net assets were \$207,436 at December 31, 2008. These deficiencies resulted from unfavorable market fluctuations that occurred after the investment of new permanently restricted contributions and continued appropriation for certain programs that was deemed prudent by the Board of Directors.

#### Return Objectives and Risk Parameters

The Organization has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding for the payment of obligations and mission-related expenses, administrative expenses and the growth of financial surplus while seeking to maintain the purchasing power of the endowment assets.



## **NAMI and Affiliate**

Notes to Consolidated Financial Statements  
For the Six Months Ended December 31, 2008

### **11. Endowment (continued)**

#### Return Objectives and Risk Parameters (continued)

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 exceed the benchmark blended in correspondence with the overall asset allocation to include the S&P 500, Russell Midcap, Russell 2000 and Citigroup T-bills while assuming a moderate level of investment risk. The Organization expects its endowment funds, over time, to provide an average rate of return of approximately 7-10% annually. Actual returns in any given year may vary from this amount.

#### Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved both through capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

### **12. Pension Plan**

The Organization has a defined contribution pension plan covering full-time employees with at least one year of service and 1,000 hours of service during the year. Contributions to the plan are made in amounts equal to 4.5 percent of the eligible employee's compensation. For the six months ended December 31, 2008, pension expense totaled \$103,443 and is included in personnel costs in the accompanying consolidated statement of functional expense.

### **13. Income Taxes**

NAMI and the Foundation are recognized as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and are exempt from income taxes except for taxes on unrelated business activities. No tax expense is recorded in the accompanying consolidated financial statements for the six months ended December 31, 2008, as the Organization did not engage in any unrelated business activities. Contributions to the Organization are deductible as provided in IRC Section 170(b)(1)(A)(vi).

**SUPPLEMENTAL INFORMATION**

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## NAMI and Affiliate

### Consolidating Statement of Financial Position December 31, 2008

	NAMI	Mind of America Foundation	Total
<b>Assets</b>			
Cash and cash equivalents	\$ 2,136,106	\$ 97,492	\$ 2,233,598
Accounts receivable	1,231,440	-	1,231,440
Inventory	96,090	-	96,090
Investments	6,345,679	-	6,345,679
Prepaid expenses	340,235	-	340,235
Property and equipment, net	345,067	-	345,067
 Total assets	 \$ 10,494,617	 \$ 97,492	 \$ 10,592,109
 <b>Liabilities and Net Assets</b>			
<b>Liabilities</b>			
Accounts payable and accrued expenses	\$ 968,868	\$ -	\$ 968,868
Deferred revenue	91,807	-	91,807
Deferred rent and lease incentive	174,891	-	174,891
Deposits	14,786	-	14,786
Charitable gift annuities	224,034	-	224,034
 Total liabilities	 1,474,386	 -	 1,474,386
 <b>Net Assets</b>			
Unrestricted	1,176,880	97,492	1,274,372
Temporarily restricted	7,310,438	-	7,310,438
Permanently restricted	532,913	-	532,913
 Total net assets	 9,020,231	 97,492	 9,117,723
 Total liabilities and net assets	 \$ 10,494,617	 \$ 97,492	 \$ 10,592,109

## NAMI and Affiliate

### Consolidating Statement of Activities For the Six Months Ended December 31, 2008

	NAMI	Mind of America Foundation	Total
<b>Revenue and Support</b>			
Contributions	\$ 8,054,455	\$ -	\$ 8,054,455
Walks	438,269	-	438,269
Registrations	10,431	-	10,431
Investment income (loss)	(1,418,566)	334	(1,418,232)
Contracts	160,693	-	160,693
Dues	127,065	-	127,065
Sales	145,276	-	145,276
Other revenue	117,928	-	117,928
<b>Total revenue and support</b>	<u>7,635,551</u>	<u>334</u>	<u>7,635,885</u>
<b>Expenses</b>			
Program services:			
Program and membership support	1,850,884	-	1,850,884
Education services	1,459,788	-	1,459,788
Advocacy	867,022	-	867,022
<b>Total program services</b>	<u>4,177,694</u>	<u>-</u>	<u>4,177,694</u>
Supporting services:			
Administration	654,247	-	654,247
Development	974,443	-	974,443
<b>Total supporting services</b>	<u>1,628,690</u>	<u>-</u>	<u>1,628,690</u>
<b>Total expenses</b>	<u>5,806,384</u>	<u>-</u>	<u>5,806,384</u>
<b>Change in Net Assets</b>	1,829,167	334	1,829,501
<b>Net Assets, beginning of period</b>	<u>7,191,064</u>	<u>97,158</u>	<u>7,288,222</u>
<b>Net Assets, end of period</b>	<u>\$ 9,020,231</u>	<u>\$ 97,492</u>	<u>\$ 9,117,723</u>