



Communities In Schools, Inc.

Audited Financial Statements  
and Other Financial Information

*Years ended September 30, 2010 and 2009  
with Report of Independent Auditors*

Communities In Schools, Inc.

Audited Financial Statements  
and Other Financial Information

Years ended September 30, 2010 and 2009

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## Report of Independent Auditors

Board of Directors  
Communities In Schools, Inc.  
Arlington, Virginia

We have audited the accompanying statements of financial position of Communities In Schools, Inc (“CIS”) as of September 30, 2010 and 2009, and the related statements of activities and cash flows and for the years then ended. These financial statements are the responsibility of CIS’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 consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of CIS’s internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, 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 CIS as of September 30, 2010 and 2009, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying statement of functional expenses on page 15 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information has been subjected to the auditing procedures applied in our audit of the financial statements and, in our opinion, is fairly stated in all material respects in relation to the financial statements taken as a whole.

*Johnson Lambert & Co. LLP*

Falls Church, Virginia  
February 11, 2011

Communities In Schools, Inc.

Statements of Financial Position

	September 30,	
	2010	2009
<b>Assets</b>		
Cash and cash equivalents	\$ 3,988,719	\$ 5,188,083
Cash held for restricted purposes	128,512	1,223,424
Investments	9,242,460	343,227
Pledges receivable, net	5,770,413	8,127,658
Government grants receivable	431,772	25,126
Other assets	183,801	95,618
Furniture and equipment, net	130,189	137,414
	<u>19,875,866</u>	<u>15,140,550</u>
Total assets	<u>\$ 19,875,866</u>	<u>\$ 15,140,550</u>
<b>Liabilities and net assets</b>		
Liabilities:		
Accounts payable and accrued liabilities	\$ 961,242	\$ 821,777
Deferred rent	321,414	255,363
	<u>1,282,656</u>	<u>1,077,140</u>
Total liabilities	<u>1,282,656</u>	<u>1,077,140</u>
Net assets:		
Unrestricted	2,144,325	2,002,443
Temporarily restricted	7,589,249	11,060,967
Permanently restricted	8,859,636	1,000,000
	<u>18,593,210</u>	<u>14,063,410</u>
Total net assets	<u>18,593,210</u>	<u>14,063,410</u>
Total liabilities and net assets	<u>\$ 19,875,866</u>	<u>\$ 15,140,550</u>

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

Communities In Schools, Inc.

Statement of Activities and Changes in Net Assets

Year ended September 30, 2010

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Support and revenue</b>				
Corporate, foundation and individual contributions	\$ 4,468,633	\$ 4,614,962	7,859,636	\$ 16,943,231
Grants—governmental agencies	1,401,559	-	-	1,401,559
Investment income	70,280	-	-	70,280
Net assets released from restrictions:				
Satisfaction of program restrictions	8,086,680	(8,086,680)	-	-
Total support and revenue	<u>14,027,152</u>	<u>(3,471,718)</u>	<u>7,859,636</u>	<u>18,415,070</u>
<b>Expenses</b>				
Program services:				
Advocacy	849,226	-	-	849,226
Public awareness and communications	1,513,623	-	-	1,513,623
Network operations	9,955,154	-	-	9,955,154
Total program services	<u>12,318,003</u>	<u>-</u>	<u>-</u>	<u>12,318,003</u>
Supporting services:				
General and administrative	351,731	-	-	351,731
Fundraising	1,215,536	-	-	1,215,536
Total supporting services	<u>1,567,267</u>	<u>-</u>	<u>-</u>	<u>1,567,267</u>
Total expenses	<u>13,885,270</u>	<u>-</u>	<u>-</u>	<u>13,885,270</u>
Change in net assets	141,882	(3,471,718)	7,859,636	4,529,800
Net assets, beginning of year	<u>2,002,443</u>	<u>11,060,967</u>	<u>1,000,000</u>	<u>14,063,410</u>
Net assets, end of year	<u>\$ 2,144,325</u>	<u>\$ 7,589,249</u>	<u>\$ 8,859,636</u>	<u>\$ 18,593,210</u>

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

Communities In Schools, Inc.

Statement of Activities and Changes in Net Assets

Year ended September 30, 2009

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>Support and revenue</b>				
Corporate, foundation and individual contributions	\$ 5,110,497	\$ 9,643,450	1,000,000	\$ 15,753,947
Grants-governmental agencies	1,000,116	-	-	1,000,116
Other revenue	38,850	-	-	38,850
Investment income	68,947	-	-	68,947
Net assets released from restrictions:				
Satisfaction of program restrictions	7,505,706	(7,505,706)	-	-
Total support and revenue	13,724,116	2,137,744	1,000,000	16,861,860
<b>Expenses</b>				
Program services:				
Advocacy	821,455	-	-	821,455
Public awareness and communications	1,719,013	-	-	1,719,013
Network operations	8,384,915	-	-	8,384,915
Total program services	10,925,383	-	-	10,925,383
Supporting services:				
General and administrative	445,991	-	-	445,991
Fundraising	1,336,168	-	-	1,336,168
Total supporting services	1,782,159	-	-	1,782,159
Total expenses	12,707,542	-	-	12,707,542
Change in net assets	1,016,574	2,137,744	1,000,000	4,154,318
Net assets, beginning of year	985,869	8,923,223	-	9,909,092
Net assets, end of year	\$ 2,002,443	\$ 11,060,967	\$ 1,000,000	\$ 14,063,410

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

Communities In Schools, Inc.

Statements of Cash Flows

	Year ended September 30,	
	2010	2009
<b>Cash flows from operating activities</b>		
Change in net assets	\$ 4,529,800	\$ 4,154,318
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Change in fair value of investments	(24,976)	3,218
Depreciation and amortization	23,869	18,900
Donated securities	(6,872,639)	(5,420)
Contributions restricted for long term investment	(986,997)	(1,000,000)
Present value discount	(133,824)	235,829
Changes in assets and liabilities:		
Pledges receivable	2,491,069	(3,122,172)
Government grants receivable	(406,646)	53,251
Other assets	(88,183)	(78,719)
Accounts payable and accrued liabilities	139,465	14,982
Deferred rent	66,051	201,016
Net cash (used in) provided by operating activities	<u>(1,263,011)</u>	<u>475,203</u>
<b>Cash flows from investing activities</b>		
Purchase of investments	(26,644,369)	(18,353)
Sale of investments	17,770,112	4,699
Purchase of furniture and equipment	(16,644)	(116,080)
Net cash used in investing activities	<u>(8,890,901)</u>	<u>(129,734)</u>
<b>Cash flows from financing activities</b>		
Contributions to be held permanently	7,859,636	1,000,000
Principal payment on capital lease	-	(15,310)
Net cash used in financing activities	<u>7,859,636</u>	<u>984,690</u>
Change in cash and cash equivalents	(2,294,276)	1,330,159
Cash and cash equivalents, beginning of year	<u>6,411,507</u>	<u>5,081,348</u>
Cash and cash equivalents, end of year	<u>\$ 4,117,231</u>	<u>\$ 6,411,507</u>
<b>Cash and cash equivalents</b>		
Cash and cash equivalents	\$ 3,988,719	\$ 5,188,083
Cash held for restricted purpose	128,512	1,223,424
	<u>\$ 4,117,231</u>	<u>\$ 6,411,507</u>

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

# Communities In Schools, Inc.

## Notes to Financial Statements

*Years ended September 30, 2010 and 2009*

### **Note A – Organization and Significant Accounting Policies**

#### *Organization*

Communities In Schools, Inc. (CIS) was incorporated in Georgia on April 28, 1977, and commenced operations in June 1977. CIS is a not-for-profit corporation, the purpose of which is to surround students with a community of support, empowering them to stay in school and achieve in life.

CIS works through three primary areas to achieve its mission:

Public Awareness and Communications – Building awareness of America’s dropout problem and positioning CIS as a solution to this problem.

Network Operations – Working with CIS state offices and local affiliates to build capacity within the CIS network as well as evaluating and disseminating evidence-based program practices.

Advocacy – Educating legislators, public officials, and the general public on a non-partisan basis on the types of and benefits of public policies conducive to improving public education, by means of research, publications, lectures and legislative involvement.

#### *National and Local Organizations*

CIS developed a replication plan to build a network of locally supported not-for-profit organizations responsible for implementing CIS programs in local communities. CIS’s separately incorporated local organizations’ activities are not included in CIS’s financial statements. There were 13 state and 191 local CIS organizations at September 30, 2010.

#### *Basis of Presentation*

The accompanying financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP) promulgated by the Financial Accounting Standards Board Accounting Standards Codification (ASC or the guidance). Consequently, revenue is recognized when earned and expense is recognized when the obligation is incurred. Additionally, as required by GAAP CIS reports its net assets as follows:

Unrestricted net assets – represents resources that have met all applicable restrictions and are considered to be available for unrestricted use.



## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### **Note A – Organization and Significant Accounting Policies (Continued)**

##### *Basis of Presentation (continued)*

Temporarily restricted net assets – represents resources subject to donor-imposed stipulations on the use of the assets that may be met by actions of CIS or by the passage of time.

Permanently restricted net assets – represents resources subject to donor-imposed stipulations that CIS maintain the principal in perpetuity. Generally, the donors of these assets permit CIS to use all or part of the income earned on related investments for either general or donor-specified purposes. In fiscal years 2010 and 2009, CIS received \$7,859,636 and \$1,000,000 in permanently restricted contributions, respectively.

##### *Use of Estimates*

The preparation of financial statements in conformity with GAAP 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.

##### *Cash and Cash Equivalents*

CIS considers all cash and highly liquid short-term investments with an original maturity of three months or less to be cash equivalents. Throughout the year, CIS has cash balances in financial institutions that are in excess of Federal Deposit Insurance Corporation (FDIC) coverage. Management does not consider these balances to be a significant credit risk.

##### *Cash Held for Restricted Purposes*

CIS maintains certain moneys as collateral under the terms of its corporate office-operating lease. These moneys are reflected as cash held for restricted purposes on the statement of financial position. Cash held for restricted purposes as of September 30, 2009 also includes the permanently restricted contribution received during 2009.

##### *Investments and Fair Value Measurements*

Investments are recorded at market value. Investment income or loss, including realized and unrealized gains and losses, is included in the statement of activities as an increase or decrease in unrestricted net assets unless the income or loss is restricted by donor or law.

Recent changes in accounting standards refined the definition of fair value, established a framework and hierarchy for measuring fair value and expanded disclosures about fair value measurements.

## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### **Note A – Organization and Significant Accounting Policies (Continued)**

##### *Investments and Fair Value Measurements (continued)*

The new standard established a three-level hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The levels of the hierarchy and those investments included in each are as follows:

Level 1 – Inputs to the valuation methodology are quoted (unadjusted) for identical assets or liabilities traded in active markets.

Level 2 – Inputs to the valuation methodology include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability and market-corroborated inputs.

Level 3 – Inputs to the valuation methodology are unobservable for the asset or liability are significant to the fair value measurement.

Fair values are based on quoted market prices when available (Level 1). When market prices are not available, fair value is generally estimated using current market inputs for similar financial instruments with comparable terms and credit quality, commonly referred to as matrix pricing (Level 2). In instances where there is little or no market activity for the same or similar instruments, estimates of fair value are made using methods, models and assumptions that management believes are relevant to the particular asset or liability. This may include discounted cash flow analysis or other income based approaches (Level 3). These valuation techniques involve some level of management estimation and judgment. Where appropriate, adjustments are included to reflect the risk inherent in a particular methodology, model or input used and are reflective of the assumptions that market participants would use in valuing assets or liabilities.

##### *Pledges Receivable*

Pledges receivable that are expected to be collected within one year are reported net of any estimated uncollectible amounts. Pledges expected to be collected beyond one year are discounted to present value using the United States Treasury risk-adjusted rates according to their corresponding terms.

## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### **Note A – Organization and Significant Accounting Policies (Continued)**

##### *Furniture and Equipment*

Office furniture and equipment are stated at cost when acquired, or fair value when donated. All furniture and equipment greater than \$5,000 are capitalized at cost. Depreciation is recorded using the straight-line method over the estimated useful life of the asset, ranging from three to five years.

##### *Functional Allocation of Expenses*

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

##### *Support and Revenues*

Revenue and expenses are recognized in the period in which services or benefits are provided or received.

CIS receives grants and enters into contracts with the U.S. government, foundations, and corporations that primarily provide for cost reimbursement to CIS. Revenue from these grants and contracts is classified as unrestricted and is recognized as reimbursable expenditures as incurred. Grants receivable represent amounts expended and not yet reimbursed under a Federal grant awarded to CIS.

CIS recognizes contributions received, including unconditional promises to give (pledges), as revenue in the period received at their estimated present value. Contributions received are reported as unrestricted support, temporarily restricted support or permanently restricted support. Temporarily restricted net assets become unrestricted when the time restrictions expire or when the contributions are used for their restricted purpose, at which time they are reported in the statement of activities as satisfaction of program restrictions. Promises to contribute that stipulate conditions to be met before the contribution is made are not recognized until the conditions are met. Permanently restricted support represents resources subject to donor-imposed stipulations that CIS maintain the principal in perpetuity, and use of related income earned on related investments for either general or donor-specified purposes.

##### *Life Trust*

During 1985, CIS was granted an interest in a trust benefiting a donor for the donor's lifetime. Income from CIS's interest in the trust was \$264,630 and \$251,832 in 2010 and 2009, respectively. Because it is not practicable to estimate the present value of these gifts, CIS accounts for trust distributions as contribution revenue when received.

## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### **Note A – Organization and Significant Accounting Policies (Continued)**

##### *Income Tax Status*

CIS is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (IRC) and has been classified by the Internal Revenue Service as a publicly supported organization. Management has concluded that CIS has properly maintained their exempt status. In accordance with US GAAP, CIS has concluded that there are no uncertain tax positions and has further concluded that revenue within the statement of activities has been properly classified as exempt for the year ended September 30, 2010. Tax years for years ending September 30, 2008-2010 are subject to examination by taxing authorities; there are no examinations being conducted.

##### *Subsequent Events*

CIS has evaluated subsequent events for disclosure and recognition through February 11, 2011, the date on which these financial statements were available to be issued. All material subsequent events have been disclosed as of that date.

##### *Endowment Funds*

CIS reports its endowment activity in accordance with the accounting guidance for Endowments of Not-for-Profit Organizations, which provides guidance on the net asset classification of donor-restricted endowment funds for a not-for-profit organization that is subject to an enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA). CIS has made the required disclosures in Note J, *Endowment Funds*.

##### *Reclassifications*

Certain 2009 amounts have been reclassified to conform with 2010 presentation.

#### **Note B – Pledges Receivable**

Pledges receivable represent unconditional promises to give by donors. Multi-year pledges were discounted using the rates ranging from 2.24% to 2.60%. At September 30, pledges receivable are comprised as follows:

	2010	2009
Receivable within one year	\$ 3,680,708	\$ 3,921,777
Receivable in one to three years	2,250,000	4,500,000
	<u>5,930,708</u>	<u>8,421,777</u>
Discount to present value	(160,295)	(294,119)
Pledges receivable, net	<u>\$ 5,770,413</u>	<u>\$ 8,127,658</u>

Communities In Schools, Inc.

Notes to Financial Statements (Continued)

**Note C – Investments and Fair Value Measurements**

Investments at September 30 are comprised of the following and are classified in accordance with the GAAP fair value hierarchy as Level 1:

	2010	2009
Morgan Stanley Tax Free Daily Income Trust	\$ 3,653,106	\$ 15,707
Money Market funds	1,000,000	5,007
Corporate Bonds	4,221,697	12,073
Mutual funds	367,657	310,440
Total investments	<u>\$ 9,242,460</u>	<u>\$ 343,227</u>

Investment earnings recorded in the statement of activities consisted of the following for the year ended September 30:

	2010	2009
Interest and dividends	\$ 45,304	\$ 72,165
Change in market value	24,976	(3,218)
Net investment earnings	<u>\$ 70,280</u>	<u>\$ 68,947</u>

**Note D – Furniture and Equipment**

Furniture and equipment consist of the following as of September 30:

	2010	2009
Furniture	\$ 121,179	\$ 121,179
Equipment	78,803	206,318
	199,982	327,497
Accumulated depreciation and amortization	(69,793)	(190,083)
Furniture and equipment, net	<u>\$ 130,189</u>	<u>\$ 137,414</u>

## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### **Note E – Related Parties**

CIS receives cash from grants and contributions designated by the grantors to be given to specific state and local CIS affiliates. The total amount held by CIS and owed to affiliates was \$144,301 and \$0 as of September 30, 2010 and 2009, respectively

Certain members of the CIS Board of Directors have made contributions and/or pledges to CIS. These contributions approximated 59 percent and 12 percent of CIS's total support and revenues in 2010 and 2009, respectively. The contributions received were made to support the general operations of CIS and specified programs such as the Fellows program, designating funds for a CIS affiliate and the endowment fund.

#### **Note F – In Kind Contributions**

During fiscal year 2009 independently owned radio and television stations donated airtime to CIS. Total donated advertising time recorded for fiscal year 2009 was \$578,000 and was recorded at its fair market value as determined by Multivu, Inc. which is an independent media distribution and monitoring company. For fiscal year 2010 there was no donated airtime to CIS.

For the year ended September 30, 2009 donated services were recorded as unrestricted contributions with the corresponding expense being included as part of the public awareness and communications program in the statement of activities.

#### **Note G – Defined Contribution Pension Plan**

CIS sponsors a defined contribution pension plan (the Plan). Benefits of the Plan are provided through the purchase of fixed-dollar annuities and variable annuities. All CIS employees are eligible to participate in the Plan immediately upon hiring. The employee is eligible to receive CIS's voluntary and matching contributions after they have completed one full year of service with CIS. At the Board's discretion, CIS makes contributions equal to 2 percent of an employee's salary and will match an employee's contribution up to 4 percent. CIS contributed \$133,034 and \$134,468 to the Plan in 2010 and 2009, respectively.

The Plan is exempt from federal income taxes under Section 403(b) of the IRC. CIS is the Plan administrator.

## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### Note H – Commitments

CIS has entered into a non-cancelable operating lease agreement for office space in Arlington, Virginia. The lease commenced on April 15, 2009 and expires on October 15, 2019. Under this operating lease, the rent charged to CIS escalates at predetermined rates. Under GAAP, CIS must record its rent expense on a straight-line basis over the life of the lease resulting in the difference between the straight-lined expense and cash outlay as deferred rent in the statement of financial position.

CIS holds an Irrevocable Standby letter of credit with Wachovia Bank as a requirement of the lease agreement noted above. The letter of credit amount was \$128,512 and \$127,578 for 2010 and 2009, respectively.

Rent expense was \$553,388 and \$781,945 in fiscal years 2010 and 2009, respectively. Future minimum payments required under the above lease are as follows:

2011	\$ 525,043
2012	540,795
2013	557,018
2014	573,729
Thereafter	<u>3,162,443</u>
Total	<u>\$ 5,359,028</u>

#### Note I – Temporarily and Permanently Restricted Net Assets

The temporarily restricted net assets of CIS are available for the following programs or purposes as of September 30, 2010 and 2009:

	<u>2010</u>	<u>2009</u>
Public awareness and communications	\$ 13,613	\$ 294,253
Network operations	7,567,118	10,412,814
General & administrative	8,518	335,437
Fundraising	-	18,463
	<u>\$ 7,589,249</u>	<u>11,060,967</u>

Temporarily restricted net assets are available for use in programs specified by donors. The net assets released from donor restrictions, \$8,086,680 and \$7,505,706 for the years ended September 30, 2010 and 2009, respectively, are attributable to expenses incurred related to these specific programs. Of the total release, approximately 88% related to Network operations; 5% related to Public awareness and communications; 7% related to General & administrative and 1% related to Fundraising, for both 2010 and 2009. The permanently restricted net assets were \$8,859,636 and \$1,000,000 in 2010 and 2009, respectively.

## Communities In Schools, Inc.

### Notes to Financial Statements (Continued)

#### **Note J – Endowment Funds**

CIS's endowment funds consist of an individual donor fund as of September 30, 2010 and 2009 established for various purposes. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The changes in the endowment net assets are as follows for the years ended September 30:

	Unrestricted Net Assets	Temporarily Restricted Net Assets	Permanently Restricted Net Assets	Total Endowment Net Assets
Beginning of year, 2009	\$ -	\$ -	\$ -	\$ -
Contributions	-	-	1,000,000	1,000,000
Investment earnings	-	3,401	-	3,401
Release from restriction	3,401	(3,401)	-	-
End of year, 2009	3,401	-	1,000,000	1,003,401
Contributions	-	-	7,859,636	7,859,636
Investment earnings	-	2,935	-	2,935
Release from restriction	2,935	(2,935)	-	-
End of year, 2010	<u>\$ 6,336</u>	<u>\$ -</u>	<u>\$ 8,859,636</u>	<u>\$ 8,865,972</u>

#### *Classification Policy*

For donor-restricted endowment funds absent explicit donor stipulations to the contrary, CIS applies the policy of requiring the preservation of the fair value of the original gift as of the gift date. Accordingly, CIS classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the organization in a manner consistent with their policy.

#### **Note K – Risks and Uncertainties**

CIS invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and those such changes could materially affect the amounts reported in the statement of financial position.



Communities In Schools, Inc.

Statement of Functional Expenses

*For the Year Ended September 30, 2010 (with 2009 Summary)*

	Public						
	Awareness & Communication	Network Operations	Advocacy	General & Administrative	Fundraising	Total	2009 Total
Salaries	\$ 536,927	\$ 1,806,430	\$ 414,773	\$ 623,202	\$ 713,965	\$ 4,095,297	\$ 3,549,510
Employee benefits	75,680	322,848	75,588	94,829	127,698	696,643	698,346
Employee training	213	4,677	951	6,395	2,000	14,236	22,025
Network Investment		4,978,138				4,978,138	4,382,215
Other contracted services	460,556	1,309,605	157,754	94,582	72,131	2,094,628	1,380,267
Travel	21,364	450,719	28,903	8,455	23,583	533,024	354,409
Rent	78,549	240,010	44,363	109,735	80,731	553,388	781,945
Advertising	128,469	500		8,498		137,467	663,592
Scholarships		15,666				15,666	5,750
Conferences, meetings & convention	431	11,877	1,451	1,276	1,602	16,637	24,905
Meals & entertainment	6,558	87,331	11,471	4,504	12,642	122,506	147,538
Printing	2,078	1,738	530	9,968	498	14,812	53,749
Accounting & audit services				37,083		37,083	33,520
Interest expense						-	1,059
Telephone	457	9,056	452	67,087	395	77,447	83,489
Payroll outsourcing services				59,805		59,805	56,540
Hardware & software purchases	60	45,414	240	61,978	120	107,812	40,246
Postage & shipping	18,025	2,597	929	1,745	1,703	24,999	22,030
Office supplies	1,968	10,677	992	18,563	1,302	33,502	213,779
Equipment rental & maintenance		885	2,213	43,134	5,865	52,097	53,380
Insurance		60	151	24,459	90	24,760	25,106
Computer services	19,197	19,471	414	3,665	207	42,954	30,339
Legal services		3,496		14,634		18,130	1,652
Depreciation				23,869		23,869	18,900
Dues & subscriptions	8,328	17,869	16,939	3,623	10,789	57,548	23,524
Bank & merchant fees				14,211		14,211	7,730
Corporate taxes				17,371		17,371	10,373
Miscellaneous expense	1,487	5,823	4,539	6,710	2,681	21,240	21,624
Indirect allocation	153,276	610,267	86,573	(1,007,650)	157,534	-	-
<b>Total</b>	<b>\$ 1,513,623</b>	<b>\$ 9,955,154</b>	<b>\$ 849,226</b>	<b>\$ 351,731</b>	<b>\$ 1,215,536</b>	<b>\$ 13,885,270</b>	<b>\$ 12,707,542</b>