# THE FRENCH-AMERICAN FOUNDATION

# FINANCIAL STATEMENTS

DECEMBER 31, 2011

(WITH SUMMARIZED COMPARATIVE TOTALS FOR DECEMBER 31, 2010)

# THE FRENCH-AMERICAN FOUNDATION

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Accountants and Success Consultants\*

GRASSI & CO.



Accounting, Auditing, Tax, Litigation Support, Management & Technology Consulting

# **INDEPENDENT AUDITORS' REPORT**

To The Board of Directors The French-American Foundation New York, New York

We have audited the accompanying statement of financial position of The French-American Foundation at December 31, 2011, and the related statements of activities, functional expenses and cash flows for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from the Foundation's 2010 financial statements and, in our report dated November 10, 2011, we expressed an unqualified opinion on those financial statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit 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 audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The French-American Foundation at December 31, 2011, and the results of its operations and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Grassie Co., CPAS, P.C.

GRASSI & CO., CPAs, P.C.

Jericho, New York September 26, 2012

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An Independent Firm Associated with Moore Stephens International Limited

## THE FRENCH-AMERICAN FOUNDATION STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2011 (WITH SUMMARIZED COMPARATIVE TOTALS AT DECEMBER 31, 2010)

#### ASSETS

	<u>2011</u>	<u>2010</u>
Cash Investments, at fair value	\$ 450,821 1,535,792	\$ 424,409 1,868,776
Contributions receivable Security deposits and other assets	192,750 31,410	127,650 37,456
Works of art Furniture and equipment (net of accumulated depreciation	694,000	694,000
of \$78,018 in 2011)	 38,016	 25,471
Total Assets	\$ 2,942,789	\$ 3,177,762

#### LIABILITIES AND NET ASSETS

Liabilities			
Accounts payable and accrued expenses	\$ 107,0	033 \$	95,201
Deferred rent payable	23,8	389	7,332
Total Liabilities	130,9	922	102,533
Commitments			
Net Assets:			
Unrestricted	1,295,2	265	1,642,263
Temporarily restricted	1,516,0	602	1,432,966
Total Net Assets	2,811,8	367	3,075,229
Total Liabilities and Net Assets	\$ 2,942,	789 \$	3,177,762
	<u>+ -,-,</u>	<u> </u>	

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

## THE FRENCH-AMERICAN FOUNDATION STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2011 (WITH SUMMARIZED COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2010)

		2011						
			L	Inrestricted		emporarily Restricted	Total	 2010
OPERATING REVENUES AND OTHER SUPPORT Contributions and grants Special events	\$	642,730	\$	338,797	\$	735,820	\$ 1,074,617	\$ 860,631
Less: direct costs of special events Investment income allocated to operations Net assets released from restriction	Ψ	107,625		535,105 95,553 658,449		- 6,265 (658,449)	535,105 101,818 -	 485,650 123,326 -
Total Operating Revenues and Other Support				1,627,904		83,636	1,711,540	 1,469,607
OPERATING EXPENSES Program services Project implementation Supporting services				1,209,017		-	1,209,017	1,101,357
Management and general Fund raising and relationship development				152,440 430,079		-	152,440 430,079	 204,926 431,396
Total Operating Expenses				1,791,536		<u> </u>	1,791,536	 1,737,679
CHANGE IN NET ASSETS (DEFICIT) FROM OPERATIONS				(163,632)		83,636	(79,996)	(268,072)
INVESTMENT INCOME (LOSS) ALLOCATED TO NON-OPERATING REVENUES				(183,366)			(183,366)	 47,570
CHANGE IN NET ASSETS (DEFICIT)				(346,998)		83,636	(263,362)	(220,502)
NET ASSETS, BEGINNING OF YEAR				1,642,263		1,432,966	3,075,229	 3,295,731
NET ASSETS, END OF YEAR			\$	1,295,265	\$	1,516,602	\$ 2,811,867	\$ 3,075,229

The accompanying notes are an integral part of these financial statements. -3-

#### THE FRENCH-AMERICAN FOUNDATION STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2011 (WITH SUMMARIZED COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2010)

		PROGRAM	 SUPPORTING SERVICES			2011		2010		
	Im	Project plementation	 Management and General		Fund Raising and Relationship Development	 Direct Costs of Special Events		Total		Total
SALARIES	\$	402,976	\$ 84,682	\$	188,703	\$ -	\$	676,361	\$	637,654
BENEFITS AND PAYROLL TAXES		87,898	18,471		40,878	-		147,247		157,785
OCCUPANCY		92,745	10,272		27,286	-		130,303		123,879
INSURANCE		4,906	543		1,443	-		6,892		5,823
OFFICE EXPENSE		35,173	2,870		28,270	-		66,313		31,076
POSTAGE AND SHIPPING		3,639	219		2,677	-		6,535		9,568
DUPLICATION, PRINTING AND PUBLICATIONS		42,285	67		20,247	-		62,599		59,382
EQUIPMENT RENTAL AND MAINTENANCE		5,858	507		1,346	-		7,711		13,860
TELEPHONE		32,531	3,472		9,229	-		45,232		68,202
DEPRECIATION		8,285	918		2,438	-		11,641		11,455
PROJECT CONSULTING AND PROFESSIONAL FEES		196,489	29,962		89,020	-		315,471		335,893
TRANSPORTATION AND LODGING		154,808	76		3,636	-		158,520		202,060
CONFERENCE FACILITIES, MEETINGS AND CATERING		101,424	381		13,906	107,625		223,336		209,192
MISCELLANEOUS		40,000	 -		1,000	 -		41,000		10,000
TOTAL EXPENSES		1,209,017	152,440		430,079	107,625		1,899,161		1,875,829
LESS: EXPENSES DEDUCTED DIRECTLY FROM						107.007		107.007		100.150
REVENUES ON THE STATEMENT OF ACTIVITIES		<u> </u>	 <u> </u>		-	 107,625		107,625		138,150
TOTAL FUNCTIONAL EXPENSES	\$	1,209,017	\$ 152,440	\$	430,079	\$ 	\$	1,791,536	\$	1,737,679

2010

#### THE FRENCH-AMERICAN FOUNDATION STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2011 (WITH SUMMARIZED COMPARATIVE TOTALS FOR THE YEAR ENDED DECEMBER 31, 2010)

	<u>2011</u>	<u>2010</u>
CASH FLOWS FROM OPERATING ACTIVITIES: Change in net assets (deficit) Adjustments to reconcile change in net assets (deficit) to net cash used in operating activities:	\$ (263,362)	\$ (220,502)
Net realized and unrealized loss (gain) on investments Bad debt Depreciation Deferred rent	124,449 14,900 11,641 16,557	(140,717) 4,660 11,455 7,332
Changes in assets (increase) decrease: Contributions receivable Security deposits and other assets	(80,000) 6,046	(61,810) (9,368)
Changes in liabilities increase (decrease): Accounts payable and accrued expenses	 11,832	 4,678
NET CASH USED IN OPERATING ACTIVITIES	 (157,937)	 (404,272)
CASH FLOWS FROM INVESTING ACTIVITIES: Proceeds from sale of investments Purchase of investments Fixed asset acquisitions	 1,005,388 (796,853) (24,186)	 2,184,497 (1,855,695) (3,241)
NET CASH PROVIDED BY INVESTING ACTIVITIES	 184,349	 325,561
NET INCREASE (DECREASE) IN CASH	26,412	(78,711)
CASH, BEGINNING OF YEAR	 424,409	 503,120
CASH, END OF YEAR	\$ 450,821	\$ 424,409

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

## Note 1 - Nature of Operations

The French-American Foundation (the "Foundation") is a not-for-profit organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code ("IRC") and has been classified as a publicly supported charitable organization under Section 509(a)(1) of the IRC. The Foundation qualifies for the maximum charitable contribution deduction by donors. Its primary purpose is to strengthen relations between the United States and France by fostering cooperative projects among United States and French leaders and professionals in government, education and business. The Foundation's primary sources of revenue are contributions and special events.

The Foundation executes certain programs in conjunction with the French-American Foundation - France, which is an independent organization in France with a mission similar to that of the Foundation.

## Note 2 - Summary of Significant Accounting Policies

#### Summarized Comparative Totals

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended December 31, 2010, from which the summarized information was derived.

## **Basis of Presentation**

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets and revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

#### **Unrestricted Net Assets**

Net assets that are not subject to donor-imposed stipulations.

## Temporarily Restricted Net Assets

Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Foundation and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

## Note 2 - Summary of Significant Accounting Policies (cont'd.)

#### Use of Estimates

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

#### **Investments**

Investments are stated at fair value, which is determined based on quoted market prices of identical securities in an active market.

The Foundation has a "total return" policy with regards to spending of net investment income for operations. The total return to be spent is equal to 5% of the average fair market values of the investments for the prior twelve calendar quarters, and is reported as operating revenues. The balance of net investment income is reported as non-operating revenues.

## Fair Value of Financial Instruments

Fair value is defined as 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. To increase the comparability of fair value measurements, a three-tier fair value hierarchy, which prioritizes the inputs used in the valuation methodologies, is as follows:

Level 1 - Valuations based on quoted prices for identical assets and liabilities in active markets.

Level 2 - Valuations based on observable inputs other than quoted prices included in Level 1, such as quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets and liabilities in markets that are not active, or other inputs that are observable or can be corroborated by observable market data.

Level 3 - Valuations based on unobservable inputs reflecting the Foundation's own assumptions, consistent with reasonably available assumptions made by other market participants. These valuations require significant judgment.

At December 31, 2011, the fair value of the Foundation's financial instruments including cash, contributions receivable, accounts payable and accrued expenses, approximated book value due to the short maturity of these instruments.

Refer to Note 5 - Fair Value Measurements for assets measured at fair value.

# Note 2 - Summary of Significant Accounting Policies (cont'd.)

## Allowance for Doubtful Accounts

The Foundation determines whether an allowance for uncollectibles should be provided for contributions receivable. Such estimates are based on management's assessment of the aged basis of its contributions and other sources, current economic conditions and historical information. Contributions receivable are written off against the allowance for doubtful accounts when all reasonable collection efforts have been exhausted. At December 31, 2011, management has determined that no allowance for doubtful accounts is necessary.

#### Works of Art

Works of art are recorded at fair value at the date of donation.

#### Furniture and Equipment

Furniture and equipment is stated at cost. The costs of additions and betterments are capitalized when they exceed \$1,000 and a useful life of over one year, and expenditures for repairs and maintenance are expensed in the period incurred. When items of furniture and equipment are sold or retired, the related costs and accumulated depreciation are removed from the accounts and any gain or loss is included in income.

Depreciation of furniture and equipment is provided utilizing the straight-line method over the estimated useful lives of the respective assets as follows:

Furniture	7 years
Equipment	5 years

## Contributions and Contributions Receivable

The Foundation reports gifts of cash or 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 statement of activities as net assets released from restrictions.

Contributions, including unconditional promises to give, are recorded as pledged. All contributions are available for unrestricted use unless specifically restricted by the donor. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Unconditional promises to give due in the next year are recorded at their net realizable value. Unconditional promises to give due in subsequent years are reported at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the pledges are to be received. The Foundation does not accrue interest on past due receivables.

## Note 2 - Summary of Significant Accounting Policies (cont'd.)

#### Functional Allocation of Expenses

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

#### Accounting for Uncertainty in Income Taxes

The Foundation adopted the provisions pertaining to uncertain tax provisions of Financial Accounting Standards Board ("FASB") Accounting Standards Codification ("ASC") Topic 740, *Income Taxes*, and has determined that there are no material uncertain tax positions that require recognition or disclosure in the financial statements.

#### New Accounting Pronouncements

In May 2011, the FASB issued Accounting Standards Update ("ASU") No. 2011-04, *Fair Value Measurement (Topic 820): Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRS*. This ASU represents the converged guidance of the FASB and the IASB (the "Boards") on fair value measurement. The collective efforts of the Boards and their staffs, reflected in ASU No. 2011-04, have resulted in common requirements for measuring fair value and for disclosing information about fair value measurements, including a consistent meaning of the term "fair value." The Boards have concluded the common requirements will result in greater comparability of fair value measurements presented and disclosed in financial statements prepared in accordance with U.S. GAAP and IFRS.

The amendments to the FASB Accounting Standards Codification in this ASU are to be applied prospectively. For nonpublic entities, the amendments are effective for annual periods beginning after December 15, 2011. Nonpublic entities may apply the amendments in ASU No. 2011-04 early, but no earlier than for interim periods beginning after December 15, 2011. The Foundation has not yet determined whether the adoption of this standard will have a material impact on its financial statements.

#### Note 3 - Concentration of Credit Risk

The Foundation maintains cash balances in several financial institutions. Interest-bearing balances are insured by the Federal Deposit Insurance Corporation ("FDIC") for up to \$250,000 per institution. In addition, all funds in noninterest-bearing accounts are insured by the FDIC through December 31, 2012. From time to time, the Foundation's balances may exceed these limits.

#### Note 4 - Investments

Included in the statement of activities are realized losses on investments of \$38,384 and unrealized losses of \$86,065 for the year ended December 31, 2011.

Investment income (loss) consisted of the following:	
Interest and dividends	\$ 42,901
Net realized and unrealized loss on investments	 (124,449)
	\$ (81,548)
Allocated to operations	
Spending formula of 5%	\$ 101,818
Allocated to non-operating revenues	 (183,366)
	\$ (81,548)

## Note 5 - Fair Value Measurements

The Foundation measures its marketable securities at fair value. Fair value is an exit price, representing the amount that would be received on the sale of an asset or that would be paid to transfer a liability in an orderly transaction between market participants. As a basis for considering such assumptions, a three-tier fair value hierarchy is used which prioritizes the inputs in the valuation methodologies in measuring fair value.

#### Fair Value Hierarchy

The methodology for measuring fair value specifies a hierarchy of valuation techniques based upon whether the inputs to those valuation techniques reflect assumptions other market participants would use based upon market data obtained from independent sources (observable inputs) or reflect the Foundation's own assumptions of market participant valuation (unobservable inputs).

## Items Measured at Fair Value on a Recurring Basis

The following table presents the Foundation's assets that are measured at fair value on a recurring basis at December 31, 2011:

		Total	Level 1		vel 1 Level 2		Level 3	
Investments:								
Equity securities	¢	206 704	¢	206 704	¢	0	¢	0
Domestic	\$	296,794	\$	296,794	\$	-0-	\$	-0-
International		442,715		442,715		-0-		-0-
Mutual funds								
Fixed income		653,149		653,149		-0-		-0-
Other		<u>143,134</u>		<u>143,134</u>		-0-		-0-
Total assets								
measured at fair value	\$	1,535,792	\$	1,535,792	\$	-0-	\$	-0-
		-10						

## Note 6 - Contributions Receivable

All unconditional pledges receivable have been recorded at net realizable value and are due within one year.

## Note 7 - Works of Art

During 1997, the Foundation received a collection of Louis XV and Louis XVI furniture and decorative objects. At that time, the collection was independently appraised by Christie's in New York City and valued at \$686,000. In 1998, as stipulated by the donor, these items were displayed in the Cultural Services of the French Embassy in New York City. The collection is maintained by the Cultural Services for public exhibition in furtherance of the Foundation's mission. It is important to note, however, that while the Foundation holds formal title to this asset, the Foundation has lent it to the French Government for an indefinite term; and therefore, does not have sole discretion over the conditions under which it may be monetized or otherwise disposed of; and therefore, its actual value to the Foundation may be conditioned by the inability on the part of the Foundation to realize, within a foreseeable future, a monetary value for this asset.

This consists of the following works:

Bronze Statue of General Charles De Gaulle Louis XV and XVI collection of decorative elements	\$	8,000 <u>686,000</u>
Total appraised value	<u>\$</u>	694,000

## Note 8 - Line of Credit

Pursuant to an arrangement with a financial institution, the Foundation may borrow up to \$100,000 under a revolving line of credit. The line of credit has no maturity date and is secured by all assets of the Foundation. Interest is payable at prime plus 4.2%, which at December 31, 2011 totaled 7.45%. At December 31, 2011, the Foundation had no related debt outstanding.

## Note 9 - Temporarily Restricted Net Assets

At December 31, 2011, temporarily restricted net assets were available for the following restricted purposes:

EHT Fund	\$ 886,219
Bicentennial Fund	368,344
Courants	125,636
Journalism	131,661
Leaders in the Making	<u>4,742</u>
	\$ 1,516,602

## Note 9 - Temporarily Restricted Net Assets (cont'd.)

Net assets were released from restrictions during the year ended December 31, 2011 by incurring expenses satisfying the following restricted purposes:

Translation Prize	\$	79,010
Young Leaders/Young Leaders Circle		232,517
Courants		89,047
Breakfast Roundtables		40,513
Sustainable City		25,000
Infrastructure		107,500
Journalism		68,339
Leaders in the Making		10,258
Tuck Speaker Series		6,265
	<u>\$</u>	<u>658,449</u>

#### Note 10 - Commitments

The Foundation leases office space and has noncancellable operating leases for equipment until July 2020, which requires future minimum rental payments as follows:

#### Years Ending December 31:

2012	\$ 109,754
2013	112,341
2014	114,695
2015	118,096
2016	124,789
Thereafter	472,906
	\$ 1,052,581

Rent expense charged to operations for the year ended December 31, 2011 amounted to \$117,348. During the year ended December 31, 2011, actual cash paid for rent was \$100,789.

#### Note 11 - Retirement Expense

The Foundation sponsors a noncontributory defined contribution plan which qualifies under Section 403(b) of the Internal Revenue Code. All full-time employees are eligible after they have completed one month of service. During 2011, the Foundation's expense was \$18,120.

## Note 12 - Subsequent Events

The Foundation has evaluated all events or transactions that occurred after December 31, 2011 through the date of these financial statements, which is the date that the financial statements were available to be issued. During this period, there were no material subsequent events requiring disclosure.

SUPPLEMENTARY INFORMATION

# **INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY INFORMATION**

To the Board of Directors The French-American Foundation New York, New York

We have audited the financial statements of The French-American Foundation at and for the year ended December 31, 2011, and our report thereon dated September 26, 2012, which expressed an unqualified opinion on those financial statements, appears on page one. Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of temporarily restricted program activities is presented for the purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Grassie Co., CPAS, P.C.

GRASSI & CO., CPAs, P.C.

Jericho, New York September 26, 2012

# THE FRENCH-AMERICAN FOUNDATION SUPPLEMENTARY INFORMATION SCHEDULE OF TEMPORARILY RESTRICTED PROGRAM ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2011

		et Assets at nning of Year	-		Total		Net Assets Released from Restriction		Ne Er	
EHT FUND	\$	886,219	\$	-	\$	886,219	\$	-	\$	
BICENTENNIAL FUND		368,344		-		368,344		-		
TRANSLATION PRIZE		-		79,010		79,010		79,010		
YOUNG LEADERS/YOUNG LEADERS CIRCLE		62,017		170,500		232,517		232,517		
COURANTS		76,873		137,810		214,683		89,047		
BREAKFAST ROUNDTABLES		39,513		1,000		40,513		40,513		
SUSTAINABLE CITY		-		25,000		25,000		25,000		
INFRASTRUCTURE		-		107,500		107,500		107,500		
JOURNALISM		-		200,000		200,000		68,339		
LEADERS IN THE MAKING		-		15,000		15,000		10,258		
TUCK SPEAKER SERIES		-		6,265		6,265		6,265		_
TOTAL FUNCTIONAL EXPENSES	<u>\$</u>	1,432,966	\$	742,085	\$	2,175,051	\$	658,449	\$	_

See independent auditors' report on supplementary information.

Net Assets at End of Year	
886,219	
368,344	
-	
-	
125,636	
-	
-	
-	
131,661	
4,742	
-	
1,516,602	