

Child Mind Institute, Inc.
Financial Statements
(Together with Independent Auditors' Report)

Years Ended September 30, 2012 and 2011



#### CHILD MIND INSTITUTE, INC.

### FINANCIAL STATEMENTS (Together with Independent Auditors' Report)

#### YEARS ENDED SEPTEMBER 30, 2012 AND 2011

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#### INDEPENDENT AUDITORS' REPORT

To the Finance Committee of Child Mind Institute, Inc.

We have audited the accompanying statements of financial position of Child Mind Institute, Inc. ("CMI") as of September 30, 2012 and 2011, and the related statements of activities, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of CMI's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above, present fairly, in all material respects, the financial position of Child Mind Institute, Inc. as of September 30, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

New York, NY April 10, 2013

Marks Pareth & Shran LLP

### CHILD MIND INSTITUTE, INC. STATEMENTS OF FINANCIAL POSITION AS OF SEPTEMBER 30, 2012 AND 2011

ACCETO	2012	2011
Cash and cash equivalents (Notes 2C and 12) Contributions receivable (Notes 2D, 2F and 3) Investments (Notes 4 and 11) Prepaid expenses and other assets Security deposits Property and equipment, net (Notes 2H and 5) Due from related party (Note 6)	\$ 6,649,460 2,821,575 327,901 214,562 119,049 2,701,228 779,148	\$ 5,271,194 1,357,393 - 184,589 125,309 2,448,409 410,474
TOTAL ASSETS	\$ 13,612,923	\$ 9,797,368
LIABILITIES  Accounts payable and accrued expenses Accrued salaries and vacation Deferred compensation liability ( Note 11) Deferred rent liability (Note 2N)  TOTAL LIABILITIES	\$ 873,040 142,229 109,300 733,675 1,858,244	\$ 331,453 32,192 - 23,158 386,803
NET ASSETS (Note 2B): Unrestricted Temporarily restricted (Note 9)  TOTAL NET ASSETS	8,574,646 3,180,033 11,754,679	7,514,954 1,895,611 9,410,565
TOTAL LIABILITIES AND NET ASSETS	\$ 13,612,923	\$ 9,797,368

# CHILD MIND INSTITUTE, INC. STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

	Unrestricted	Temporarily Stricted Restricted	Total	Unrestricted	Temporarily restricted Restricted	Total
REVENUES: PUBLIC SUPPORT AND REVENUES						
Foundations, corporations and individuals Special event revenue net of evenesce 6248 081	2,089,583	\$ 2,785,000	\$ 4,874,583	\$ 3,265,731	\$ 650,000	\$ 3,915,731
In 2012 and \$155,737 in 2011 Investment income Miscellaneous revenue Net assets released from restriction (Note 9)	4,644,501 5,396 14,859 1,571,078	70,500	4,715,001 5,396 14,859	4,565,774 11,131 16,971 1,049,261	450,000	5,015,774 11,131 16,971
TOTAL PUBLIC SUPPORT AND REVENUES	8,325,417	1,284,422	9,609,839	8,908,868	50,739	8,959,607
EXPENSES: Program Services:						
Education and outreach Research & Clinical	1,109,903	, ,	1,109,903	2,198,182	•	2,198,182
Total Program Expenses	4,031,114	1	4,031,114	2,747,525	9	2,747,525
Supporting Services:						
waragement and general Fundraising	1,823,928	, ,	1,823,928 1,410,683	2,381,943 934,776	1 1	2,381,943 934,776
Total Supporting Services	3,234,611	1	3,234,611	3,316,719		3,316,719
TOTAL EXPENSES	7,265,725	1	7,265,725	6,064,244	1	6,064,244
CHANGE IN NET ASSETS	1,059,692	1,284,422	2,344,114	2,844,624	50.739	2.895.363
Net assets - beginning of year	7,514,954	1,895,611	9,410,565	4,670,330	1,844,872	6,515,202
NET ASSETS - END OF YEAR	\$ 8,574,646	\$ 3,180,033	\$ 11,754,679	\$ 7,514,954	\$ 1,895,611	\$ 9,410,565

CHILD MIND INSTITUTE, INC STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED SEPTEMBER 30, 2012 (With Comparative Totals for Fiscal Year 2011)

					Support	Supporting Services				
		Program		Management				Total Supporting	Total	Total
DEPSONNEL		Services		and General		Fundraising	İ	Services	2012	2011
Salaries	↔	1,837,617	€9	584,757	€	581,963	₩	1,166,720 \$	3.004.337	\$ 1.738.786
Payroll taxes and employee benefits (Notes 10 and 11)		322,787		329,139		83,609		412,748	735,535	393,730
Sub-total		2,160,404		913,896		665,572		1,579,468	3,739,872	2,132,516
OTHER EXPENSES										
Travel and meals		61,532		50,191		20.842		71.033	132 565	70 290
Occupancy (Note 8)		507,973		177,395		122,506		299,901	807.874	518 802
Office expenses		35,209		19,840		12,151		31,991	67,200	155,569
Professional and consulting fees (Note 2M)		298,188		388,435		381,086		769,521	1,067,709	974,515
Event consultants		•		•		45,246		45,246	45.246	130,531
Conference and meetings		4,370		1,983		1,189		3,172	7,542	5,323
Telephone		10,616		13,444		2,123		15,567	26,183	46,114
Insurance		36,818		16,388		5,704		22,092	58,910	39,255
Computers and equipment		87,469		75,659		22,026		97,685	185,154	283,414
Printing		13,093		3,024		33,348		36,372	49,465	28,267
Postage		7,159		803		5,524		6,327	13,486	18,728
Staff development		16,114		1,095				1,095	17,209	. '
Grant expense		368,066		•		1		,	368,066	000'069
Events expense		1,765		541		686'9		7,530	9,295	28,084
Dues and subscriptions		2,358		2,784		4,411		7,195	9,553	17,492
Bank fees (Note 7)		22,120		16,863		8,192		25,055	47,175	30,312
Web development and design		56,880		18,657		21,915		40,572	97,452	428,713
Advertisement		4,412		3,330				3,330	7,742	182,406
Depreciation		336,568		119,600		51,859		171,459	508,027	283,913
TOTAL EXPENSES	↔	4,031,114	·	1,823,928	↔	1,410,683	G	3,234,611	\$ 7,265,725	\$ 6,064,244

The accompanying notes are an integral part of these financial statements.

## CHILD MIND INSTITUTE, INC STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED SEPTEMBER 30, 2011

			Suppo	Supporting Services			
	Program	Management	nent		Supporting	ام ا	
	Services	and Genera	eral	Fundraising	Services	es es	Total
PERSONNEL EXPENSES Salaries	\$ 927.750	300	300 608	420 338	000		700 700
Payroll taxes and employee benefits (Note 10)				54,852		  3	393,730
Sub-total	1,042,677	614	614,649	475,190	1,089,839	39	2,132,516
OTHER EXPENSES							
Travel and meals	30,486	27	27,667	12,137	39,804	04	70.290
Occupancy (Note 8)	27,344	440	440,899	50,559	491,458	58	518,802
Office expenses	13,062	47	47,056	95,451	142,507	20	155,569
Professional and consulting fees	297,735	2999	566,145	110,635	676,780	80	974,515
Event consultants			1	130,531	130,531	31	130,531
Conference and meetings	4,933		1	390	္က	390	5,323
Telephone	2,008	39	39,555	1,551	41,106	90	46,114
Insurance	1	39	39,255	1	39,255	55	39,255
Computers and equipment	20,322	251	251,896	11,196	263,092	92	283,414
Printing	9,217	80	8,945	10,105	19,050	50	28,267
Postage	10,646	9	6,248	1,834	8,082	82	18,728
Grant expense (Note 13)	000'069		ı	,			000'069
Events expense	22,991	5	5,093	,	5,093	93	28,084
Dues and subscriptions	220	16	16,142	1,130	17,272	72	17,492
Bank fees (Note 7)	101	30	30,161	20	30,211	11	30,312
Web development and design	394,360		336	34,017	34,353	53	428,713
Advertisement	178,423	er i	3,983	r	3,983	83	182,406
Depreciation	1	283	283,913	•	283,913	13	283,913
TOTAL EXPENSES	\$ 2,747,525	\$ 2,381,943	943 \$	934,776	\$ 3,316,719	19	6,064,244

The accompanying notes are an integral part of these financial statements.

### CHILD MIND INSTITUTE, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED SEPTEMBER 30, 2012 AND 2011

		2012		2011
CASH FLOWS FROM OPERATING ACTIVITIES: Change in net assets	\$	2,344,114	\$	2,895,363
Adjustments to reconcile change in net assets to net cash provided by operating activities:				
Unrealized loss on investment		14,099		-
Depreciation		508,027		283,913
Deferred compensation liability		109,300		-
Amortization of deferred rent liability		(129,600)		23,158
Subtotal	-	2,845,940	_	3,202,434
Changes in operating assets and liabilities:				
(Increase) decrease in assets:  Contributions receivable		(1,464,182)		329,096
Prepaid expenses and other assets		(29,973)		13,374
Security deposits		6,260		-
Due from related party		(368,674)		25,532
Increase in liabilities:				
Accounts payable and accrued expenses		541,587		186,663
Accrued salaries and vacation		110,037		-
Deferred rent liability	<del></del>	840,117		23,654
Net Cash Provided by Operating Activities		2,481,112	\$	3,780,753
CASH FLOWS FROM INVESTING ACTIVITIES:				
Purchase of deferred compensation investment		(342,000)		-
Purchases of property and equipment		(760,846)		(2,541,905)
Net Cash Used by Investing Activities	·	(1,102,846)		(2,541,905)
NET INCREASE IN CASH AND CASH EQUIVALENTS		1,378,266		1,238,848
Cash and cash equivalents - beginning of year		5,271,194		4,032,346
CASH AND CASH EQUIVALENTS - END OF YEAR	\$	6,649,460	\$	5,271,194

#### NOTE 1—ORGANIZATION AND NATURE OF ACTIVITIES

The Child Mind Institute ("CMI") is devoted to transforming mental health care for the world's children to enable them to reach their full potential. CMI is passionately committed to finding more effective treatments for childhood psychiatric and learning disorders, building the science of healthy brain development, and empowering children and their families with the information they need to get help, hope, and answers.

CMI was incorporated in 2009 and is organized under the Not-For-Profit Corporation Law of the State of New York. CMI is a tax-exempt organization under Section 501(c)(3) of the U.S. Internal Revenue Code and, accordingly, is not subject to federal income taxes. As a not-for-profit organization, CMI is also exempt from New York State and New York City income and sales taxes.

#### NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

- A. CMI's financial statements have been prepared on the accrual basis of accounting. CMI adheres to accounting principles generally accepted in the United States of America ("U.S. GAAP").
- B. CMI classifies its net assets in the following three categories:
  - Unrestricted represents resources available for support of CMI's operations over which the Board of Directors has discretionary control.
  - Temporarily Restricted represents assets resulting from contributions and other inflows of assets
    whose use by CMI is limited by donor-imposed stipulations that either expire by the passage of time or
    can be fulfilled and removed by actions of CMI pursuant to those stipulations. When a 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 statements of activities
    as net assets released from restrictions.
  - Permanently Restricted represents those resources subject to donor-imposed stipulations that they be maintained intact in perpetuity by CMI. Currently, CMI has no permanently restricted net assets.
- C. Cash and cash equivalents consist of all highly liquid investments purchased with maturities of 3 months or less.
- D. Contributions receivable are recorded at net realizable value if expected to be collected in one year and, if material, multiyear receivables are recorded at the present value of their estimated future cash flows.
- E. Unconditional promises to give (pledges) are recorded as income when CMI is formally notified of the grants or contributions by the respective donors. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.
- F. As of September 30, 2012 and 2011, CMI determined that no allowance for doubtful accounts should be provided for contributions receivable. Such estimate is based on management's evaluation of the creditworthiness of its donors, a review of individual donor accounts outstanding, the aging of its receivables, as well as current economic conditions and historical loss experience.

#### NOTE 2—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

- G. Investments are stated at fair value. Fair value for investments traded publicly is based on published market prices. Fair values of investments not traded publicly have been estimated by management based on information provided by the fund managers, the general partners or the limited liability companies. Investment transactions are accounted for on the date the investments are purchased or sold (trade date). The realized gains from the sale of securities, capital gain distributions, interest and dividend income are recorded as earned.
- H. Property and equipment is stated at cost or contributed value less accumulated depreciation and amortization. CMI capitalizes property and equipment with a cost of \$3,000 or more and a useful life greater than one year. Depreciation is provided on a straight-line basis over the estimated useful lives of the assets. Leasehold improvements are amortized over the lesser of their useful lives or the term of the lease.
- 1. The costs of providing program and supporting services of CMI have been summarized on a functional basis in the accompanying financial statements. Accordingly, certain costs have been allocated among the program and supporting services benefited.
- J. The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and disclosure of contingencies. Actual results may differ from those estimates.
- K. Fair value measurements are based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. In order to increase consistency and comparability in fair value measurements, a fair value hierarchy prioritizes observable and unobservable inputs used to measure fair value into three levels, as described in Note 4.
- L. Donated securities are recorded at fair value at the date of donation.
- M. Donated services are recognized in the financial statements if the services or goods enhance or create non-financial assets or require specialized skills, provided by individuals possessing these skills and would typically need to be purchased if not provided by donation. CMI records contributions in kind at their fair value. For the years ended September 30, 2012 and 2011, CMI received professional services that amounted to approximately \$16,200 and \$402,000, respectively.
- N. CMI leases real property under an operating lease expiring in May 2023. For the years ended September 30, 2012 and 2011, CMI recorded an adjustment to rent expense to reflect its straight-lining policy that amounted to \$129,600 and \$23,158 respectively. Straight-lining of rent gives rise to a timing difference that is reflected as deferred rent in the accompanying statements of financial position.
- O. CMI has no uncertain tax positions as of September 30, 2012 and 2011 in accordance with Accounting Standards Codification ("ASC") Topic 740, *Income Taxes*, which provides standards for establishing and classifying any tax provision for uncertain tax positions.

#### **NOTE 3—CONTRIBUTIONS RECEIVABLE**

Contributions receivable are unconditional promises to give consisting of the following as of September 30, 2012 and 2011.

	2012	2011
Due in less than one year Due between one and five years	\$ 1,324,328 1,522,009	\$ 858,433 498,960
	2,846,337	1,357,393
Less unamortized present value discount	(24,762)	
	\$ 2,821,575	\$ 1,357,393

The pledges to be received after one year are discounted to present value at interest rates ranging from 0.68% to 2.35%.

#### NOTE 4—INVESTMENT

Investments have been established in connection with the deferred compensation plan for the President (see Note 11). Investments are subject to market volatility that could substantially change their value in the near term.

The fair value hierarchy defines three levels as follows:

Level 1: Valuations based on quoted prices (unadjusted) in an active market that are accessible at the measurement date for identical assets or liabilities. The fair value hierarchy gives the highest priority to Level 1 inputs.

Level 2: Valuations based on observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in inactive markets; or model-derived valuations in which all significant inputs are observable or can be derived principally from or corroborated with observable market data.

Level 3: Valuations based on unobservable inputs are used when little or no market data is available. The hierarchy gives lowest priority to Level 3 inputs.

In determining fair value, CMI utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible in its assessment of fair value. As of September 30, 2012, investments are carried at fair value, are classified as Level 3 and consist of CMI's participation as investor in a privately held entity.

Investment activity consists of the following for the year ended June 30, 2012:

Beginning balance	\$ -
Additions	342,000
Unrealized loss	(14,099)
Ending balance	\$ 327,901

#### NOTE 5—PROPERTY AND EQUIPMENT

Property and equipment consists of the following as of September 30, 2012 and 2011:

	2012	2011	Estimated <u>Useful Lives</u>
Computer software and hardware Furniture and equipment Leasehold improvements Construction in progress (see below)	\$ 738,199 1,009,452 1,762,812	\$ 635,766 766,339 1,247,511 100,000	3-5 years 5-10 years 12 years
Total cost	3,510,463	2,749,616	
Less: accumulated depreciation	809,235	301,207	
Net book value	\$ 2,701,228	<u>\$ 2,448,409</u>	

Depreciation expense amounted to \$508,028 and \$283,913 for the years ended September, 30, 2012 and 2011, respectively.

In March 2011, CMI relocated to a new location and entered into an agreement with a local contractor to renovate the premises. As of September 30, 2011, the estimated cost to complete the renovations was \$100,000. The renovations were completed and capitalized as leasehold improvements during FY 2012.

#### NOTE 6—DUE FROM RELATED PARTY

The Founder and President of CMI ("President") is also the majority member of the Child Mind Medical Practice (the "Practice"), a separate and distinct for-profit company. The President is involved in the management of both of these entities, while CMI's Board of Directors oversees and controls the policies, management and activities of CMI. The criteria of control and economic interest that might require consolidation of the two entities' financial statements under U.S. GAAP are not met. Procedures are in place to ensure the proper allocation of expenses between each organization. Pursuant to an agreement between CMI and the Practice, CMI shared certain costs (including capital expenditures) associated with the start of operations. As of September 30, 2012 and 2011, CMI was owed approximately \$779,000 and \$410,000, respectively, from the Practice for its share of these costs, including salaries and equipment that will be repaid according to a schedule determined by CMI.

#### NOTE 7—BANK LETTERS OF CREDIT

CMI obtained two letters of credit with a bank up to a maximum of \$2,828,588 that were set to expire on August 31, 2012. The letters of credit bear no interest. The letters of credit were issued relative to a certain lease agreement between CMI and a landlord (See Note 8). As of July 30, 2012, the Junior Letter of credit in the amount of \$1,400,000 was cancelled and the collateral released since all conditions outlined on the lease were met. The second letter of credit in the amount of \$1,428,588 was renewed and is set to expire on September 30, 2013. As of September 30, 2012, there was no outstanding balance. CMI incurred bank related fees, pertaining to the letter of credits of approximately \$15,000 and \$30,000 for the years ended September 30, 2012 and 2011, respectively. As of April 10, 2013, there was no outstanding balance.

#### NOTE 8—COMMITMENTS

CMI entered into an operating lease agreement in August 2010 for the New York office effective August 1, 2010 through May 31, 2023. Pursuant to this agreement, CMI received a base rent credit of \$1,190,490 to be applied to the rent expense from the commencement of this lease through June 30, 2011. In addition, CMI received leasehold improvement incentives from the landlord totaling \$701,169. As of September 30, 2012 and 2011, leasehold improvement incentives received by CMI was \$415,301 and \$285,868, respectively. In conjunction with this lease, CMI was required to obtain two separate letters of credit totaling \$2,828,588 to be held as security in the event of default (See Note 7). CMI has not defaulted on this lease through the date of this report and, accordingly, there have been no borrowings on these letters of credit.

Future minimum rental commitments for the years ended subsequent to September 30, 2012 are as follows:

2013	\$ 1,428,588
2014	1,428,588
2015	1,451,264
2016	1,564,644
2017	1,564,644
Thereafter	 9,263,146
Total	\$ 16,700,874

The rent expense for the year ended September 30, 2012 and 2011 amounted to approximately \$793,000 and \$468,000, respectively.

#### NOTE 9—TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are both time and purpose restricted. Temporarily restricted net assets consist of the following as of September 30, 2012 and 2011:

		2012		2011
Time restricted Time and purpose restricted	\$ —	2,427,009 753,024	\$	1,338,960 556,651
	\$	3.180.033	\$_	1,895,611

For the year ended September 30, 2012 and 2011, \$1,571,078 and \$1,049,261 of expenses incurred satisfied the restricted purposes set forth by the donors and were released from their restrictions. Net assets restricted as to time will be released from their restrictions in conjunction with their scheduled payment date (See Note 2B).

#### NOTE 10—EMPLOYEE RETIREMENT PLAN

CMI maintains an employee benefit plan under section 401(k) of the Internal Revenue Code (the "Plan") into which eligible employees may contribute a portion of their annual salaries. Under the terms of the plan, CMI may provide a discretionary matching contribution of the employees' contributions up to 6% of their annual salary to a maximum of \$10,000 per year. Pension expense for the year ended September 30, 2012 and 2011 amounted to \$69,056 and \$46,589, respectively.

#### NOTE 11—DEFERRED COMPENSATION

CMI has established a nonqualified deferred compensation plan (the "Plan") under Section 457(f) of the Internal Revenue Service Tax Code to encourage the continued employment of the Chief Executive Officer ("CEO"). Accordingly, CMI invested \$342,000 as a means for measuring and determining the amounts that may be paid to the CEO (See Note 4). Under the terms of the Plan, if the CEO is employed by CMI on September 30, 2014, CMI will pay the CEO the investment account on or before December 15, 2014 at its value on September 30, 2014. As of September 30, 2012, the balance in the account was \$327,901 and the deferred compensation liability was \$109,300, representing one third of the accrued balance. No amounts are payable to the CEO if the CEO is terminated or leaves before September 30, 2014.

#### NOTE 12—CONCENTRATIONS OF CREDIT RISK

Cash and cash equivalents that potentially subject CMI to a concentration of credit risk include cash accounts with banks that exceed the Federal Deposit Insurance Corporation ("FDIC") insurance limits. Interest bearing accounts are insured up to \$250,000 per depositor. Through December 31, 2012, non interest bearing accounts are fully insured. Beginning in 2013, noninterest bearing accounts are insured the same as interest bearing accounts. As of September 30, 2012 and 2011, there were approximately \$5,400,000 of cash and cash equivalents held by banks that exceeded FDIC limits. Such excess includes outstanding checks.

#### NOTE 13—RESTRICTED GRANT

In August 2012, the Practice and CMI entered into an amended restricted grant agreement whereby CMI would make one or more initial capital grants not to exceed \$1,750,000 in aggregate, to the Practice in order to enable the Practice to cover its start up costs and treatment of patients. For the year ended September 30, 2012, there were no additional capital grant contributions paid. As a result of this agreement, CMI recorded grant expenses amounting to \$0 and \$690,000 in September 30, 2012 and 2011, respectively.

#### **NOTE 14—SUBSEQUENT EVENT**

Management has evaluated, for potential recognition and disclosure, events subsequent to the statement of financial position date through April 10, 2013, the date the financial statements were available to be issued. No events have occurred subsequent to the statement of financial position date through April 10, 2013 that would require adjustment to or disclosure in the financial statements.