

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
FINANCIAL STATEMENTS
FOR THE YEAR ENDED
JULY 31, 2009
(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JULY 31, 2008)

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
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July 31, 2009

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
The Trevor Project
West Hollywood, California

We have audited the accompanying statement of financial position of The Trevor Project (the "Organization") as of July 31, 2009, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year's summarized comparative information has been derived from the Organization's 2008 financial statements and, in our report dated October 23, 2009, 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 Trevor Project as of July 31, 2009, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.



SingerLewak LLP

Los Angeles, California
November 4, 2009

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
STATEMENT OF FINANCIAL POSITION
July 31, 2009
(with Comparative Totals at July 31, 2008)

| | ASSETS | |
|---|-------------------|-------------------|
| | 2009 | 2008 |
| Assets | | |
| Cash and cash equivalents | \$ 288,108 | \$ 226,513 |
| Grants receivable | 142,768 | 66,250 |
| Prepaid expenses and other assets | 20,517 | 17,734 |
| Property and equipment, net | 107,717 | 97,467 |
| Total assets | \$ 559,110 | \$ 407,964 |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable | \$ 9,016 | \$ 14,555 |
| Accrued expenses | 63,126 | 39,131 |
| Total liabilities | 72,142 | 53,686 |
| Commitments and contingencies (Note 9) | | |
| Net assets | | |
| Unrestricted | 139,218 | 71,778 |
| Unrestricted - board-designated | 200,000 | 200,000 |
| Temporarily restricted | 147,750 | 82,500 |
| Total net assets | 486,968 | 354,278 |
| Total liabilities and net assets | \$ 559,110 | \$ 407,964 |

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

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
STATEMENT OF ACTIVITIES
For the Year Ended July 31, 2009
(with Comparative Totals for the Year Ended July 31, 2008)

| | Unrestricted | Temporarily Restricted | 2009 Total | 2008 Total |
|--|-------------------|---------------------------|-------------------|-------------------|
| Revenue and support | | | | |
| Contributions | \$ 589,282 | \$ 147,750 | \$ 737,032 | \$ 694,577 |
| Grants | 214,500 | - | 214,500 | 162,000 |
| Special events, net of \$340,511 of expenses | 406,758 | - | 406,758 | 350,054 |
| In-kind contributions | 126,984 | - | 126,984 | 148,047 |
| Other income | 15,610 | - | 15,610 | 5,974 |
| Net assets released from restrictions | 82,500 | (82,500) | - | - |
| Total revenue and support | 1,435,634 | 65,250 | 1,500,884 | 1,360,652 |
| Functional expenses | | | | |
| Program services | 948,984 | - | 948,984 | 879,149 |
| General administrative | 100,647 | - | 100,647 | 134,910 |
| Fundraising | 318,563 | - | 318,563 | 379,333 |
| Total functional expenses | 1,368,194 | - | 1,368,194 | 1,393,392 |
| Changes in net assets | 67,440 | 65,250 | 132,690 | (32,740) |
| Net assets, beginning of year | 271,778 | 82,500 | 354,278 | 387,018 |
| Net assets, end of year | \$ 339,218 | \$ 147,750 | \$ 486,968 | \$ 354,278 |

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

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
STATEMENT OF FUNCTIONAL EXPENSES
For the Year Ended July 31, 2009
(with Comparative Totals for the Year Ended July 31, 2008)

| | <u>Program Services</u> | <u>General Administrative</u> | <u>Fundraising</u> | <u>2009 Total</u> | <u>2008 Total</u> |
|--------------------------------------|------------------------------|-----------------------------------|------------------------------|--------------------------------|--------------------------------|
| Personnel expenses | | | | | |
| Salaries | \$ 428,779 | \$ 45,699 | \$ 163,886 | \$ 638,364 | \$ 485,462 |
| Payroll taxes | 37,529 | 4,000 | 14,344 | 55,873 | 43,163 |
| Employee benefits | <u>51,590</u> | <u>5,498</u> | <u>19,719</u> | <u>76,807</u> | <u>84,171</u> |
| Total personnel expenses | <u>517,898</u> | <u>55,197</u> | <u>197,949</u> | <u>771,044</u> | <u>612,796</u> |
| Other expenses | | | | | |
| Advertising and public relations | 30,180 | 36 | 14,038 | 44,254 | 85,627 |
| Depreciation and amortization | 26,645 | 2,840 | 10,184 | 39,669 | 31,634 |
| Equipment | 21,401 | 2,580 | 6,558 | 30,539 | 40,371 |
| Occupancy costs | 93,540 | 12,110 | 5,938 | 111,588 | 105,336 |
| Office supplies | 6,271 | 668 | 2,397 | 9,336 | 15,366 |
| Postage costs | 8,951 | 4,995 | 12,070 | 26,016 | 48,038 |
| Printing | 23,715 | 2,528 | 9,064 | 35,307 | 55,325 |
| Processing fees and other expenses | 25,442 | 2,712 | 9,724 | 37,878 | 22,929 |
| Professional services | 69,546 | 5,807 | 21,504 | 96,857 | 145,277 |
| Resource development | 43,329 | - | 15,901 | 59,230 | 79,469 |
| Telephone | 25,339 | 8,177 | 1,758 | 35,274 | 41,211 |
| Travel | 28,123 | 2,997 | 10,749 | 41,869 | 72,598 |
| Visibility | <u>28,604</u> | <u>-</u> | <u>729</u> | <u>29,333</u> | <u>37,415</u> |
| Total other expenses | <u>431,086</u> | <u>45,450</u> | <u>120,614</u> | <u>597,150</u> | <u>780,596</u> |
| Total functional expenses | <u>\$ 948,984</u> | <u>\$ 100,647</u> | <u>\$ 318,563</u> | <u>\$ 1,368,194</u> | <u>\$ 1,393,392</u> |

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

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 1 – GENERAL

Organization and Nature of Activities

The Trevor Project (the “Organization”) is a 501(c)(3) not-for-profit organization that operates the only nationwide, around-the-clock crisis and suicide prevention helpline for gay and questioning youth. The Trevor Helpline, 866.4.U.TREVOR, is a free and confidential service that offers hope through its trained counselors. The Trevor Helpline receives tens of thousands of calls each year. In addition to the helpline, the Organization’s website provides information on identifying and assisting potentially suicidal youth and “Dear Trevor”, a confidential resource where youth can ask questions about sexual orientation and identity issues. The Organization also provides lifesaving guidance and vital resources to educators and parents. The Organization was founded by three filmmakers whose film, Trevor, about a teenager who attempts suicide after realizing that he might be gay, received the 1994 Academy Award® for Best Short Film (Live Action).

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

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 Organization’s financial statements as of and for the fiscal year ended July 31, 2008, from which the summarized information was derived.

The Organization classifies revenues, gains, expenses, and losses based on the existence or absence of donor-imposed restrictions. The net assets of the Organization and changes therein are classified and reported as follows:

- **Unrestricted net assets** – Net assets that are not subject to donor-imposed stipulations and that may be expendable for any purpose in performing the primary objectives of the Organization.
- **Temporarily restricted net assets** – Net assets subject to donor-imposed stipulations that may or will be met either by actions of the Organization and/or the passage of time. As the restrictions are satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and are reported in the accompanying financial statements as net assets released from restrictions. Donor-restricted contributions received and expended in the same reporting period are recorded as unrestricted support.
- **Permanently restricted net assets** – Net assets that are restricted by the donors for investment in perpetuity. The Organization has no permanently restricted net assets as of July 31, 2009.

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statements of cash flows, cash equivalents include time deposits, certificates of deposit, and all highly liquid debt instruments with original maturities of three months or less.

Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair market values in the statement of financial position. Unrealized gains and losses are included in the statement of activities.

Property and Equipment

Property and equipment are stated at cost or at their estimated fair value at the date of donation. Depreciation is provided using the straight-line method over the estimated useful life of the assets. Amortization of leasehold improvements is provided using the straight-line method over the remaining term of the lease or the useful life of the improvement, whichever is shorter.

The estimated useful lives of the related assets are as follows:

| | |
|-----------------------------------|-------------|
| Computers and software | 3 - 5 years |
| Furniture, fixtures and equipment | 5 - 7 years |
| Leasehold improvements | 1 year |

Revenue Recognition

Grants and other contributions of cash and other assets are reported as temporarily restricted support if they are received with grantor stipulations that limit the use of the donated assets. When a grantor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are classified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

Contribution and fundraising revenues are recognized in the period the revenues are earned.

In Kind Contributions

Contributions of donated non-cash assets are recorded at their fair values in the period received. Contributions of donated services that create or enhance non-financial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

In Kind Contributions (Continued)

The Organization records contributed rent for its headquarters which is measured as the difference between the rent's fair market value per square foot and the actual amount paid. This contribution is recorded as a revenue and expense in the period in which the facilities are occupied. As a result, during the year ended July 31, 2009, the Organization recorded \$36,732 for in-kind rent.

The Organization also recorded in kind contributions totaling \$47,761 related to website development costs.

Members of the Board of Directors made additional contributions of time to participate in the Organization's programs, activities and fundraising. The value of these services is not reflected in these financial statements since the value is indeterminable. In addition, members of the Board of Directors made cash contributions to support special events.

Expense Allocation

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

Income Taxes

The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the Revenue and Taxation Code of the State of California. Accordingly, no provisions for income taxes or related credits are included in these financial statements.

Reclassification

Certain prior-year amounts have been reclassified to conform to the current-year presentation.

NOTE 3 – RECENTLY ADOPTED ACCOUNTING PRONOUNCEMENTS

Fair Value of Financial Instruments

The Organization adopted Financial Accounting Standards Board ("FASB") Statement No. 157 (SFAS 157), "Fair Value Measurements," at the beginning of the 2009 fiscal year and there was no material impact to the financial statements. SFAS 157 applies to all assets and liabilities that are recognized or disclosed at fair value on a recurring basis. SFAS 157 defines fair value as the price that would be received upon sale of an asset or paid upon transfer of a liability in an orderly transaction between market participants at the measurement date and in the principal or most advantageous market for that asset or liability. In addition to defining fair value, SFAS 157 expands the disclosure requirements around fair value and establishes a fair value hierarchy for valuation inputs. The statement requires that assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 3 – RECENTLY ADOPTED ACCOUNTING PRONOUNCEMENTS (Continued)

Fair Value of Financial Instruments (Continued)

Level 1: Quoted market prices in active markets for identical assets or liabilities.

Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs that are not corroborated by market data.

Cash and cash equivalents are categorized as a Level 1 fair value at July 31, 2009.

Fair Value Option for Financial Assets and Financial Liabilities

In February 2007, the FASB issued FASB Statement No. 159 (SFAS 159), “The Fair Value Option for Financial Assets and Financial Liabilities.” SFAS 159 permits entities to choose, at specified election dates, to measure eligible items at fair value (the “fair value option”). An entity shall report unrealized gains and losses on items for which the fair value option has been elected in earnings at each subsequent reporting period. SFAS No. 159 was effective beginning January 1, 2008. The Organization adopted SFAS 159 on August 1, 2008 and has elected not to use the fair value option to measure qualified financial assets or financial liabilities under SFAS 159. The adoption of SFAS 159 did not have a material impact on the Organization’s financial statements.

Subsequent Events

In May 2009, the FASB issued FASB Statement No. 165 (SFAS 165), “Subsequent Events.” This statement was issued to establish general standards of accounting for and disclosures of events that occur after the balance sheet date but before the financial statements are issued or are available to be issued. This statement sets forth the period after the balance sheet date during which management of a reporting entity should evaluate events or transactions that may occur for potential recognition or disclosure in the financial statements, the circumstances under which an entity should recognize events or transactions occurring after the balance sheet date in its financial statements, and the disclosures that an entity should make about events or transactions that occurred after the balance sheet date. The provisions of SFAS 165 became effective for fiscal years ending after June 15, 2009. Subsequent events have been updated through the opinion date.

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 4 – RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

Accounting for Uncertainty in Income Taxes

In July 2006, the FASB issued Interpretation No. 48 (FIN 48), "Accounting for Uncertainty in Income Taxes – an Interpretation of FASB Statement 109". FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with Statement No. 109, "Accounting for Income Taxes". FIN 48 prescribes comprehensive models for recognizing, measuring, presenting and disclosing in the financial statements tax positions taken or expected to be taken on a tax return including positions that the Organization is exempt from income taxes or not subject to income taxes on unrelated business income. If there are changes in net assets as a result of application of FIN 48 these will be accounted for as an adjustment to the opening balance of unrestricted net assets.

Additional disclosure about the amounts of such liabilities will also be required. The Organization presently discloses or recognizes income tax positions based on management's estimate of whether it is reasonably possible or probable, respectively, that a liability has been incurred for unrecognized income tax benefits by applying FASB Statement No. 5, "Accounting for Contingencies". The Organization has elected to defer the application of Interpretation 48 in accordance with FASB Staff Position (FSP) FIN 48-3. This FSP defers the effective date of Interpretation 48 for certain nonpublic enterprises, such as the Organization, included within its scope to the annual financial statements for fiscal years beginning after December 15, 2008. Management is currently assessing the impact of FIN 48 and does not expect the adoption of FIN 48 to have a material impact on the financial statements.

NOTE 5 – CASH AND CASH EQUIVALENTS

The Organization maintains bank accounts at two financial institutions. Accounts at all institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At times, cash in these accounts may exceed the insured amounts during the year ended July 31, 2009.

NOTE 6 – GRANTS RECEIVABLE

Grants receivable at July 31, 2009 totaled \$142,768, and are due from various corporate, foundation and individual donors. Following is a schedule of how the grants are expected to be collected:

| | |
|-----------------------|--------------------------|
| On or before July 31, | |
| 2010 | \$ 85,768 |
| 2011 | 48,000 |
| 2012 | <u>9,000</u> |
| | <u>\$ 142,768</u> |

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 7 – PROPERTY AND EQUIPMENT

Property and equipment at July 31, 2009 is as follows:

| | |
|------------------------------------|--------------------------|
| Computers and software | \$ 104,497 |
| Furniture, fixtures and equipment | 58,968 |
| Leasehold improvements | 7,189 |
| Construction in progress | <u>47,761</u> |
| | |
| Total property and equipment | 218,415 |
| Less accumulated depreciation | <u>(110,698)</u> |
| | |
| Property and equipment, net | <u>\$ 107,717</u> |

Depreciation and amortization expense totaled \$39,669 for the year ended July 31, 2009.

NOTE 8 – LINE OF CREDIT

The Organization has a \$75,000 unsecured line of credit with a financial institution to be drawn upon as needed with an interest rate equal to the Prime rate (3.25% at July 31, 2009) plus 2.75%. At July 31, 2009, no amount was drawn or outstanding from the line of credit.

NOTE 9 – COMMITMENTS AND CONTINGENCIES

Leases

The Organization has an operating lease for the New York office and call center, which ends on July 31, 2009, and a month-to-month operating lease for its headquarters and call center in West Hollywood, California. Subsequent to the completion of the lease ending on July 31, 2009, the Organization will switch to a month-to-month operating lease. The Organization also has professional services agreements with a call-center in Maryland to receive calls when the call centers operated by the Organization are not in operation.

Future minimum payments under these agreements at July 31, 2009 were as follows:

| <u>Year Ending</u> <u>July 31,</u> | <u>Operating Leases</u> | <u>Professional</u> <u>Services</u> |
|---------------------------------------|-------------------------|--|
| 2010 | - | <u>8,000</u> |
| Total | <u>\$ -</u> | <u>\$ 8,000</u> |

Rent expense amounted to \$84,633 for the year ended July 31, 2009.

THE TREVOR PROJECT
(A NON-PROFIT ORGANIZATION)
NOTES TO FINANCIAL STATEMENTS
For the Year Ended July 31, 2009

NOTE 10 – UNRESTRICTED NET ASSETS – BOARD-DESIGNATED

The Board of Directors has designated \$200,000 of unrestricted net assets as a contingency fund which requires Board of Director’s approval prior to being used by the Organization. These designated funds consist of \$200,000 of cash and cash equivalents.

NOTE 11 – TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at July 31, 2009 were available for the following purposes:

| | <u>Available</u> <u>July 31, 2008</u> | <u>New</u> <u>Revenues</u> | <u>Expenditures</u> | <u>Available</u> <u>July 31, 2009</u> |
|------------------------|--|-------------------------------|---------------------------|--|
| Call center operations | \$ <u>82,500</u> | \$ <u>147,750</u> | \$ <u>(82,500)</u> | \$ <u>147,750</u> |
| Total | \$ <u>82,500</u> | \$ <u>147,750</u> | \$ <u>(82,500)</u> | \$ <u>147,750</u> |