

**NAMI and Affiliate**

Consolidated Financial Statements  
and Independent Auditors' Report

For the Year Ended December 31, 2009

## **NAMI and Affiliate**

### Consolidated Financial Statements For the Year Ended December 31, 2009

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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, 2009, and the related consolidated statements of activities, functional expenses and cash flows for the year 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, 2009, and the changes in its net assets and its cash flows for the year 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 17-18 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 year ended December 31, 2009 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  
March 2, 2010

## NAMI and Affiliate

### Consolidated Statement of Financial Position December 31, 2009

|                                       |                             |
|---------------------------------------|-----------------------------|
| <b>Assets</b>                         |                             |
| Cash and cash equivalents             | \$ 1,620,516                |
| Accounts receivable                   | 2,732,338                   |
| Inventory                             | 103,643                     |
| Investments                           | 5,551,053                   |
| Prepaid expenses                      | 246,111                     |
| Property and equipment, net           | 985,264                     |
| Deposits                              | 46,900                      |
|                                       | <hr/>                       |
| Total assets                          | <u><u>\$ 11,285,825</u></u> |
| <b>Liabilities and Net Assets</b>     |                             |
| <b>Liabilities</b>                    |                             |
| Accounts payable and accrued expenses | \$ 1,147,690                |
| Deferred revenue                      | 83,075                      |
| Deferred rent and lease incentive     | 768,781                     |
| Deposits                              | 14,786                      |
| Charitable gift annuities             | 255,050                     |
|                                       | <hr/>                       |
| Total liabilities                     | <u>2,269,382</u>            |
| <b>Net Assets</b>                     |                             |
| Unrestricted                          | 4,326,687                   |
| Temporarily restricted                | 4,153,843                   |
| Permanently restricted                | 535,913                     |
|                                       | <hr/>                       |
| Total net assets                      | <u>9,016,443</u>            |
| Total liabilities and net assets      | <u><u>\$ 11,285,825</u></u> |

*See accompanying notes.*

## NAMI and Affiliate

### Consolidated Statement of Activities For the Year Ended December 31, 2009

|  | Unrestricted        | Temporarily<br>Restricted | Permanently<br>Restricted | Total               |
|--|---------------------|---------------------------|---------------------------|---------------------|
| <b>Revenue and Support</b>             |                     |                           |                           |                     |
| Contributions                          | \$ 4,578,967        | \$ 4,905,500              | \$ 3,000                  | \$ 9,487,467        |
| Walks                                  | 789,946             | -                         | -                         | 789,946             |
| Registrations                          | 402,630             | -                         | -                         | 402,630             |
| Investment income                      | 419,779             | 6,422                     | -                         | 426,201             |
| Contracts                              | 598,061             | -                         | -                         | 598,061             |
| Dues                                   | 325,499             | -                         | -                         | 325,499             |
| Sales                                  | 245,348             | -                         | -                         | 245,348             |
| Other revenue                          | 190,937             | -                         | -                         | 190,937             |
| Net assets released from restrictions: |                     |                           |                           |                     |
| Satisfaction of program restrictions   | 6,268,517           | (6,268,517)               | -                         | -                   |
| Satisfaction of time restrictions      | 1,800,000           | (1,800,000)               | -                         | -                   |
| <b>Total revenue and support</b>       | <b>15,619,684</b>   | <b>(3,156,595)</b>        | <b>3,000</b>              | <b>12,466,089</b>   |
| <b>Expenses</b>                        |                     |                           |                           |                     |
| Program services:                      |                     |                           |                           |                     |
| Program and membership support         | 4,876,288           | -                         | -                         | 4,876,288           |
| Education services                     | 2,918,726           | -                         | -                         | 2,918,726           |
| Advocacy                               | 1,740,145           | -                         | -                         | 1,740,145           |
| <b>Total program services</b>          | <b>9,535,159</b>    | <b>-</b>                  | <b>-</b>                  | <b>9,535,159</b>    |
| Supporting services:                   |                     |                           |                           |                     |
| Administration                         | 1,345,352           | -                         | -                         | 1,345,352           |
| Development                            | 1,686,858           | -                         | -                         | 1,686,858           |
| <b>Total supporting services</b>       | <b>3,032,209</b>    | <b>-</b>                  | <b>-</b>                  | <b>3,032,209</b>    |
| <b>Total expenses</b>                  | <b>12,567,369</b>   | <b>-</b>                  | <b>-</b>                  | <b>12,567,369</b>   |
| <b>Change in Net Assets</b>            | <b>3,052,315</b>    | <b>(3,156,595)</b>        | <b>3,000</b>              | <b>(101,280)</b>    |
| <b>Net Assets, beginning of year</b>   | <b>1,274,372</b>    | <b>7,310,438</b>          | <b>532,913</b>            | <b>9,117,723</b>    |
| <b>Net Assets, end of year</b>         | <b>\$ 4,326,687</b> | <b>\$ 4,153,843</b>       | <b>\$ 535,913</b>         | <b>\$ 9,016,443</b> |

See accompanying notes.

**NAMI and Affiliate**

Consolidated Statement of Functional Expenses  
For the Year Ended December 31, 2009

|                               | Program Services                     |                       |                     | Total<br>Program<br>Services | Supporting Services |                     | Total<br>Supporting<br>Services | Total                |
|-------------------------------|--------------------------------------|-----------------------|---------------------|------------------------------|---------------------|---------------------|---------------------------------|----------------------|
|                               | Program and<br>Membership<br>Support | Education<br>Services | Advocacy            |                              | Administration      | Development         |                                 |                      |
| Personnel costs               | \$ 2,765,526                         | \$ 1,237,202          | \$ 1,185,648        | \$ 5,188,376                 | \$ 800,405          | \$ 699,081          | \$ 1,499,486                    | \$ 6,687,862         |
| Grants and scholarships       | 170,994                              | 319,893               | 3,000               | 493,887                      | -                   | 50,000              | 50,000                          | 543,887              |
| Subcontractors                | 354,425                              | 39,024                | 195,485             | 588,934                      | 115,232             | 155,386             | 270,618                         | 859,552              |
| Travel                        | 331,799                              | 503,005               | 64,740              | 899,544                      | 7,082               | 35,860              | 42,942                          | 942,486              |
| Occupancy                     | 13,750                               | 83                    | -                   | 13,833                       | 684,392             | 529                 | 684,921                         | 698,754              |
| Printing and copying          | 182,019                              | 111,426               | 43,378              | 336,823                      | (14,667)            | 279,767             | 265,100                         | 601,923              |
| Meetings                      | 239,216                              | 267,252               | 24,939              | 531,407                      | 2,962               | 58,652              | 61,614                          | 593,021              |
| Postage and shipping          | 87,590                               | 46,326                | 27,285              | 161,201                      | (3,572)             | 196,138             | 192,566                         | 353,767              |
| Office supplies               | 101,214                              | 31,863                | 6,849               | 139,926                      | 32,494              | 7,418               | 39,912                          | 179,838              |
| Professional fees             | 15,065                               | 62,286                | -                   | 77,351                       | 84,622              | -                   | 84,622                          | 161,973              |
| Computer costs                | 75,769                               | 8,032                 | 225                 | 84,026                       | 62,907              | 13,047              | 75,954                          | 159,980              |
| Depreciation and amortization | -                                    | -                     | -                   | -                            | 223,318             | -                   | 223,318                         | 223,318              |
| Telephone                     | 68,093                               | 35,329                | 16,084              | 119,506                      | 34,778              | 6,711               | 41,489                          | 160,995              |
| Equipment and maintenance     | 3,448                                | -                     | -                   | 3,448                        | 72,035              | -                   | 72,035                          | 75,483               |
| Dues and subscriptions        | 18,642                               | 802                   | 20,220              | 39,664                       | 1,554               | 31,279              | 32,833                          | 72,497               |
| Miscellaneous and allocation  | 405,678                              | 256,203               | 151,925             | 813,806                      | (886,557)           | 152,990             | (733,567)                       | 80,239               |
| Taxes and fees                | 27,386                               | -                     | -                   | 27,386                       | 108,167             | -                   | 108,167                         | 135,553              |
| Temporary labor               | 15,674                               | -                     | 367                 | 16,041                       | 20,200              | -                   | 20,200                          | 36,241               |
| <b>Total Expenses</b>         | <b>\$ 4,876,288</b>                  | <b>\$ 2,918,726</b>   | <b>\$ 1,740,145</b> | <b>\$ 9,535,159</b>          | <b>\$ 1,345,352</b> | <b>\$ 1,686,858</b> | <b>\$ 3,032,210</b>             | <b>\$ 12,567,369</b> |

See accompanying notes.

## NAMI and Affiliate

### Consolidated Statement of Cash Flows For the Year Ended December 31, 2009

|   |                            |
|---|----------------------------|
| <b>Cash Flows from Operating Activities</b>   |                            |
| Change in net assets  | \$ (101,280)               |
| Adjustments to reconcile change in net assets to net cash used in operating activities: |                            |
| Net realized loss on sales of investments   | 1,061,964                  |
| Unrealized gain on investments  | (1,331,747)                |
| Donated investments   | (25,712)                   |
| Contributions restricted for long-term purposes   | (3,000)                    |
| Change in value of charitable gift annuities  | 60,157                     |
| Depreciation and amortization   | 223,318                    |
| Change in operating assets and liabilities:   |                            |
| Increase in accounts receivable   | (1,500,898)                |
| Increase in inventory   | (7,553)                    |
| Decrease in prepaid expenses  | 94,124                     |
| Increase in deposits  | (46,900)                   |
| Increase in accounts payable and accrued expenses                                       | 178,822                    |
| Decrease in deferred revenue  | (8,732)                    |
| Increase in deferred rent and lease incentive   | (86,110)                   |
|   | <hr/>                      |
| Net cash used in operating activities   | (1,493,547)                |
|   | <hr/>                      |
| <b>Cash Flows from Investing Activities</b>   |                            |
| Proceeds from sales of investments  | 5,293,075                  |
| Purchases of investments  | (4,202,954)                |
| Purchases of property and equipment   | (183,515)                  |
|   | <hr/>                      |
| Net cash provided by investing activities   | 906,606                    |
|   | <hr/>                      |
| <b>Cash Flows from Financing Activities</b>   |                            |
| Payments on charitable gift annuity obligations   | (29,141)                   |
| Contributions restricted for long-term purposes   | 3,000                      |
|   | <hr/>                      |
| Net cash used in financing activities   | (26,141)                   |
|   | <hr/>                      |
| <b>Net Decrease in Cash and Cash Equivalents</b>  | (613,082)                  |
|   | <hr/>                      |
| <b>Cash and Cash Equivalents, beginning of year</b>                                     | 2,233,598                  |
|   | <hr/>                      |
| <b>Cash and Cash Equivalents, end of year</b>   | <u><u>\$ 1,620,516</u></u> |

See accompanying notes.

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

#### 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 year ended December 31, 2009. 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 year ended December 31, 2009.

#### 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, 2009, there was \$1,231,337 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 Year Ended December 31, 2009

#### 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 Year Ended December 31, 2009

#### 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 federal government and pass-through agencies 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 for fixed-fee contracts. 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.

##### Fair Value Measurements

The Organization follows the provisions of ASC 820, "*Fair Value Measurements and Disclosures*," (ASC 820) for measuring financial assets and liabilities. This standard establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels. Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and liabilities and have the highest priority. Level 2 is based upon observable inputs other than quoted market prices, and level 3 is based on unobservable inputs. This standard had no effect on the Organization's financial statements, but did result in additional disclosures in Note 12.

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

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

##### 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 among the program and supporting services benefited.

##### 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

Financial instruments that potentially subject the Organization to significant concentrations of credit risk consist of cash and cash equivalents, and investments. The Organization maintains cash deposits and investments with various financial institutions that from time to time may exceed insurable limits under the Federal Depository Insurance Corporation (FDIC) and the Securities Investor Protection Corporation (SIPC). The Organization has not experienced any losses to date as it relates to FDIC and SIPC insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any loss is minimal.

#### 4. Property and Equipment

The Organization held the following property and equipment at December 31, 2009:

|                                |    |                |
|--------------------------------|----|----------------|
| Furniture and equipment        | \$ | 919,782        |
| Leasehold improvements         |    | 801,794        |
| Copyright                      |    | 14,000         |
|                                |    | <hr/>          |
| Total property and equipment   |    | 1,735,576      |
| Less: accumulated depreciation |    | (750,312)      |
|                                |    | <hr/>          |
| Property and equipment, net    | \$ | <u>985,264</u> |

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

#### 5. Investments

Investments and investment income consists of the following as of and for the year ended December 31, 2009:

| <u>Investments</u>                                       | <u>Cost</u>         | <u>Fair Value</u>   |
|--|---------------------|---------------------|
| Money market funds and cash equivalents                  | \$ 1,592,894        | \$ 1,592,905        |
| Certificates of deposit                                  | 706,000             | 707,035             |
| Mutual funds, exchange-traded funds and closed-end funds | 2,992,123           | 3,141,523           |
| U.S. Treasury notes                                      | 109,590             | 109,590             |
| Total investments  | <u>\$ 5,400,607</u> | <u>\$ 5,551,053</u> |
| <br><u>Investment Income</u>                             |                     |                     |
| Dividends and interest                                   |                     | \$ 156,418          |
| Realized loss  |                     | (1,061,964)         |
| Unrealized gains   |                     | <u>1,331,747</u>    |
| Total investment income                                  |                     | <u>\$ 426,201</u>   |

#### 6. 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, 2009. In return, the Organization has agreed to pay the donors annual annuity payments of \$29,141. As of December 31, 2009, the present value of the annuity payments, using a discount rate of 3.2%, is \$255,050 and is included in charitable gift annuities in the accompanying consolidated statement of financial position.

#### 7. Commitments

NAMI leased its previous office space in Arlington, Virginia under a lease agreement that expires on January 1, 2010. In February 2009, NAMI entered into a new office lease agreement in which the new landlord assumed responsibility for the previous lease payments from September 2009 to January 2010. The new lease commenced on September 1, 2009 and expires on January 31, 2020. Base annual rent is subject to annual rent increases of 3%. Additionally, under the terms of the lease, NAMI received from the landlord a build-out allowance of \$764,294.

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

#### 7. Commitments (continued)

NAMI also sub-leased a portion of the prior office space. Revenue from these sub-leases totaled \$121,400 for the year ended December 31, 2009 and is included in other revenue in the accompanying consolidated statement of activities. Total rent expense was \$625,778, and is included in occupancy expense in the accompanying consolidated statement of functional expenses.

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.

Future minimum lease payments are as follows for the years ending December 31:

|                               |                     |
|-------------------------------|---------------------|
| 2010                          | \$ 568,431          |
| 2011                          | 585,483             |
| 2012                          | 603,048             |
| 2013                          | 621,139             |
| 2014                          | 639,774             |
| Thereafter                    | <u>3,561,574</u>    |
| Total future minimum payments | <u>\$ 6,579,449</u> |

#### 8. 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 year ended December 31, 2009, pension expense totaled \$220,179 and is included in personnel costs in the accompanying consolidated statement of functional expense.

#### 9. Permanently Restricted Net Assets

Permanently restricted net assets of \$535,913 at December 31, 2009 consist 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 Year Ended December 31, 2009

#### 10. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following at December 31, 2009:

|   |                     |
|---|---------------------|
| Time restricted                         | \$ 1,285,000        |
| Peer to Peer                            | 403,763             |
| Family to family                        | 306,569             |
| Lincy Foundation Grants                 | 223,836             |
| NAMI Connection                         | 700,000             |
| Children and Adolescent Action Center   | 165,000             |
| NAMI Basics                             | 199,638             |
| Depression programs                     | 263,131             |
| Multicultural Action Center             | 90,910              |
| Hearts & Minds                          | 103,946             |
| Schizophrenia programs                  | 66,449              |
| In Our Own Voice                        | 124,388             |
| NAMI Beginnings                         | 100,371             |
| Other programs                          | 79,641              |
| FaithNet                                | 21,513              |
| Rodwell Dart grant                      | 19,688              |
|   | <hr/>               |
| Total temporarily restricted net assets | <u>\$ 4,153,843</u> |

#### 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.

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

#### 11. Endowment (continued)

##### Interpretation of Relevant Law (continued)

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.

##### Changes in Endowment Net Assets for the Year Ended December 31, 2009:

|  | Unrestricted | Temporarily<br>Restricted | Permanently<br>Restricted | Total      |
|--|--------------|---------------------------|---------------------------|------------|
| Donor-restricted<br>endowment net assets,<br>beginning of year | \$ (207,436) | \$ -                      | \$ 532,913                | \$ 325,477 |
| Investment return:   |              |                           |                           |            |
| Investment income  | -            | 6,422                     | -                         | 6,422      |
| Net appreciation (realized<br>and unrealized)                  | 32,150       | -                         | -                         | 32,150     |
| Total investment return  | 32,150       | 6,422                     | -                         | 38,572     |
| Contributions  | -            | -                         | 3,000                     | 3,000      |
| Appropriations   | -            | (6,422)                   | -                         | (6,422)    |
| Transfers  | 32,918       | -                         | -                         | 32,918     |
| Donor-restricted<br>endowment net assets,<br>end of year       | \$ (142,368) | \$ -                      | \$ 535,913                | \$ 393,545 |

## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

#### 11. Endowment (continued)

##### 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 \$142,368 at December 31, 2009. 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.

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.



## NAMI and Affiliate

### Notes to Consolidated Financial Statements For the Year Ended December 31, 2009

#### 12. Fair Value Measurements

Fair value of assets measured on a recurring basis is as follows at December 31, 2009:

|             | Total fair<br>value | Quoted prices in<br>active markets<br>(level 1) | Significant<br>other observable<br>inputs (level 2) | Significant<br>unobservable<br>inputs (level 3) |
|-------------|---------------------|---|---|---|
| Investments | \$ 5,551,053        | \$ 5,441,463                                    | \$ 109,590  | \$ -  |

Financial assets valued using level 1 inputs are based on unadjusted quoted market prices within active markets. There were no level 3 financial assets at December 31, 2009.

#### 13. Income Taxes

NAMI and the Foundation are recognized as tax-exempt organizations 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 year ended December 31, 2009, as NAMI and the Foundation did not engage in any unrelated business activities. Contributions to NAMI and the Foundation are deductible as provided in IRC Section 170(b)(1)(A)(vi). NAMI and the Foundation had no significant uncertain tax positions for the year ended December 31, 2009.

#### 14. Supplemental Disclosure of Cash Flow Information

Noncash investing and financing activities are as follows for the year ended December 31, 2009:

|   |            |
|---|------------|
| <b>Noncash Investing Activities</b>   |            |
| Donated investments   | \$ 25,712  |
|   |            |
| Leasehold improvements acquired under<br>leasehold improvement allowance        | \$ 680,000 |
|   |            |
| <b>Noncash Financing Activities</b>   |            |
| Deferred lease incentive liability assumed<br>to acquire leasehold improvements | \$ 680,000 |

## **NAMI and Affiliate**

### **Notes to Consolidated Financial Statements For the Year Ended December 31, 2009**

#### **15. Subsequent Events**

The Organization did not have any subsequent events that, based on the facts and circumstances, required recording or disclosure in the financial statements for the year ended December 31, 2009. Events and transactions were evaluated through March 2, 2010, the date the financial statements were issued.

**SUPPLEMENTAL INFORMATION**

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## NAMI and Affiliate

### Consolidating Statement of Financial Position December 31, 2009

|                                       | NAMI          | Mind of<br>America<br>Foundation | Total         |
|---------------------------------------|---------------|----------------------------------|---------------|
| <b>Assets</b>                         |               |                                  |               |
| Cash and cash equivalents             | \$ 1,522,522  | \$ 97,994                        | \$ 1,620,516  |
| Accounts receivable                   | 2,732,338     | -                                | 2,732,338     |
| Inventory                             | 103,643       | -                                | 103,643       |
| Investments                           | 5,551,053     | -                                | 5,551,053     |
| Prepaid expenses                      | 246,111       | -                                | 246,111       |
| Property and equipment, net           | 985,264       | -                                | 985,264       |
| Deposits                              | 46,900        | -                                | 46,900        |
|                                       | <hr/>         | <hr/>                            | <hr/>         |
| Total assets                          | \$ 11,187,831 | \$ 97,994                        | \$ 11,285,825 |
|                                       | <hr/> <hr/>   | <hr/> <hr/>                      | <hr/> <hr/>   |
| <b>Liabilities and Net Assets</b>     |               |                                  |               |
| <b>Liabilities</b>                    |               |                                  |               |
| Accounts payable and accrued expenses | \$ 1,147,690  | \$ -                             | \$ 1,147,690  |
| Deferred revenue                      | 83,075        | -                                | 83,075        |
| Deferred rent and lease incentive     | 768,781       | -                                | 768,781       |
| Deposits                              | 14,786        | -                                | 14,786        |
| Charitable gift annuities             | 255,050       | -                                | 255,050       |
|                                       | <hr/>         | <hr/>                            | <hr/>         |
| Total liabilities                     | 2,269,382     | -                                | 2,269,382     |
|                                       | <hr/>         | <hr/>                            | <hr/>         |
| <b>Net Assets</b>                     |               |                                  |               |
| Unrestricted                          | 4,228,693     | 97,994                           | 4,326,687     |
| Temporarily restricted                | 4,153,843     | -                                | 4,153,843     |
| Permanently restricted                | 535,913       | -                                | 535,913       |
|                                       | <hr/>         | <hr/>                            | <hr/>         |
| Total net assets                      | 8,918,449     | 97,994                           | 9,016,443     |
|                                       | <hr/>         | <hr/>                            | <hr/>         |
| Total liabilities and net assets      | \$ 11,187,831 | \$ 97,994                        | \$ 11,285,825 |
|                                       | <hr/> <hr/>   | <hr/> <hr/>                      | <hr/> <hr/>   |

## NAMI and Affiliate

### Consolidating Statement of Activities For the Year Ended December 31, 2009

|                                      | NAMI                | Mind of<br>America<br>Foundation | Total               |
|--------------------------------------|---------------------|----------------------------------|---------------------|
| <b>Revenue and Support</b>           |                     |                                  |                     |
| Contributions                        | \$ 9,487,467        | \$ -                             | \$ 9,487,467        |
| Walks                                | 789,946             | -                                | 789,946             |
| Registrations                        | 402,630             | -                                | 402,630             |
| Investment income                    | 425,699             | 502                              | 426,201             |
| Contracts                            | 598,061             | -                                | 598,061             |
| Dues                                 | 325,499             | -                                | 325,499             |
| Sales                                | 245,348             | -                                | 245,348             |
| Other Revenue                        | 190,937             | -                                | 190,937             |
| <b>Total revenue and support</b>     | <b>12,465,587</b>   | <b>502</b>                       | <b>12,466,089</b>   |
| <b>Expenses</b>                      |                     |                                  |                     |
| Program services:                    |                     |                                  |                     |
| Program and membership support       | 4,876,288           | -                                | 4,876,288           |
| Education services                   | 2,918,726           | -                                | 2,918,726           |
| Advocacy                             | 1,740,145           | -                                | 1,740,145           |
| <b>Total program services</b>        | <b>9,535,159</b>    | <b>-</b>                         | <b>9,535,159</b>    |
| Supporting services:                 |                     |                                  |                     |
| Administration                       | 1,345,352           | -                                | 1,345,352           |
| Development                          | 1,686,858           | -                                | 1,686,858           |
| <b>Total supporting services</b>     | <b>3,032,210</b>    | <b>-</b>                         | <b>3,032,210</b>    |
| <b>Total expenses</b>                | <b>12,567,369</b>   | <b>-</b>                         | <b>12,567,369</b>   |
| <b>Change in Net Assets</b>          | <b>(101,782)</b>    | <b>502</b>                       | <b>(101,280)</b>    |
| <b>Net Assets, beginning of year</b> | <b>9,020,231</b>    | <b>97,492</b>                    | <b>9,117,723</b>    |
| <b>Net Assets, end of year</b>       | <b>\$ 8,918,449</b> | <b>\$ 97,994</b>                 | <b>\$ 9,016,443</b> |