# THE OCEAN FOUNDATION **FINANCIAL STATEMENTS JUNE 30, 2010**

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FINANCIAL STATEMENTS
JUNE 30, 2010

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#### INDEPENDENT AUDITOR'S REPORT

Board of Directors The Ocean Foundation Washington, DC

We have audited the accompanying statement of financial position of The Ocean Foundation (a nonprofit organization) as of June 30, 2010, and the related statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the management of The Ocean Foundation. Our responsibility is to express an opinion on these 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 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 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 Ocean Foundation as of June 30, 2010 and the results of its operations and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

KRONZEK, FISHER & LOPEZ, PLLC Certified Public Accountants

November 19, 2010

EXHIBIT 'A'
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# STATEMENT OF FINANCIAL POSITION

# JUNE 30, 2010

# **ASSETS**

CURRENT ASSETS Cash and cash equivalents Grants and accounts receivable Prepaid expenses	\$	959,368 3,013,144 126,148
		4,098,660
PROPERTY AND EQUIPMENT Equipment and software Furniture and fixtures		55,243
Furniture and fixtures		2,041 57,284
Less: accumulated depreciation		43,158
		14,126
TOTAL ASSETS	\$	4,112,786
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES	_	
Accounts payable & accrued expenses		72,781
TOTAL LIABILITIES		72,781
NET ASSETS  Unrestricted Non Decimated (400,045)		
Unrestricted - Non Designated (108,615) - Board Designated 1,088,629		980,014
Temporarily Restricted		3,059,991
TOTAL NET ASSETS		4,040,005
TOTAL LIABILITIES AND NET ASSETS	\$	4,112,786

See accompanying notes to financial statements.

# STATEMENT OF ACTIVITIES

# FOR THE YEAR ENDED JUNE 30, 2010

	U	nrestricted	emporarily Restricted		Total
REVENUE & SUPPORT					
Grants & contributions	\$	177,598	\$ 5,496,266	\$	5,673,864
Program service revenue		157,179	-		157,179
Interest income		11,682	-		11,682
Net realized gain on sale of donated security		793	-		793
Net assets released from restriction: Satisfaction of program		347,252	5,496,266	111	5,843,518
restrictions		4,168,624	 (4,168,624)		·
Total revenue & support		4,515,876	1,327,642		5,843,518
EXPENSES Program Services Protecting Marine Habitats Protecting Species of Concern Ocean literacy Building Marine Community Capacity Total program expenses  Support Services Management & general Fundraising Total support expenses	Application	564,657 1,367,587 1,086,828 956,395 3,975,467 510,701 62,600 573,301	- - - -		564,657 1,367,587 1,086,828 956,395 3,975,467 510,701 62,600 573,301
Total expenses		4,548,768	 <del>-</del>		4,548,768
CHANGE IN NET ASSETS (DEFICIT)		(32,892)	1,327,642		1,294,750
Pro Peninsula merger (See Note 3)		5,695	411,615		417,310
Beginning net assets		1,007,211	 1,320,734		2,327,945
Ending net assets	\$	980,014	\$ 3,059,991	\$	4,040,005

See accompanying notes to financial statements.

THE OCEAN FOUNDATION STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED JUNE 30, 2010

	<u> </u>	Protecting Marine Habitats	Ϋ́ Ğ	Protecting Species of Concern	Expanding Ocean Literacy		Building Marine Community Capacity	Total Program	Mans & G	Management & General	Fundraising		Total Expenses
Grants awarded	₩	197,861	₩	688,420	686,339	<del>s</del>	540,527	\$ 1,526,147	₩	10,253	\$ 56	- <del>ω</del>	1,536,456
Salaries & wages		65,344		55,763	213,665	10	261,349	596.121		288,671	24,811		909,603
Payroll taxes		4,454		3,617	16,778	m	21,813	46,662		16,398	1,471		64,531
Employee benefits		7,804		5,016	30,095	10	40,153	83,068		35,127	3,114		121,309
Training & development		496		1,319	772	01	1,536	4,123		1,635	39		5,797
Travel & carbon offsets		64,881		38,178	120,442	01	8,518	232,019		14,395	9,032		255,446
Conferences & meetings		26,770		50,342	37,300	0	5,123	119,535		5,521	5,731		130,787
Project & field expenses		10,421		97,900	110,187	_	754	219,262		52	-		219,288
Educational merchandise		1		1,665	369	•	•	2,034			•		2,034
Scientific & technical consultants		55,469		130,662	15,166		125	201,422		•	•		201,422
Research & advocacy fees		782		7,515	16,745	10	2,274	27,316		1,813	61		29,190
Communications & design fees		4,735		2,904	99,037	_	2,773	109,449			•		109,449
Web hosting, design & maint		6,790		9,147	41,248	m	9,685	66,870		5,961	5,347		78,178
Program mgt & support fees		93,766		193,914	203,790	0	889	492,359			•		492,359
Legal fees		6,276		8,854	7,646	"	11,054	33,830		15,530	267		49,627
Accounting & bookkeeping svcs		509		209	209	•	3,038	3,665		51,662	209		55,536
Insurance		1,740		4,521	068'6	0	5,284	21,435		10,145	136		31,716
Office expenses, supplies, equip		1,257		4,785	9,553	<b>.</b>	2,710	18,305		1,603	18		19,926
Occupancy		8,633		50,880	28,998	~	26,714	115,225		36,300	7,250		158,775
Telephone & Internet		5,290		932	5,401		4,902	16,525		3,663	244		20,432
Printing & duplicating		308		3,405	6,264	₹+	1,767	11,744		919	261		12,924
Postage & delivery		551		2,121	4,945	10	1,743	9,360		469	30		9,859
Dues, books & subscriptions		267		3,682	4,031	_	922	8,902		2,856	638		12,396
Bank & donation processing fees		543		1,559	1,167	_	2,003	5,272		1,315	φ		6,593
Depreciation		,			653	~		653		5,536	3,877		10,066
Advertising		•		250	3,120	0	358	3,728			•		3,728
Licenses, taxes & fees		9		27	16		383	436		904	-		1,341
	φ.	564,657	မှာ	1,367,587	\$ 1,086,826	8	956,397	\$ 3,975,467	မှာ	0,701	\$ 62,600		\$ 4,548,768

See accompanying notes to financial statements

EXHIBIT 'D'

# THE OCEAN FOUNDATION

# STATEMENT OF CASH FLOWS

# FOR THE YEAR ENDED JUNE 30, 2010

Cash flows from operating activities: Cash received from grants & contributions Cash received from program service revenue Interest received Cash paid to employees, contractors and vendors Net cash used by operating activities	\$ 3,966,032 157,179 11,682 (4,630,650)
Net cash used by operating activities	(495,757)
Cash flows from investing activities: Cash acquired in merger with Pro Peninsula Net realized gain on sale of donated stock Acquisition of equipment	131,357 793 (8,330)
Net cash provided by investing activities	123,820
Net decrease in cash and cash equivalents	(371,937)
Cash and cash equivalents - July 1, 2009	1,331,305
Cash and cash equivalents - June 30, 2010	\$ 959,368
Reconciliation of increase in net assets to net cash used by operating activities:	
Change in net assets	\$ 1,294,750
Adjustments to reconcile increase in net assets to net cash used by operating activities:	
Net realized gain on sale of donated stock Depreciation	(793) 10,066
Changes in assets and liabilities: Increase in receivables Increase in prepaid expenses Increase in accounts payable & accrued expenses	(1,707,832) (114,569) 22,621
Net cash used by operating activities	\$ (495,757)

See accompanying notes to financial statements.

#### NOTES TO FINANCIAL STATEMENTS

JUNE 30, 2010

#### **NOTE 1 - ORGANIZATION**

The Ocean Foundation is a non-profit organization, incorporated in California in 2001 and is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The organization is a publicly supported organization under Section 509(a)(1) of the Internal Revenue Code and Subsection 170(b)(A)(vi).

# NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

New Accounting Standard – Effective July 1, 2009, the organization adopted Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 105-10, FASB Codification. The FASB Codification is the single source of authoritative U.S. generally accepted accounting principles (GAAP). Accordingly, references to GAAP have been updated for the appropriate Codification reference.

<u>Basis of accounting</u> - The financial statements of the organization have been prepared on the accrual basis of accounting.

Revenue Recognition - Grants and contributions are recognized when the grant or contribution has been awarded. Restricted revenue is classified in the temporarily restricted fund until the provisions of the restriction are satisfied. Unrestricted grants & contributions are recognized in the unrestricted fund when awarded.

<u>Cash and Cash Equivalents</u> – The organization considers cash equivalents to be highly liquid investments with original maturities at time of purchase of less than 90 days.

<u>Furniture</u>, <u>Equipment & Software</u> – Furniture, <u>Equipment & Software</u> is recorded at cost of acquisition or fair market value of donation. Depreciation on such fixed assets is determined by the straight-line method based on an estimated useful life of three to seven years.

<u>Functional expenses</u> - The organization accounts for its expenses on a functional basis. Functional expenses include certain allocated overhead costs (rent, telephone, insurance, etc).

<u>Fair Value of Financial Instruments</u> - The financial instruments of the organization are reported on the statement of financial position at market or fair values, or at carrying amounts that approximate fair values because of the short maturity of the instruments. See Note 6 for a description of financial instruments carried at fair value.

<u>Estimates</u> - The preparation of financial statements in conformity with generally accepted accounting principles require management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

JUNE 30, 2010

#### NOTE 3 - MERGER

On August 13, 2009 the organization entered into an agreement with Pro Peninsula, a San Diego, CA based exempt organization to merge the two organizations. The effective date of the merger was September 3, 2009. The merged organization will continue as The Ocean Foundation and all net assets and activities of Pro Peninsula became part of The Ocean Foundation. Pro Peninsula continues as a fund of The Ocean Foundation. Net assets acquired as of September 3, 2009 were as follows —

Cash	\$131,357
Receivables	280,258
Net fixed assets	5,695

Total change to The Ocean Foundation net assets from merger \$417,310

The Ocean Foundation also inherited some nominal liabilities from Pro Peninsula, which were not separately accounted for, as well as taking over commitments and contingencies such as the Pro Peninsula office space lease. (See Note 4)

#### NOTE 4 - COMMITMENTS AND CONTINGENCIES

The organization subleases office space located at 1990 M Street, NW, Suite 250, Washington DC under a seven-year lease effective June 1, 2007 and expiring May 31, 2014. Effective September 1, 2010, the organization entered an agreement to amend its sublease to increase its office space to 1,566 square feet. Monthly base rent payments under the amended sublease are \$5,411, provided however, that the amount of the monthly base rent shall automatically increase by 2.5% on each anniversary of the commencement date of the sublease.

Effective September 10, 2009, the organization entered into an amended lease agreement for additional office space consisting of approximately 981 square feet located at 710 13<sup>th</sup> Street, Suite 201, San Diego, CA. The original lease was held by Pro Peninsula, who occupied space in the building, prior to the merger. Monthly base rent payments are \$1,177 through August 31, 2010 and \$1,213 through May 31, 2011.

#### NOTE 5 - TEMPORARILY RESTRICTED AND BOARD DESIGNATED NET ASSETS

The organization's purpose is to encourage and facilitate a variety of philanthropic and programmatic work to preserve the health of the Oceans, globally. To further this goal, the organization manages a variety of funds some of which actively conduct programs and some of which raise and grant money to further various important Ocean conservation goals.

The organization designates its Net Assets in three categories: Temporarily Restricted, Unrestricted - Board Designated, and Unrestricted. The organization has no permanently restricted net assets.

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

JUNE 30, 2010

It uses the category of "Unrestricted - Board Designated" for two types of situations. In the first type of situation, a fund will generate program service revenue, which, as earned income rather than support, is not restricted, but the Board has designated that funds may keep their revenues, and therefore that part of a fund's balance is characterized as Unrestricted - Board Designated. In the second situation, the organization has a donor advised fund which has goals which are as broad as the world's Oceans, identical to the exempt purpose of the organization itself. However, since a key strategy in encouraging philanthropic support for the Oceans is to nurture and develop various types of funds including donor advised funds, the organization has designated the broad donor advised fund's net assets as "Unrestricted - Board Designated."

Temporarily Restricted and Unrestricted – Board Designated Net Assets are available for the following purposes:

	Re	nporarily stricted <u>irpose</u>	Е	restricted Board signated		Fund <u>Total</u>
Protecting Marine Habitats Seagrass Coral Reef Arctic Coast & Beaches Cuba Marine Rsrch & Cons LSIESP Lateral Line Weird & Wild in the Sea Surfers Without Borders Friends of GA Strait Alliance Guanaja Mangrove Restortn Blue Cloud Spatial Gulf Restoration Fund Coastal CODE DAF W. Henry Coral Reef DAF	\$	15,780 - 32,855 2,374 27,591 82,581 15,188 585 2,559 162 4,500 90,000 36,000 8,627 91,253	\$	-46,838 	\$	15,780 46,838 32,855 2,374 27,591 82,581 15,188 585 2,559 162 4,500 90,000 36,000 8,627 91,253
Sub-total Protecting Marine Habitats	\$-	410,055	;	\$46,838	\$4	456,893
Protecting Species of Concern Sea Turtle Tag-A-Giant Ocean Consrv Rsrch Aves Marinas Eastern Pacific Hawksbill Init Shark Advocates Int'l ProCaguama Sonar and Whales		1,001 247,805 14,868 25,846 - 7,532 218,989 87,216	\$	793 - 35,974 3,500 233,612		1,001 248,598 14,868 25,846 35,974 11,032 452,601 87,216

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

# JUNE 30, 2010

	Temporarily Restricted Purpose	Unrestricted Board Designated	Fund <u>Total</u>
Protecting Species of Concern			
Striper Wars Friends of La Tortuga Feliz Friends of Grupo Tortuguero Baja Loggerhead Mortality PLF Marine Mammal Rsrch DAF ISSF Sea Turtle Boyd N. Lyon Sea Turtle	3,773 605 50,488 50,883 162,930 90,000 47,360	26,850 - - - - -	3,773 605 77,338 50,883 162,930 90,000 47,360
Sub-total Protecting Species of Concern	\$1,009,296	\$300,729	\$1,310,025
Bldg Marine Comm Capacity Pro Peninsula Marine Ecosystems Service Plan National Ocean Policy Fund Anonymous Loreto Bay – Casa Hogar Sub-total Bldg Marine Comm Capacity	\$ 33,176 14,857 32,311 - 1,425 \$ 81,769	\$ 3,540 - - 693,867  \$697,407	\$ 36,716 14,857 32,311 693,867 1,425 \$779,176
Expanding Ocean Literacy Atlantic Salmon-Lost at Sea Ocean Doctor Blue Legacy Deep Ecology Resources Eye of the Whale Deep Surface Oceans are Talking The Ocean Project - General The Ocean Project - Opinion Resch Ocean Connectors Ocean Revolution LivBlue SEEtheWILD SEE Turtles Baja Capacity Bldg The Last Ocean Project The Science Exchange	\$ 12,751 5,827 1,023,159 300 12,327 - 7,762 57,742 26,589 - 85,672 19,982 17,955 22,051 18,864 238,815 9,075	\$ - - - 22 779 - 42,854 - - - -	\$ 12,751 5,827 1,023,159 300 12,327 22 8,541 57,742 26,589 42,854 85,672 19,982 17,955 22,051 18,864 238,815 9,075
Sub-total Expanding Ocean Literacy	\$1,558,871	\$ 43,655	\$1,602,526
Total Net Assets	<u>\$3,059,991</u>	\$1,088,629	<u>\$4,148,620</u>

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

JUNE 30, 2010

Net assets were released from donor restrictions by incurring expenses or satisfying the purpose of time restriction specified by donors as shown below. In the case of the Anonymous Donor Advised Fund, the amount shown as released includes the reclassification of the fund from Temporarily Restricted to Unrestricted – Board Designated based on the broad purposes discussed above.

Protecting Marine Habitats Seagrass FIF-Gen Seagrass GEMF Coral Reef Arctic Coast & Beaches Cuba Marine Rsrch & Cons LSIESP Lateral Line Weird & Wild in the Sea Surfers Without Borders Friends of GA Strait Alliance Guanaja Mangrove Restortn Blue Cloud Spatial Gulf Restoration Fund Coastal CODE DAF W. Henry Coral Reef	\$	25,590 9,220 76,856 38,142 5,444 148,575 88,619 3,900 65 (942) 18 500 10,000 4,000 30,586 7,000
Sub-total Protecting Marine Habitats	\$	447,573
Protecting Species of Concern Marine Mammal Sea Turtle Tag-A-Giant Ocean Consrv Rsrch Aves Marinas Eastern Pacific Hawksbill Init Shark Advocates Int'l ProCaguama Sonar and Whales Striper Wars Friends of La Tortuga Feliz Friends of Grupo Tortuguero Baja Loggerhead Mortality PLF Marine Mammal Rsrch DAF ISSF Sea Turtle Boyd N. Lyon Sea Turtle	\$	1,375 1,566 244,679 48,492 34,504 36,850 1,560 307,849 1,000 1,375 34,018 75,749 15,667 639,829 10,000 2,225
Sub-total Protecting Species of Concern	\$1	,456,738

# NOTES TO FINANCIAL STATEMENTS (CONTINUED)

# JUNE 30, 2010

Bldg Marine Comm Capacity	
World Ocean	\$ 533,958
Pro Peninsula	212,957
COVC	57,566
Marine Ecosystems Service Plan	148
National Ocean Policy Fund – GEN	38,689
Kendall Fund	45,000
JSCK DAF	100,000
St. Kitts Foundation	4,341
Sub total Dida Marina Comm Conscitu	
Sub-total Bldg Marine Comm Capacity	\$ 992,659
Expanding Ocean Literacy	
Atlantic Salmon-Lost at Sea	\$ 31,249
Blue Climate Solutions	26,501
1 Planet 1 Ocean	2,647
Ocean Doctor	19,029
Blue Legacy	481,358
Deep Ecology Resources	3,700
Eye of the Whale	12,673
Deep Surface	4,728
Oceans are Talking	28,878
The Ocean Project - GEN	99,860
The Ocean Project - Opin Rsrch	84,215
Ocean Connectors	69,422
Ocean Revolution	116,381
LivBlue	
	5,759
Ocean Revolution – Other	2,028
SEEtheWILD - GEN	12,045
SEE Turtles	128,544
Baa Capacity Bldg	27,111
The Last Ocean Project	56,185
The Science Exchange	1,008
Vertebrates' Conceit Fund	10,000
Friends of Sinades	4,200
Sub-total Expanding Ocean Literacy	\$1,227,521
Expanding Ocean Literacy	
Conservation Tourism	\$ 12,712
Alaska Cons Sols	31,282
Mexiconservacion	139
Sub-total Expanding Ocean Literacy	<u>\$ 44,133</u>
Total Purpose Restricted Net Assets	
Released and Reclassified	\$4,168,624

#### NOTES TO FINANCIAL STATEMENTS (CONTINUED)

JUNE 30, 2010

#### NOTE 6 - FAIR VALUE MEASUREMENTS

The organization adopted FASB ASC 820-10 (formerly SFAS No. 157, Fair Value Measurements for financial assets (and liabilities) measured on a recurring basis, as amended. FASB ASC 820-10 clarifies fair value, establishes a framework for measuring fair value under generally accepted accounting principles (GAAP), and expands disclosures about fair value measurements. FASB ASC 820-10 emphasizes that fair value is a market based measurement, not an entity-specific measurement and, therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements. FASB ASC 820-10 established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby the market participant assumptions are developed based on market data obtained from independent sources, and unobservable, whereby assumptions about market participant assumptions are developed by the reporting entity based on the best information available in the circumstances. The three levels of the fair value hierarchy under FASB ASC 820-10 are described as follows:

Level 1 – inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

Level 2 – inputs other than quoted prices included in Level 1 that are observable for the asset and liability, either directly or indirectly, through corroboration with observable market data (market corroborated inputs).

Level 3 – unobservable inputs for the asset or liability including inputs that reflect the reporting entity's own assumptions in determining the fair value measurements.

The following table summarizes the Organization's assets and liabilities measured at fair value on a recurring basis as of June 30, 2010:

#### Assets Measured at Fair Value

		Quoted Prices in Active Markets for
Description	Fair Value	Identical (Level 1)
Money Market Fund	\$10,019	\$10,019

The Organization used the following methods and significant assumptions to estimate fair value for assets and liabilities recorded at fair value.

Market Fund – is valued using the net asset value provided by the administrator of the fund. The net asset value is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. Money Market Funds seek a stable \$1.00 net asset value. The net asset value is a quoted price in an active market and classified within Level 1 of the valuation hierarchy.

## NOTES TO FINANCIAL STATEMENTS (CONTINUED)

JUNE 30, 2010

#### NOTE 7 - CONCENTRATION OF CREDIT RISK

The organization maintains cash balances in excess of \$250,000 in accounts, which are insured by the Federal Deposit Insurance Corporation up to \$250,000. At June 30, 2010, the organization's cash balance in excess of FDIC insurance totaled \$653,121.

#### NOTE 8 - RETIREMENT PLAN

The Organization offers eligible employees the option of investing in a tax-deferred 401(k) retirement plan. Employee elective deferrals are allowed after one year of service. The Organization will contribute, at its sole discretion, an amount determined from year to year on a pro rata basis. The employer contributions vest over a five year period. Pension expense for the fiscal year ended June 30, 2010 was \$51,949.

# NOTE 9 - INCOME TAXES

The organization is exempt from income taxes under Internal Revenue Code 501 (c) (3) and applicable DC statutes. No provision for income taxes is required at June 30, 2010, as the Organization had no net unrelated business income.

Effective July 1, 2009, the Organization adopted the authoritative guidance relating to accounting for uncertainty in income taxes included in FASB ASC 740-10, Income Taxes.

These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and derecognition of tax positions taken or expected to be taken in a tax return. The Organization performed an evaluation of uncertain tax positions for the year ended June 30, 2010, and determined that there were no matters that would require recognition in the financial statements or which may have any affect on its tax-exempt status. As of June 30, 2010, the statute of limitations for tax years 2006 through 2008 remains open with federal and DC authorities.

#### NOTE 10 -SUBSEQUENT EVENTS

The organization's management has evaluated subsequent events through November 19, 2010, the date the financial statements were available to be issued. There were no subsequent events identified through November 19, 2010, required to be disclosed in these financial statements.