

**American Council on Science and Health**

Financial Statements

June 30, 2013 and 2012

**INDEPENDENT AUDITORS' REPORT****The Board of Trustees  
American Council on Science and Health**

We have audited the accompanying financial statements of American Council on Science and Health (the "Council") (a nonprofit organization), which comprise the statements of financial position as of June 30, 2013 and 2012, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

***Auditors' Responsibility***

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 involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of American Council on Science and Health as of June 30, 2013 and 2012, 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.



Stamford, Connecticut  
January 20, 2014

O'CONNOR DAVIES, LLP

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## American Council on Science and Health

### Statements of Financial Position

|   | June 30,            |                     |
|---|---------------------|---------------------|
|   | <u>2013</u>         | <u>2012</u>         |
| <b>ASSETS</b>                             |                     |                     |
| Cash and cash equivalents                 | \$ 279,101          | \$ 342,499          |
| Investments                               | 2,069,292           | 2,493,154           |
| Pledges receivable, net                   | 110,000             | -                   |
| Prepaid expenses and other current assets | 18,315              | 23,163              |
| Security deposit                          | 68,484              | 68,484              |
| Property and equipment, net               | <u>29,650</u>       | <u>31,750</u>       |
|   | <u>\$ 2,574,842</u> | <u>\$ 2,959,050</u> |
| <br>                                      |                     |                     |
| <b>LIABILITIES AND NET ASSETS</b>         |                     |                     |
| Liabilities                               |                     |                     |
| Accounts payable and accrued expenses     | \$ 93,738           | \$ 100,165          |
| Deferred rent liability                   | <u>85,044</u>       | <u>105,631</u>      |
| Total Liabilities                         | <u>178,782</u>      | <u>205,796</u>      |
| <br>                                      |                     |                     |
| Net Assets                                |                     |                     |
| Unrestricted                              | 2,311,952           | 2,654,794           |
| Temporarily restricted                    | <u>84,108</u>       | <u>98,460</u>       |
| Total Net Assets                          | <u>2,396,060</u>    | <u>2,753,254</u>    |
|   | <u>\$ 2,574,842</u> | <u>\$ 2,959,050</u> |

See notes to financial statements

**American Council on Science and Health**

Statements of Activities

|                                      | Year Ended June 30, 2013 |                        |                     | Year Ended June 30, 2012 |                        |                     |
|--------------------------------------|--------------------------|------------------------|---------------------|--------------------------|------------------------|---------------------|
|                                      | Unrestricted             | Temporarily Restricted | Total               | Unrestricted             | Temporarily Restricted | Total               |
| <b>PUBLIC SUPPORT AND REVENUE</b>    |                          |                        |                     |                          |                        |                     |
| Contributions                        | \$ 1,087,946             | \$ -                   | \$ 1,087,946        | \$ 1,308,801             | \$ 91,989              | \$ 1,400,790        |
| Publications revenue                 | 127,718                  | -                      | 127,718             | 29,321                   | -                      | 29,321              |
| Investment income, net               | 236,852                  | -                      | 236,852             | 18,687                   | -                      | 18,687              |
| Other                                | 145                      | -                      | 145                 | 271                      | -                      | 271                 |
| Net assets released from restriction | 14,352                   | (14,352)               | -                   | 13,726                   | (13,726)               | -                   |
| Total Public Support and Revenue     | <u>1,467,013</u>         | <u>(14,352)</u>        | <u>1,452,661</u>    | <u>1,370,806</u>         | <u>78,263</u>          | <u>1,449,069</u>    |
| <b>EXPENSES</b>                      |                          |                        |                     |                          |                        |                     |
| Scientific and educational           | 1,208,332                | -                      | 1,208,332           | 1,266,659                | -                      | 1,266,659           |
| Management and general               | 243,347                  | -                      | 243,347             | 222,299                  | -                      | 222,299             |
| Fundraising expenses                 | 358,176                  | -                      | 358,176             | 365,221                  | -                      | 365,221             |
| Total Expenses                       | <u>1,809,855</u>         | <u>-</u>               | <u>1,809,855</u>    | <u>1,854,179</u>         | <u>-</u>               | <u>1,854,179</u>    |
| Change in Net Assets                 | (342,842)                | (14,352)               | (357,194)           | (483,373)                | 78,263                 | (405,110)           |
| <b>NET ASSETS</b>                    |                          |                        |                     |                          |                        |                     |
| Beginning of year                    | <u>2,654,794</u>         | <u>98,460</u>          | <u>2,753,254</u>    | <u>3,138,167</u>         | <u>20,197</u>          | <u>3,158,364</u>    |
| End of year                          | <u>\$ 2,311,952</u>      | <u>\$ 84,108</u>       | <u>\$ 2,396,060</u> | <u>\$ 2,654,794</u>      | <u>\$ 98,460</u>       | <u>\$ 2,753,254</u> |

See notes to financial statements

**American Council on Science and Health**

Statements of Functional Expenses

|   | Year Ended June 30, 2013   |                        |                   |                     | Year Ended June 30, 2012   |                        |                   |                     |
|---|----------------------------|------------------------|-------------------|---------------------|----------------------------|------------------------|-------------------|---------------------|
|   | Scientific and Educational | Management and General | Fundraising       | Total Expenses      | Scientific and Educational | Management and General | Fundraising       | Total Expenses      |
| <b>PERSONNEL</b>                        |                            |                        |                   |                     |                            |                        |                   |                     |
| Salaries and wages                      | \$ 699,103                 | \$ 116,957             | \$ 64,644         | \$ 880,704          | \$ 735,435                 | \$ 117,688             | \$ 86,129         | \$ 939,252          |
| Payroll taxes                           | 47,417                     | 7,933                  | 4,385             | 59,735              | 51,246                     | 8,201                  | 6,002             | 65,449              |
| Employee benefits                       | 55,474                     | 9,281                  | 5,129             | 69,884              | 55,717                     | 8,916                  | 6,525             | 71,158              |
| Pension                                 | 39,690                     | 6,640                  | 3,670             | 50,000              | 70,470                     | 11,277                 | 8,253             | 90,000              |
| <b>Total Personnel</b>                  | <b>841,684</b>             | <b>140,811</b>         | <b>77,828</b>     | <b>1,060,323</b>    | <b>912,868</b>             | <b>146,082</b>         | <b>106,909</b>    | <b>1,165,859</b>    |
| <b>OTHER THAN PERSONNEL COSTS</b>       |                            |                        |                   |                     |                            |                        |                   |                     |
| Direct mail expenses                    | -                          | -                      | 189,774           | 189,774             | 8,058                      | -                      | 154,358           | 162,416             |
| Insurance                               | 8,581                      | 1,436                  | 793               | 10,810              | 8,783                      | 1,405                  | 1,029             | 11,217              |
| Media outreach program                  | 28,434                     | -                      | -                 | 28,434              | -                          | -                      | -                 | -                   |
| Merchant processing fees                | 8,716                      | 1,458                  | 806               | 10,980              | 1,723                      | 276                    | 202               | 2,201               |
| Miscellaneous                           | 5,755                      | 963                    | 532               | 7,250               | 4,039                      | 646                    | 473               | 5,158               |
| Network and computer expenses           | 9,408                      | 1,574                  | 870               | 11,852              | 29,397                     | 4,704                  | 3,443             | 37,544              |
| State registration fees                 | -                          | -                      | 6,687             | 6,687               | -                          | -                      | 9,312             | 9,312               |
| Postage, storage, and freight           | 2,525                      | 423                    | 234               | 3,182               | 2,411                      | 386                    | 282               | 3,079               |
| Printing and reproduction costs         | 32,600                     | -                      | -                 | 32,600              | 23,466                     | -                      | -                 | 23,466              |
| Professional fees                       | 1,641                      | 62,060                 | 61,516            | 125,217             | 20,000                     | 36,030                 | 65,230            | 121,260             |
| Rent and utilities                      | 178,970                    | 29,941                 | 16,549            | 225,460             | 172,958                    | 27,678                 | 20,256            | 220,892             |
| Research                                | 62,039                     | -                      | -                 | 62,039              | 51,132                     | -                      | -                 | 51,132              |
| Stationery and office supplies          | 5,109                      | 855                    | 472               | 6,436               | 2,107                      | 337                    | 247               | 2,691               |
| Telephone                               | 8,910                      | 1,491                  | 824               | 11,225              | 8,574                      | 1,372                  | 1,004             | 10,950              |
| Travel, meetings, and conventions       | 2,280                      | 381                    | 211               | 2,872               | 6,900                      | 1,104                  | 808               | 8,812               |
| <b>Total Other Than Personnel Costs</b> | <b>354,968</b>             | <b>100,582</b>         | <b>279,268</b>    | <b>734,818</b>      | <b>339,548</b>             | <b>73,938</b>          | <b>256,644</b>    | <b>670,130</b>      |
| Depreciation                            | 11,680                     | 1,954                  | 1,080             | 14,714              | 14,243                     | 2,279                  | 1,668             | 18,190              |
| <b>Total Expenses</b>                   | <b>\$ 1,208,332</b>        | <b>\$ 243,347</b>      | <b>\$ 358,176</b> | <b>\$ 1,809,855</b> | <b>\$ 1,266,659</b>        | <b>\$ 222,299</b>      | <b>\$ 365,221</b> | <b>\$ 1,854,179</b> |

See notes to financial statements

## American Council on Science and Health

### Statements of Cash Flows

|  | Year Ended June 30 |                   |
|--|--------------------|-------------------|
|  | 2013               | 2012              |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>  |                    |                   |
| Change in net assets   | \$ (357,194)       | \$ (405,110)      |
| Adjustments to reconcile change in net assets<br>to net cash from operating activities |                    |                   |
| Net realized and unrealized (gains) losses on investments                              | (180,531)          | 42,265            |
| Depreciation   | 14,714             | 18,190            |
| Changes in operating assets and liabilities  |                    |                   |
| Pledges receivable, net  | (110,000)          | 38,750            |
| Prepaid expenses and other current assets  | 4,848              | (987)             |
| Accounts payable and accrued expenses  | (6,427)            | 18,235            |
| Deferred rent liability  | <u>(20,587)</u>    | <u>(15,779)</u>   |
| Net Cash from Operating Activities   | <u>(655,177)</u>   | <u>(304,436)</u>  |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>  |                    |                   |
| Purchase of property and equipment   | (12,614)           | (4,456)           |
| Proceeds from sale of investments  | 893,769            | 356,039           |
| Purchase of investments  | <u>(289,376)</u>   | <u>(151,651)</u>  |
| Net Cash from Investing Activities   | <u>591,779</u>     | <u>199,932</u>    |
| Net Change in Cash and Cash Equivalents  | (63,398)           | (104,504)         |
| <b>CASH AND CASH EQUIVALENTS</b>   |                    |                   |
| Beginning of year  | <u>342,499</u>     | <u>447,003</u>    |
| End of year  | <u>\$ 279,101</u>  | <u>\$ 342,499</u> |

See notes to financial statements

## American Council on Science and Health

Notes to Financial Statements  
June 30, 2013 and 2012

### 1. Organization and Tax Status

American Council on Science and Health (the "Council") is a nonprofit consumer education consortium concerned with issues related to food, nutrition, chemicals, pharmaceuticals, lifestyle, the environment and health. The Council was organized on January 1, 1977 as an unincorporated association.

The Council is exempt from Federal income tax under Section 501(c)(3) of the United States Internal Revenue Code.

### 2. Summary of Significant Accounting Policies

#### ***Basis of Presentation***

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP"). Net assets and revenues, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the Council's net assets are classified as permanently restricted, temporarily restricted or unrestricted.

#### ***Use of Estimates***

The preparation of financial statements in accordance with U.S. 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***

The Council considers all highly liquid debt instruments with a maturity of three months or less, at the time of purchase, to be cash equivalents.

#### ***Allowance for Doubtful Pledges***

The Council has considered a number of factors in estimating its allowance for doubtful pledges, including the uncertainty of the current economy, ongoing circumstances surrounding contributors' continuing ability to meet their pledge obligations, and pledge payment history. If any of these factors were to change, it could have a material effect on the need for or amount of the estimated allowance. As of June 30, 2013 and 2012, management did not believe an allowance for doubtful pledges was required.

#### ***Fair Value of Financial Instruments***

The Council follows U.S. GAAP guidance on *Fair Value Measurements* which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

## American Council on Science and Health

Notes to Financial Statements  
June 30, 2013 and 2012

### 2. Summary of Significant Accounting Policies *(continued)*

#### ***Investment Valuation***

Investments are carried at fair value.

#### ***Property and Equipment***

Property and equipment are recorded at cost at date of acquisition or, if received through donation, at estimated fair market value on the date received. Major improvements and repairs are capitalized, and minor maintenance and repairs of property are expensed as incurred.

Depreciation is provided using the straight-line method over the estimated useful lives of the assets which range from three to five years.

#### ***Accounting for Uncertainty in Income Taxes***

The Council recognizes the effect of income tax positions only when they are more likely than not to be sustained. Management is not aware of any exposure to uncertain tax positions that require financial statement recognition or disclosure. The Internal Revenue Service ("IRS") conducted an examination of the Council's form 990 for the year ended June 30, 2010. The IRS finished its examination on October 17, 2012 and accepted the return as filed. The Council is no longer subject to examinations by the Federal government for periods prior to July 1, 2010.

#### ***Contributions***

Contributions are recorded in the statement of activities when an unconditional promise is received. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor restricted contributions are reported as an increase in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires or is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets. Pledges receivable due in more than one year are discounted using a risk adjusted rate of interest. The discount is amortized to contribution income over the expected collection period.

Contributions of assets other than cash are recorded at the estimated fair value on the date of donation.

#### ***Compensated Absences***

The Council allows employees to receive compensation for vacation, personal and sick leave, with certain limitations. The accompanying financial statements include an accrual for unused vacation and personal leave. While unused sick leave may be accumulated indefinitely, it can only be used for actual sick leave and is not payable upon separation of employment. Since the amount of accrued sick leave that will ultimately be taken cannot be reasonably estimated, it is the Council's policy to record the cost when actually paid to employees. As of June 30, 2013 and 2012, the total unused sick leave that could be taken amounts to approximately \$50,000 and \$49,000, respectively.



## American Council on Science and Health

Notes to Financial Statements  
June 30, 2013 and 2012

### 2. Summary of Significant Accounting Policies *(continued)*

#### **Advertising**

Advertising cost is expensed as incurred.

#### **Subsequent Events Evaluation by Management**

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is January 20, 2014.

### 3. Concentration of Credit Risk

Financial instruments that potentially subject the Council to significant concentrations of credit risk consist principally of cash and cash equivalents and marketable securities. At times balances held at financial institutions may be in excess of federally insured limits. The Council has not experienced any losses on its holdings at financial institutions.

### 4. Investments and Investment Returns

The following are the major categories of investments measured at fair value and categorized by the fair value hierarchy at June 30:

| Description                        | 2013  |  | Total               |
|------------------------------------|---|--|---------------------|
|                                    | Quoted<br>Prices<br>in Active<br>Markets<br>(Level 1) | Significant<br>Observable<br>Inputs<br>(Level 2) |                     |
| <b>Investments</b>                 |   |  |                     |
| Equity securities                  |   |  |                     |
| Equity securities, domestic        | \$ 985,958  | \$ -   | \$ 985,958          |
| Equity securities, foreign         | 98,325  | -  | 98,325              |
| Exchange traded funds              |   |  |                     |
| Exchange traded funds, domestic    | 181,040   | -  | 181,040             |
| Exchange traded funds, foreign     | 177,009   | -  | 177,009             |
| U.S. government agency obligations | -   | 163,018  | 163,018             |
| Municipal bonds - taxable          | -   | 107,443  | 107,443             |
| Corporate bonds                    | -   | 356,499  | 356,499             |
|                                    | <u>\$ 1,442,332</u>                                   | <u>\$ 626,960</u>                                | <u>\$ 2,069,292</u> |
| <b>Cash Equivalents</b>            |   |  |                     |
| Money market funds                 | <u>\$ 84,939</u>                                      | <u>\$ -</u>                                      | <u>\$ 84,939</u>    |

## American Council on Science and Health

Notes to Financial Statements  
June 30, 2013 and 2012

### 4. Investments and Investment Return *(continued)*

| Description                        | 2012  |  | Total               |
|------------------------------------|---|--|---------------------|
|                                    | Quoted<br>Prices<br>in Active<br>Markets<br>(Level 1) | Significant<br>Observable<br>Inputs<br>(Level 2) |                     |
| <b>Investments</b>                 |   |  |                     |
| Equity securities                  |   |  |                     |
| Equity securities, domestic        | \$ 1,218,069  | \$ -   | \$ 1,218,069        |
| Equity securities, foreign         | 112,571   | -  | 112,571             |
| Exchange traded funds              |   |  |                     |
| Exchange traded funds, domestic    | 239,250   | -  | 239,250             |
| Exchange traded funds, foreign     | 168,887   | -  | 168,887             |
| U.S. government agency obligations | -   | 169,233  | 169,233             |
| Municipal bonds - taxable          | -   | 113,227  | 113,227             |
| Corporate bonds                    | -   | 471,917  | 471,917             |
|                                    | <u>\$ 1,738,777</u>                                   | <u>\$ 754,377</u>                                | <u>\$ 2,493,154</u> |
| <b>Cash Equivalents</b>            |   |  |                     |
| Money market funds                 | <u>\$ 80,576</u>                                      | <u>\$ -</u>                                      | <u>\$ 80,576</u>    |

Money market funds are included in cash and cash equivalents on the statements of financial position.

Net investment return, including interest on cash and cash equivalents, consists of the following for the years ended June 30:

|                          | 2013              | 2012             |
|--------------------------|-------------------|------------------|
| Interest and dividends   | \$ 73,213         | \$ 78,412        |
| Realized gain            | 168,357           | 12,877           |
| Unrealized gain (loss)   | <u>12,174</u>     | <u>(55,142)</u>  |
| Investment Income, Gross | 253,744           | 36,147           |
| Less investment fees     | <u>(16,892)</u>   | <u>(17,460)</u>  |
| Investment Income, Net   | <u>\$ 236,852</u> | <u>\$ 18,687</u> |

### 5. Pledges Receivable

Pledges receivable of \$110,000 at June 30, 2013 represent unconditional promises to give to fund operations for the year ended June 30, 2013 that were not paid in full prior to June 30, 2013.

## American Council on Science and Health

Notes to Financial Statements  
June 30, 2013 and 2012

### 6. Property and Equipment

The following is a summary of property and equipment at June 30:

|                                | <u>2013</u>      | <u>2012</u>      |
|--------------------------------|------------------|------------------|
| Office furniture and equipment | \$ 86,911        | \$ 86,911        |
| Computers                      | <u>144,955</u>   | <u>132,341</u>   |
|                                | 231,866          | 219,252          |
| Less accumulated depreciation  | <u>(202,216)</u> | <u>(187,502)</u> |
|                                | <u>\$ 29,650</u> | <u>\$ 31,750</u> |

### 7. Pension Plan

The Council maintains a defined contribution pension plan (the "Plan") qualified under Section 403(b) of the Internal Revenue Code covering all of its eligible employees. Eligible employees may make voluntary contributions to the Plan. Employer contributions to the Plan are at the discretion of the Council and are computed as a percentage of each employee's basic compensation for all enrolled members who have completed one year of service. Employer contributions charged to expense amounted to \$50,000 and \$90,000 for the years ended June 30, 2013 and 2012.

### 8. Operating Lease

The Council has entered into a lease agreement through April 2016 for its office space in New York City. The lease agreement contains provisions for future rent increases and free rent periods. The total amount of rental payments due over the lease term is being charged to rent expense on a straight-line basis over the term of the lease. The cumulative rent expense accrued in excess of the amounts paid is reflected as deferred rent liability in the statement of financial position. Rent expense for 2013 and 2012, including utilities and escalations, totaled \$225,460 and \$220,892, respectively.

Future minimum rental payments under all operating leases at June 30, 2013 are payable as follows:

| Year Ending June 30, | <u>Amount</u>     |
|----------------------|-------------------|
| 2014                 | \$ 223,468        |
| 2015                 | 228,496           |
| 2016                 | <u>193,970</u>    |
|                      | <u>\$ 645,934</u> |

**American Council on Science and Health**

Notes to Financial Statements  
June 30, 2013 and 2012

**9. Temporarily Restricted Net Assets**

Temporarily restricted net assets consisted of the following as of June 30:

|                            | <u>2013</u>      | <u>2012</u>      |
|----------------------------|------------------|------------------|
| Young scientist in America | \$ 54,108        | \$ 54,108        |
| Hydraulic fracturing study | 30,000           | 40,000           |
| Holiday menu fund          | -                | 4,352            |
|                            | <u>\$ 84,108</u> | <u>\$ 98,460</u> |

Net assets released from temporary restrictions at June 30 by incurring expenses that satisfy the restricted purposes or by the occurrence of other events specified by donors were as follows for the years ended June 30:

|                             | <u>2013</u>      | <u>2012</u>      |
|-----------------------------|------------------|------------------|
| Computer and equipment fund | \$ -             | \$ 636           |
| Hydraulic fracturing study  | 10,000           | -                |
| Holiday menu fund           | 4,352            | 13,090           |
|                             | <u>\$ 14,352</u> | <u>\$ 13,726</u> |

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