



CENTER FOR WOMEN & ENTERPRISE, INC.

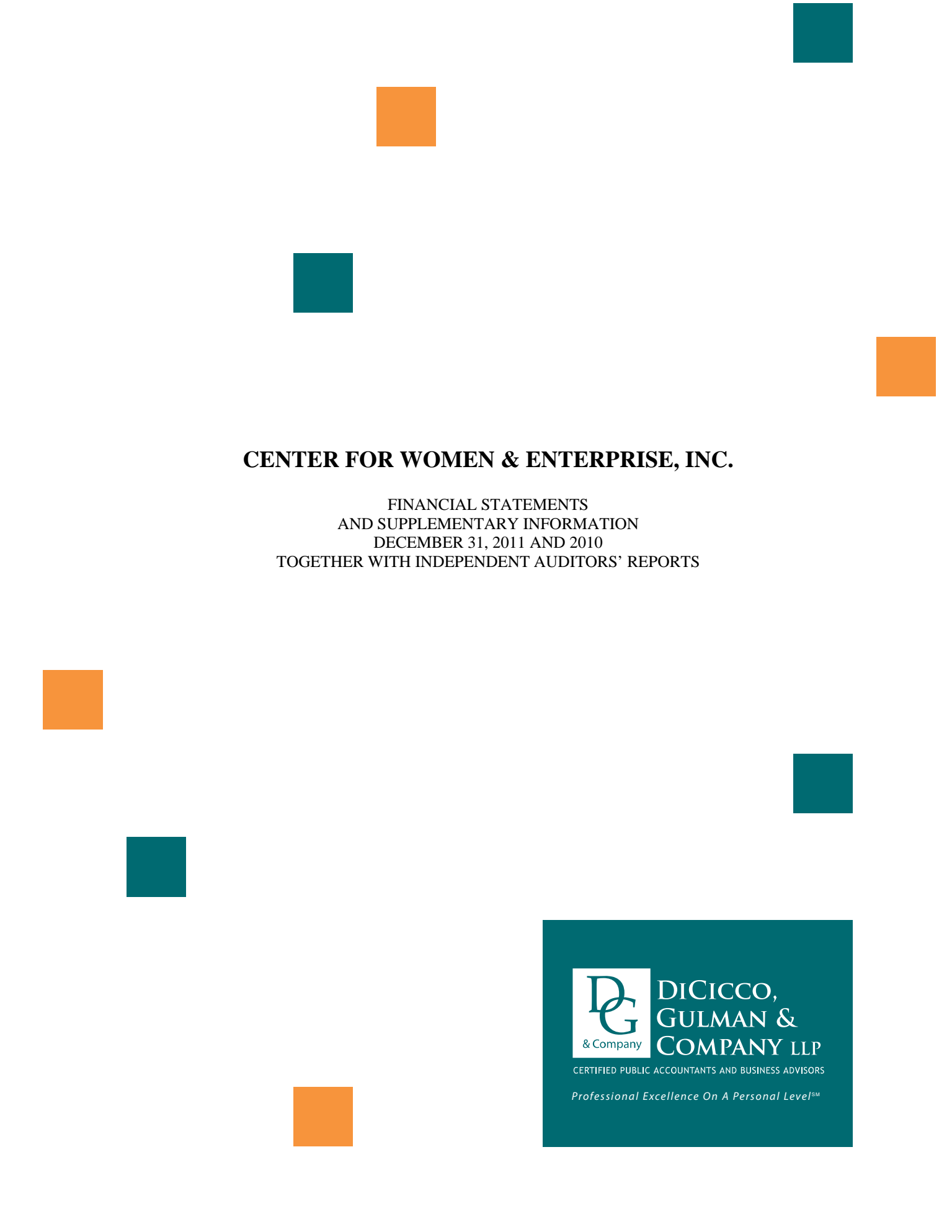
FINANCIAL STATEMENTS
AND SUPPLEMENTARY INFORMATION
DECEMBER 31, 2011 AND 2010
TOGETHER WITH INDEPENDENT AUDITORS' REPORTS



**DI CICCO,
GULMAN &
COMPANY LLP**

CERTIFIED PUBLIC ACCOUNTANTS AND BUSINESS ADVISORS

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CENTER FOR WOMEN & ENTERPRISE, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2011 AND 2010

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DI CICCICO, GULMAN & COMPANY LLP

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Independent Auditors' Report

To the Board of Directors
Center for Women & Enterprise, Inc.

We have audited the accompanying statements of financial position of Center for Women & Enterprise, Inc. (a nonprofit organization) as of December 31, 2011 and 2010, and the related statements of activities, functional expenses, and cash flows for the years 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 audits.

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

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Center for Women & Enterprise, Inc. as of December 31, 2011 and 2010, and the change in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Di Cicco, Gulman & Company LLP

July 25, 2012

CENTER FOR WOMEN & ENTERPRISE, INC.

STATEMENTS OF FINANCIAL POSITION

| DECEMBER 31, | 2011 | 2010 |
|--|-------------------|-------------------|
| ASSETS | | |
| Current assets: | | |
| Cash and cash equivalents | \$ 127,740 | \$ 108,698 |
| Accounts receivable, government grants | 56,114 | 67,098 |
| Pledges receivable, current portion | 80,950 | 120,279 |
| Prepaid expenses | 19,793 | 14,893 |
| | <u>284,597</u> | <u>310,968</u> |
| Equipment, net | <u>24,458</u> | <u>24,315</u> |
| Other assets: | | |
| Pledges receivable, net of current portion | - | 10,000 |
| Deposits | 23,577 | 23,577 |
| | <u>23,577</u> | <u>33,577</u> |
| Total assets | <u>\$ 332,632</u> | <u>\$ 368,860</u> |
| LIABILITIES AND NET ASSETS | | |
| Current liabilities: | | |
| Line of credit | \$ 170,000 | \$ 194,723 |
| Term loan, current portion | 11,755 | 11,017 |
| Accounts payable and accrued expenses | 83,208 | 102,547 |
| Deferred revenue | 15,325 | 16,750 |
| | <u>280,288</u> | <u>325,037</u> |
| Long term liabilities: | | |
| Term loan, net of current portion | <u>29,435</u> | <u>41,190</u> |
| Total liabilities | <u>309,723</u> | <u>366,227</u> |
| Net assets: | | |
| Unrestricted | (112,091) | (118,867) |
| Temporarily restricted | 135,000 | 121,500 |
| | <u>22,909</u> | <u>2,633</u> |
| Total liabilities and net assets | <u>\$ 332,632</u> | <u>\$ 368,860</u> |

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

CENTER FOR WOMEN & ENTERPRISE, INC.

STATEMENTS OF ACTIVITIES

FOR THE YEARS ENDED DECEMBER 31, 2011 AND 2010

| | 2011 | | | 2010 | | |
|--------------------------------------|---------------------|---------------------------|------------------|---------------------|---------------------------|------------------|
| | Unrestricted | Temporarily Restricted | Total | Unrestricted | Temporarily Restricted | Total |
| Support and revenue: | | | | | | |
| Program revenue: | | | | | | |
| Government contracts and grants | \$ 555,327 | \$ - | \$ 555,327 | \$ 561,712 | \$ - | \$ 561,712 |
| Program services | 259,043 | - | 259,043 | 276,619 | - | 276,619 |
| | <u>814,370</u> | <u>-</u> | <u>814,370</u> | <u>838,331</u> | <u>-</u> | <u>838,331</u> |
| Less tuition subsidies | (34,350) | - | (34,350) | (38,508) | - | (38,508) |
| Net program revenue | <u>780,020</u> | <u>-</u> | <u>780,020</u> | <u>799,823</u> | <u>-</u> | <u>799,823</u> |
| Other support and revenue: | | | | | | |
| Foundation grants | 219,500 | 125,000 | 344,500 | 291,500 | 65,000 | 356,500 |
| Corporate gifts and sponsorships | 131,884 | 5,000 | 136,884 | 134,477 | 2,500 | 136,977 |
| Individual gifts and contributions | 41,051 | - | 41,051 | 79,959 | 54,000 | 133,959 |
| Donated goods and services | 322,691 | - | 322,691 | 387,911 | - | 387,911 |
| Fundraising and special events | 284,510 | - | 284,510 | 349,080 | - | 349,080 |
| Interest income | - | - | - | 165 | - | 165 |
| Miscellaneous revenue | - | - | - | 50 | - | 50 |
| Total other support and revenue | <u>999,636</u> | <u>130,000</u> | <u>1,129,636</u> | <u>1,243,142</u> | <u>121,500</u> | <u>1,364,642</u> |
| Net assets released from restriction | 116,500 | (116,500) | - | 70,250 | (70,250) | - |
| Total support and revenue | <u>1,896,156</u> | <u>13,500</u> | <u>1,909,656</u> | <u>2,113,215</u> | <u>51,250</u> | <u>2,164,465</u> |
| Functional expenses: | | | | | | |
| Program services | 1,461,236 | - | 1,461,236 | 1,498,767 | - | 1,498,767 |
| Management and general | 171,669 | - | 171,669 | 244,377 | - | 244,377 |
| Fundraising | 256,475 | - | 256,475 | 328,379 | - | 328,379 |
| Total functional expenses | <u>1,889,380</u> | <u>-</u> | <u>1,889,380</u> | <u>2,071,523</u> | <u>-</u> | <u>2,071,523</u> |
| Change in net assets | 6,776 | 13,500 | 20,276 | 41,692 | 51,250 | 92,942 |
| Net assets, beginning of year | (118,867) | 121,500 | 2,633 | (160,559) | 70,250 | (90,309) |
| Net assets, end of year | \$ (112,091) | \$ 135,000 | \$ 22,909 | \$ (118,867) | \$ 121,500 | \$ 2,633 |

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

CENTER FOR WOMEN & ENTERPRISE, INC.

STATEMENTS OF FUNCTIONAL EXPENSES

FOR THE YEARS ENDED DECEMBER 31, 2011 AND 2010

| | 2011 | | | | 2010 | | | |
|-----------------------------------|---------------------|---------------------------|-------------------|---------------------|---------------------|---------------------------|-------------------|---------------------|
| | Support Services | | | | Support Services | | | |
| | Program Services | Management and General | Fundraising | Total | Program Services | Management and General | Fundraising | Total |
| Personnel: | | | | | | | | |
| Salaries and wages | \$ 620,247 | \$ 65,658 | \$ 117,279 | \$ 803,184 | \$ 591,958 | \$ 60,998 | \$ 140,319 | \$ 793,275 |
| Payroll taxes and benefits | 97,953 | 19,845 | 16,678 | 134,476 | 98,483 | 16,875 | 14,015 | 129,373 |
| Total personnel | <u>718,200</u> | <u>85,503</u> | <u>133,957</u> | <u>937,660</u> | <u>690,441</u> | <u>77,873</u> | <u>154,334</u> | <u>922,648</u> |
| Occupancy: | | | | | | | | |
| Rent and utilities | <u>180,842</u> | <u>14,848</u> | <u>14,598</u> | <u>210,288</u> | <u>180,042</u> | <u>22,530</u> | <u>15,153</u> | <u>217,725</u> |
| Other: | | | | | | | | |
| Consultants and professional fees | 332,568 | 15,136 | - | 347,704 | 417,667 | 27,354 | 2,000 | 447,021 |
| Credit card and bank charges | 4,839 | 6 | 3,459 | 8,304 | 6,978 | - | 4,208 | 11,186 |
| Depreciation and amortization | 11,514 | 1,558 | - | 13,072 | 11,514 | 7,677 | - | 19,191 |
| Dues and publications | 6,821 | 3,244 | - | 10,065 | 6,142 | 2,427 | - | 8,569 |
| Equipment rental and maintenance | 15,840 | 2,995 | - | 18,835 | 11,997 | 9,626 | - | 21,623 |
| Fundraising and special events | - | - | 98,652 | 98,652 | - | - | 147,984 | 147,984 |
| General and liability insurance | 4,905 | 1,460 | - | 6,365 | 5,270 | 3,513 | - | 8,783 |
| Instructor fees and stipends | 66,369 | - | - | 66,369 | 45,340 | - | - | 45,340 |
| Instructor travel | 3,468 | - | - | 3,468 | 2,978 | - | - | 2,978 |
| Interest expense | 9,403 | - | - | 9,403 | 9,429 | 6,268 | - | 15,697 |
| Marketing and public relations | 11,725 | 5,626 | 5,310 | 22,661 | 15,062 | 14,530 | 3,078 | 32,670 |
| Moving expenses | - | - | - | - | - | 34,191 | - | 34,191 |
| Office supplies and expenses | 10,712 | 10,134 | - | 20,846 | 9,637 | 4,781 | 444 | 14,862 |
| Postage | 1,727 | 3,601 | 499 | 5,827 | 2,361 | 3,128 | 416 | 5,905 |
| Program and course materials | 6,077 | - | - | 6,077 | 2,501 | - | - | 2,501 |
| Program events | 4,100 | - | - | 4,100 | 12,462 | - | - | 12,462 |
| Software maintenance contracts | 14,769 | - | - | 14,769 | 15,632 | 312 | 67 | 16,011 |
| Telecommunications expense | 35,777 | 5,219 | - | 40,996 | 32,685 | 8,133 | - | 40,818 |
| Training and development | 65 | 1,475 | - | 1,540 | 4,875 | 5,298 | 79 | 10,252 |
| Travel and meals | 21,515 | 20,864 | - | 42,379 | 15,754 | 16,736 | 616 | 33,106 |
| Total other expenses | <u>562,194</u> | <u>71,318</u> | <u>107,920</u> | <u>741,432</u> | <u>628,284</u> | <u>143,974</u> | <u>158,892</u> | <u>931,150</u> |
| Total functional expenses | <u>\$ 1,461,236</u> | <u>\$ 171,669</u> | <u>\$ 256,475</u> | <u>\$ 1,889,380</u> | <u>\$ 1,498,767</u> | <u>\$ 244,377</u> | <u>\$ 328,379</u> | <u>\$ 2,071,523</u> |

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

CENTER FOR WOMEN & ENTERPRISE, INC.

STATEMENTS OF CASH FLOWS

| FOR THE YEARS ENDED DECEMBER 31, | 2011 | 2010 |
|--|-------------------|-------------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 20,276 | \$ 92,942 |
| Adjustments to reconcile the change in net assets to net cash provided by operating activities: | | |
| Depreciation and amortization | 13,072 | 19,191 |
| Change in operating assets: | | |
| Accounts receivable, government grants | 10,984 | (28,718) |
| Pledges receivable | 49,329 | (37,529) |
| Prepaid expenses | (4,900) | (123) |
| Change in operating liabilities: | | |
| Accounts payable and accrued expenses | (19,339) | (13,911) |
| Deferred revenue | (1,425) | 800 |
| Total adjustments | 47,721 | (60,290) |
| Net cash provided by operating activities | 67,997 | 32,652 |
| Cash flows from investing activities: | | |
| Proceeds from certificate of deposit | - | 29,238 |
| Purchases of equipment | (13,215) | (15,757) |
| Net cash (used in) provided by investing activities | (13,215) | 13,481 |
| Cash flows from financing activities: | | |
| Payments on line of credit, net | (24,723) | (55,000) |
| Payments on term loan | (11,017) | (6,070) |
| Net cash used in financing activities | (35,740) | (61,070) |
| Net increase (decrease) in cash and cash equivalents | 19,042 | (14,937) |
| Cash and cash equivalents, beginning of year | 108,698 | 123,635 |
| Cash and cash equivalents, end of year | \$ 127,740 | \$ 108,698 |
| Supplemental disclosure of cash flow information: | | |
| Cash paid during the year for interest | \$ 9,403 | \$ 15,697 |

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

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 1 - Nature of Activities and Organization

Center for Women & Enterprise, Inc. ("CWE"), a nonprofit organization, was formed on January 1, 1995, under the laws of the Commonwealth of Massachusetts. CWE's mission is to empower women to become economically self-sufficient and to prosper through business and entrepreneurship. Through its centers in Boston and Worcester, Massachusetts and Providence, Rhode Island, CWE offers multi-week courses, workshops, seminars, one-on-one consulting, loan packaging and a women's business certification program. CWE's clients are in all phases of business development and industry sectors and range from disadvantaged women who are starting home-based businesses to fast growth companies seeking equity financing.

Note 2 - Summary of Significant Accounting Policies

Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America.

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 reported amounts and disclosures. Actual results could differ from these estimates.

Subsequent Events

CWE has evaluated subsequent events through July 25, 2012, the date the financial statements were approved and authorized for issuance by management, and determined that there have been no subsequent events that would require recognition in the financial statements or disclosure in the notes to the financial statements.

Cash and Cash Equivalents

CWE considers all unrestricted highly liquid investments with an original maturity of three months or less to be cash equivalents. CWE maintains its cash and cash equivalents, at various financial institutions, which at times, may exceed federally insured limits. CWE has not experienced any losses in such accounts and does not believe it is exposed to any significant credit risks on its cash and cash equivalent accounts.

Accounts Receivable Government Grants and Pledges Receivable

Accounts receivable from government grants reflect amounts due for program services delivered during the fiscal reporting period and are due from the United States Small Business Administration ("SBA") and other local governmental agencies.

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 2 - Summary of Significant Accounting Policies (Continued)

Accounts Receivable Government Grants and Pledges Receivable (Continued)

Unconditional promises to give are included in the financial statements as pledges receivable and support of the appropriate net asset category subject to a discount, if applicable, when a donor makes a promise that is, in substance, unconditional.

CWE evaluates its accounts receivable from government grants and pledges receivable for collectability on a periodic basis and establishes an allowance based on prior experience and an analysis of specific promises made. At December 31, 2011 and 2010, CWE considered its accounts receivable, government grants and pledges receivable to be fully collectible. Accordingly, no allowance for doubtful accounts was recorded.

Equipment, Net

Equipment is recorded at cost, if purchased, or at estimated fair value at the date of gift, if donated, net of accumulated depreciation. Major additions and improvements are capitalized, while maintenance and repairs, which do not extend the lives of the respective assets, are expensed in the year incurred. When equipment is retired or otherwise disposed of, the cost and accumulated depreciation are removed from the accounts and any resulting gain or loss is included in the statement of activities for the respective period. Depreciation is computed using the straight-line method over the estimated useful life of the related asset.

Net Assets

Unrestricted

Unrestricted net assets are resources over which the Board of Directors has discretionary control.

Temporarily Restricted

CWE receives contributions which are designated by donors for specific purposes or for specific time periods. These contributions are recorded as temporarily restricted net assets until they are expended for their designated purposes or the time restriction lapses. When a restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction.

Permanently Restricted

Permanently restricted net assets are those resources subject to donor-imposed restriction that they be maintained permanently by CWE. As of December 31, 2011 and 2010, there were no permanently restricted net assets.

Support and Revenue

CWE recognizes program revenue, including revenue received from government contracts and grants, in the period in which the related services are performed.

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 2 - Summary of Significant Accounting Policies (Continued)

Support and Revenue (Continued)

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or the nature of any donor restrictions. Contributions, including unconditional promises to give, are recognized as support in the period received. Conditional promises to give are not recognized until they become unconditional, which is at the time the conditions on which they depend are substantially met. Contributions of assets other than cash are reported at their estimated fair value. Support that is restricted by the donor is reported as an increase in temporarily or permanently restricted net assets depending on the nature of the restriction, until the restriction lapses or is satisfied, at which time, temporarily restricted net assets are reclassified to unrestricted net assets.

Contributions of donated services that create or enhance nonfinancial assets or that require specialized skill, are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation, are recorded at their fair market values when the donated services are provided.

Income Taxes

CWE is exempt from income taxes under Internal Revenue Code (IRC) Section 501(c)(3). CWE is not classified as a private foundation. Contributions made to CWE are deductible by donors as provided in IRC Section 170.

Accounting principles generally accepted in the United States of America prescribe the threshold a tax position is required to meet before being recognized in the financial statements. The tax-exempt status of an entity is considered a tax position. An additional liability for uncertain tax positions (“UTPs”) is recognized and recorded as a component of current income tax expense for differences between financial and income tax reporting positions which do not meet this threshold. Any interest and penalties related to UTPs are recorded as a component of income tax expense.

CWE has not taken any tax positions, including any tax positions that would jeopardize its tax exempt status, which would have a material effect, individually or in the aggregate, on its financial statements and thus has not recorded a liability at December 31, 2011 or 2010.

CWE files income tax returns in federal and state jurisdictions. CWE is no longer subject to examinations by tax authorities for years prior to 2008. Currently, there are no income tax audits in process.

Functional Expenses

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

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 2 - Summary of Significant Accounting Policies (Continued)

Advertising

CWE expenses advertising costs as they are incurred. Advertising costs were approximately \$7,000 and \$16,000 for the years ended December 31, 2011 and 2010, respectively.

Reclassification

Certain amounts in the 2010 financial statements have been reclassified to conform to the current year presentation. These reclassifications had no impact on the previously reported net assets or change in net assets.

Note 3 - Pledges Receivable

Pledges receivable consisted of the following at December 31:

| | <u>2011</u> | <u>2010</u> |
|--------------------------|------------------|-------------------|
| Due in one year | \$ 80,950 | \$ 120,279 |
| Due in two to five years | - | 10,000 |
| | <u>\$ 80,950</u> | <u>\$ 130,279</u> |

Note 4 - Equipment, Net

Equipment, net consist of the following at December 31:

| | <u>2011</u> | <u>2010</u> |
|-------------------------------|------------------|------------------|
| Equipment | \$ 88,274 | \$ 75,059 |
| Furniture and fixtures | <u>33,617</u> | <u>33,617</u> |
| | 121,891 | 108,676 |
| Less accumulated depreciation | <u>97,433</u> | <u>84,361</u> |
| Equipment, net | <u>\$ 24,458</u> | <u>\$ 24,315</u> |

During 2010, fully depreciated equipment with a cost basis of \$394,937 were disposed.

Note 5 - Line of Credit

On March 4, 2010, CWE refinanced outstanding debt with proceeds from a \$60,000 term loan (see Note 6) and a \$250,000 line of credit ("LOC"). Advances under the LOC bear interest at the prime rate plus 1% with a floor of 5.25%, maturing annually. The interest rate on December 31, 2011 and 2010 was 5.25%. The LOC is secured by substantially all of CWE's assets and is due on demand.

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 6 - Term Loan

On March 4, 2010, CWE entered into a \$60,000 term loan (see Note 5). The term loan bears interest at a fixed rate of 6.50% and is payable in 60 monthly installments of principal and interest of \$1,174 through maturity on April 4, 2015. The term loan is secured by substantially all of CWE's assets.

The following is a summary of the approximate principal payments due after December 31, 2011:

| | |
|------|------------------|
| 2012 | \$ 11,755 |
| 2013 | 12,543 |
| 2014 | 13,383 |
| 2015 | <u>3,509</u> |
| | <u>\$ 41,190</u> |

Note 7 - Restrictions and Limitations on Net Assets

At December 31, 2011 and 2010, temporarily restricted net assets consist of the following:

| | <u>2011</u> | <u>2010</u> |
|------------------|-------------------|-------------------|
| Auction event | \$ 50,000 | \$ 86,500 |
| Program services | 80,000 | - |
| Time restricted | <u>5,000</u> | <u>35,000</u> |
| | <u>\$ 135,000</u> | <u>\$ 121,500</u> |

Temporarily restricted net assets were released from donor restrictions during the years ended December 31, 2011 and 2010 by incurring expenses satisfying the restricted purposes or by the occurrence of other events specified by donors as follows:

| | <u>2011</u> | <u>2010</u> |
|--------------------------------|-------------------|------------------|
| Auction event | \$ 86,500 | \$ 40,250 |
| Expiration of time restriction | <u>30,000</u> | <u>30,000</u> |
| | <u>\$ 116,500</u> | <u>\$ 70,250</u> |

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 8 - Contingencies

During the years ended December 31, 2011 and 2010, CWE received approximately 23% and 22%, respectively, of its total support and revenue from the SBA. Funding from the SBA is subject to audit by the government agency. In the opinion of management, the results of such audits, if any, will not have a material effect on the financial position of CWE as of December 31, 2011, or on the changes in its net assets for the year then ended.

Periodically, CWE is involved in various claims and legal actions arising in the normal course of operations. In the opinion of Management, based upon current facts and circumstances and on consultation with legal counsel, losses, if any, from these matters are covered by insurance or are immaterial to the financial position of CWE.

Note 9 - Operating Leases

CWE leases office facilities in Boston and Worcester, Massachusetts and Providence, Rhode Island, and certain office equipment under noncancelable operating leases expiring through January 2015.

Rent expense was approximately \$200,000 and \$209,000 for the years ended December 31, 2011 and 2010, respectively. This amount is reported net of approximately \$850 and \$6,300, respectively, of sublease income in 2011 and 2010.

Future minimum lease payments for the years ending December 31 are as follows:

| | |
|------|-------------------|
| 2012 | \$ 182,562 |
| 2013 | 150,774 |
| 2014 | 149,061 |
| 2015 | <u>12,152</u> |
| | <u>\$ 494,549</u> |

Note 10 - Donated Services

The value of donated services are reported in the accompanying financial statements as in-kind revenue with offsetting expenses included in program services for the years ended December 31, 2011 and 2010 as follows:

| | <u>2011</u> | <u>2010</u> |
|-------------------------------------|-------------------|-------------------|
| Program instructors and consultants | \$ <u>172,501</u> | \$ 357,276 |
| Professional fees | <u>150,190</u> | <u>30,635</u> |
| Total donated services | <u>\$ 322,691</u> | <u>\$ 387,911</u> |

CENTER FOR WOMEN & ENTERPRISE, INC.

NOTES TO FINANCIAL STATEMENTS

Note 11 - Retirement Savings Plans

CWE sponsors a 403(b) Retirement Savings Plan funded through life insurance company annuity contracts. Eligible employees may make pre-tax contributions under salary reduction agreements and direct the insurer on how to invest their contributions. Employer contributions are discretionary and CWE incurred no contribution expense for the years ended December 31, 2011 and 2010.

Note 12 - Related Party Transactions

During 2011 and 2010, CWE recognized or received approximately \$112,000 and \$160,000, respectively, in donations and pledges from board members and their families.

Note 13 - Supplemental Disclosure of Cash Flow Information

During 2010, CWE refinanced its line of credit with a balance of \$239,723, with new debt of \$179,723 from a line of credit and \$60,000 from a term loan (see Notes 5 and 6).

SUPPLEMENTARY INFORMATION



DI CICCICO, GULMAN & COMPANY LLP

CERTIFIED PUBLIC ACCOUNTANTS AND BUSINESS ADVISORS

Professional Excellence On A Personal LevelSM

Independent Auditors' Report
on Supplementary Information

To the Board of Directors
Center for Women & Enterprise, Inc.

We have audited the financial statements of Center for Women & Enterprise, Inc. (a nonprofit organization) as of and for the years ended December 31, 2011 and 2010, and have issued our report thereon dated July 25, 2012, which contained an unqualified opinion on those financial statements. Our audits were performed for the purpose of forming an opinion on the financial statements as a whole. The information included on the accompanying schedules of program services on page 14 is presented for the purpose 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.

Di Cicco, Gulman & Company LLP

July 25, 2012

CENTER FOR WOMEN & ENTERPRISE, INC.

SCHEDULES OF PROGRAM SERVICES

FOR THE YEARS ENDED DECEMBER 31, 2011 AND 2010

| | 2011 | | | | | | 2010 | | | | | |
|---------------------------------------|--------------------|-------------------|-------------------|---------------------|------------------|------------------------|--------------------|------------------|------------------|--------------------|-------------------|------------------------|
| | Education Programs | | | | Certifications | Total Program Services | Education Programs | | | | Certifications | Total Program Services |
| | Boston | Providence | Worcester | Total | | | Boston | Providence | Worcester | Total | | |
| Salaries and wages | \$ 324,701 | \$ 114,188 | \$ 119,581 | \$ 558,470 | \$ 61,777 | \$ 620,247 | \$352,178 | \$ 92,084 | \$ 85,252 | \$ 529,514 | \$ 62,444 | \$ 591,958 |
| Payroll taxes and benefits | 38,271 | 26,714 | 23,655 | 88,640 | 9,313 | 97,953 | 41,670 | 23,704 | 20,656 | 86,030 | 12,453 | 98,483 |
| Rent and utilities | 101,251 | 48,893 | 16,100 | 166,244 | 14,598 | 180,842 | 92,358 | 54,987 | 17,920 | 165,265 | 14,777 | 180,042 |
| Consultants and professional fees | 313,009 | 802 | 18,757 | 332,568 | - | 332,568 | 396,369 | 2,854 | 18,444 | 417,667 | - | 417,667 |
| Credit card and bank charges | 4,753 | 20 | 66 | 4,839 | - | 4,839 | 6,816 | 17 | 145 | 6,978 | - | 6,978 |
| Depreciation and amortization | 11,514 | - | - | 11,514 | - | 11,514 | 11,514 | - | - | 11,514 | - | 11,514 |
| Dues and publications | 4,839 | 1,197 | 785 | 6,821 | - | 6,821 | 4,128 | 1,689 | 325 | 6,142 | - | 6,142 |
| Equipment rental and maintenance | 4,723 | 5,988 | 5,129 | 15,840 | - | 15,840 | 2,858 | 3,320 | 5,819 | 11,997 | - | 11,997 |
| General and liability insurance | 4,905 | - | - | 4,905 | - | 4,905 | 5,270 | - | - | 5,270 | - | 5,270 |
| Instructor fees and stipends | 24,739 | 40,790 | 840 | 66,369 | - | 66,369 | 22,085 | 23,255 | - | 45,340 | - | 45,340 |
| Instructor travel | 3,468 | - | - | 3,468 | - | 3,468 | 2,978 | - | - | 2,978 | - | 2,978 |
| Interest expense | 9,403 | - | - | 9,403 | - | 9,403 | 9,403 | 26 | - | 9,429 | - | 9,429 |
| Marketing and public relations | 5,904 | 2,422 | 2,449 | 10,775 | 950 | 11,725 | 7,122 | 3,713 | 2,008 | 12,843 | 2,219 | 15,062 |
| Office supplies and expenses | 1,060 | 5,048 | 4,245 | 10,353 | 359 | 10,712 | 227 | 5,783 | 3,429 | 9,439 | 198 | 9,637 |
| Postage | 672 | 402 | 258 | 1,332 | 395 | 1,727 | 1,865 | - | 264 | 2,129 | 232 | 2,361 |
| Program and course materials | 2,716 | 515 | 1,898 | 5,129 | 948 | 6,077 | 1,880 | 368 | 253 | 2,501 | - | 2,501 |
| Program events | 4,100 | - | - | 4,100 | - | 4,100 | 3,643 | 600 | - | 4,243 | 8,219 | 12,462 |
| Software maintenance contracts | 5,495 | 4,637 | 4,637 | 14,769 | - | 14,769 | 5,122 | 5,255 | 5,255 | 15,632 | - | 15,632 |
| Telecommunications expense | 20,342 | 8,953 | 6,482 | 35,777 | - | 35,777 | 13,808 | 9,296 | 9,581 | 32,685 | - | 32,685 |
| Training and development | - | - | - | - | 65 | 65 | 2,100 | 1,800 | 900 | 4,800 | 75 | 4,875 |
| Travel and meals | 4,928 | 4,441 | 3,067 | 12,436 | 9,079 | 21,515 | 3,279 | 3,417 | 3,939 | 10,635 | 5,119 | 15,754 |
| Total program service expenses | \$ 890,793 | \$ 265,010 | \$ 207,949 | \$ 1,363,752 | \$ 97,484 | \$ 1,461,236 | \$986,673 | \$232,168 | \$174,190 | \$1,393,031 | \$ 105,736 | \$ 1,498,767 |