

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED DECEMBER 31, 2011 AND 2010**

**BOB WOODRUFF FAMILY FOUNDATION, INC.  
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## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors  
Bob Woodruff Family Foundation, Inc.  
New York, New York

We have audited the accompanying statement of financial position of the Bob Woodruff Family Foundation, Inc. (BWF) as of December 31, 2011, and the related statements of activities, functional expense and cash flows for the year then ended. These financial statements are the responsibility of BWF's management. Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of the Bob Woodruff Family Foundation, Inc. as of December 31, 2010, were audited by other auditors whose report, dated March 16, 2011, 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 Bob Woodruff Family Foundation, Inc. at December 31, 2011, 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.

*CliftonLarsonAllen LLP*

**CliftonLarsonAllen LLP**

Arlington, Virginia  
August 6, 2012

**BOB WOODRUFF FAMILY FOUNDATION, INC.  
STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2011 AND 2010**

	2011	2010
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash	\$ 1,649,660	\$ 1,178,650
Investments	566,307	564,287
Accounts Receivable	30,211	3,933
Contributions Receivable, Net	430,525	268,429
Prepaid Expenses	17,942	50,533
Donated Goods	2,650	6,500
	2,697,295	2,072,332
<b>CONTRIBUTIONS RECEIVABLE, NET OF CURRENT PORTION</b>	99,616	-
<b>PROPERTY AND EQUIPMENT, NET</b>	14,136	14,653
Total Assets	\$ 2,811,047	\$ 2,086,985
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts Payable and Accrued Expenses	\$ 95,896	\$ 82,228
Deferred Revenue	-	44,671
Total Liabilities	95,896	126,899
<b>NET ASSETS</b>		
Unrestricted	1,834,842	1,660,803
Temporarily Restricted	880,309	299,283
Total Net Assets	2,715,151	1,960,086
Total Liabilities and Net Assets	\$ 2,811,047	\$ 2,086,985

See accompanying Notes to the Financial Statements.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**STATEMENTS OF ACTIVITIES**  
**YEARS ENDED DECEMBER 31, 2011 AND 2010**

	2011			2010		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
<b>REVENUE AND SUPPORT</b>						
Special Events	\$ 2,700,956	\$ 299,616	\$ 3,000,572	\$ 2,693,574	\$ 297,033	\$ 2,990,607
Contributions	779,101	578,443	1,357,544	480,595	323,495	804,090
In-Kind Contributions	87,814	-	87,814	6,641	-	6,641
Investment Income	2,020	-	2,020	3,949	-	3,949
Other Income	664	-	664	3,882	-	3,882
Net Assets Released from Restriction:						
Satisfaction of Purpose Restrictions	-	-	-	587,770	(587,770)	-
Satisfaction of Time Restrictions	297,033	(297,033)	-	-	-	-
Total Revenue and Support	<u>3,867,588</u>	<u>581,026</u>	<u>4,448,614</u>	<u>3,776,411</u>	<u>32,758</u>	<u>3,809,169</u>
<b>EXPENSES</b>						
Program Services:						
Charitable Giving	1,525,653	-	1,525,653	2,003,290	-	2,003,290
Public Awareness and Education	1,148,268	-	1,148,268	590,719	-	590,719
Individual Giving	392,555	-	392,555	454,803	-	454,803
Collaborative Efforts	38,008	-	38,008	70,553	-	70,553
Total Program Services	<u>3,104,484</u>	<u>-</u>	<u>3,104,484</u>	<u>3,119,365</u>	<u>-</u>	<u>3,119,365</u>
Supporting Services:						
Management and General	416,936	-	416,936	256,201	-	256,201
Fund Raising	172,129	-	172,129	136,229	-	136,229
Total Supporting Services	<u>589,065</u>	<u>-</u>	<u>589,065</u>	<u>392,430</u>	<u>-</u>	<u>392,430</u>
Total Expenses	<u>3,693,549</u>	<u>-</u>	<u>3,693,549</u>	<u>3,511,795</u>	<u>-</u>	<u>3,511,795</u>
<b>CHANGE IN NET ASSETS</b>	174,039	581,026	755,065	264,616	32,758	297,374
Net Assets - Beginning of Year	<u>1,660,803</u>	<u>299,283</u>	<u>1,960,086</u>	<u>1,396,187</u>	<u>266,525</u>	<u>1,662,712</u>
<b>NET ASSETS - END OF YEAR</b>	<u>\$ 1,834,842</u>	<u>\$ 880,309</u>	<u>\$ 2,715,151</u>	<u>\$ 1,660,803</u>	<u>\$ 299,283</u>	<u>\$ 1,960,086</u>

See accompanying Notes to the Financial Statements.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSE**  
**YEAR ENDED DECEMBER 31, 2011**

	Program Services					Supporting Services			
	Charitable Giving	Public Awareness and Education	Individual Giving	Collaborative Efforts	Total	Management and General	Fund Raising	Total	Total
Grants	\$ 1,251,468	\$ -	\$ 103,195	\$ -	\$ 1,354,663	\$ -	\$ -	\$ -	\$ 1,354,663
Contract Services	79,150	230,212	73,976	21,634	404,972	159,542	87,475	247,017	651,989
Salaries and Payroll Taxes	152,110	111,493	39,139	3,789	306,531	120,089	1,049	121,138	427,669
Travel and Meetings	3,758	162,242	106,508	6,952	279,460	15,484	31,523	47,007	326,467
Facility and Equipment	15,348	80,474	5,787	435	102,044	13,770	2,072	15,842	117,886
Gifts and Awards	-	5,344	6,790	-	12,134	7,332	3,520	10,852	22,986
Food Service	-	238,701	39,240	-	277,941	2,786	-	2,786	280,727
Audio Visual	-	203,935	10,233	256	214,424	-	16,494	16,494	230,918
Printing and Copying	852	27,792	219	3,551	32,414	8,525	12,149	20,674	53,088
Fees	-	13,598	-	6	13,604	31,468	3,829	35,297	48,901
Bad Debt	-	-	-	-	-	12,760	-	12,760	12,760
Dues, Books and Subscriptions	320	759	79	8	1,166	12,307	1,983	14,290	15,456
Depreciation and Amortization	1,225	898	315	31	2,469	5,139	8	5,147	7,616
Employee Benefits	6,971	5,110	1,794	174	14,049	6,575	60	6,635	20,684
Website	-	-	-	-	-	1,947	-	1,947	1,947
Postage, Shipping and Courier	628	10,218	1,006	645	12,497	4,214	4,154	8,368	20,865
Telephone and Communication	9,258	10,203	2,608	359	22,428	7,324	302	7,626	30,054
Publication Costs	-	4,840	-	-	4,840	1,105	4,227	5,332	10,172
Supplies	1,820	38,194	960	100	41,074	1,827	3,039	4,866	45,940
Insurance	2,745	2,222	706	68	5,741	2,773	140	2,913	8,654
Other	-	2,033	-	-	2,033	1,954	5	1,959	3,992
Marketing and Promotion	-	-	-	-	-	15	100	115	115
<b>Total Expense</b>	<b>\$ 1,525,653</b>	<b>\$ 1,148,268</b>	<b>\$ 392,555</b>	<b>\$ 38,008</b>	<b>\$ 3,104,484</b>	<b>\$ 416,936</b>	<b>\$ 172,129</b>	<b>\$ 589,065</b>	<b>\$ 3,693,549</b>

See accompanying Notes to the Financial Statements.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSE**  
**YEAR ENDED DECEMBER 31, 2010**

	Program Services					Supporting Services			Total
	Charitable Giving	Public Awareness and Education	Individual Giving	Collaborative Efforts	Total	Management and General	Fund Raising	Total	
Grants	\$ 1,815,440	\$ -	\$ 40,654	\$ -	\$ 1,856,094	\$ -	\$ -	\$ -	\$ 1,856,094
Contract Services	95,874	167,203	69,857	27,392	360,326	41,291	81,347	122,638	482,964
Salaries and Payroll Taxes	68,623	150,971	27,449	27,449	274,492	91,039	4,598	95,637	370,129
Travel and Meetings	6,346	41,190	94,853	3,896	146,285	12,869	10,212	23,081	169,366
Facility and Equipment	3,728	80,396	33,057	1,491	118,672	8,376	8,840	17,216	135,888
Gifts and Awards	-	4,864	94,040	3,888	102,792	811	1,619	2,430	105,222
Food Service	-	13,553	51,550	-	65,103	-	305	305	65,408
Audio Visual	-	31,835	31,584	-	63,419	-	453	453	63,872
Printing and Copying	2,902	27,731	5,090	1,967	37,690	12,362	7,032	19,394	57,084
Fees	42	10,416	60	13	10,531	23,888	6,653	30,541	41,072
Bad Debt	-	-	-	-	-	23,223	-	23,223	23,223
Dues, Books and Subscriptions	138	9,066	55	55	9,314	11,966	462	12,428	21,742
Depreciation and Amortization	-	11,817	-	-	11,817	7,781	2,067	9,848	21,665
Employee Benefits	3,472	7,639	1,389	1,389	13,889	6,991	316	7,307	21,196
Website	749	11,435	300	299	12,783	1,611	4,506	6,117	18,900
Postage, Shipping and Courier	1,933	6,229	2,843	996	12,001	4,843	1,846	6,689	18,690
Telephone and Communication	2,852	6,598	1,141	1,241	11,832	5,424	415	5,839	17,671
Publication Costs	-	3,490	-	-	3,490	-	4,435	4,435	7,925
Supplies	589	3,069	290	236	4,184	1,697	433	2,130	6,314
Insurance	602	2,330	241	241	3,414	2,002	380	2,382	5,796
Other	-	831	350	-	1,181	27	291	318	1,499
Marketing and Promotion	-	56	-	-	56	-	19	19	75
<b>Total Expense</b>	<b>\$ 2,003,290</b>	<b>\$ 590,719</b>	<b>\$ 454,803</b>	<b>\$ 70,553</b>	<b>\$ 3,119,365</b>	<b>\$ 256,201</b>	<b>\$ 136,229</b>	<b>\$ 392,430</b>	<b>\$ 3,511,795</b>

See accompanying Notes to the Financial Statements.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2011 AND 2010**

	2011	2010
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in Net Assets	\$ 755,065	\$ 297,374
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by (Used in) Operating Activities:		
Bad Debt	12,760	23,223
Depreciation and Amortization	7,616	21,665
Unrealized Loss (Gain) on Investments	119	(1,128)
Reductions in Donated Goods	3,850	36,662
Changes in Assets and Liabilities:		
Accounts Receivable	(26,278)	-
Contributions Receivable	(274,472)	(105,989)
Prepaid Expenses	32,591	(42,666)
Accounts Payable and Accrued Expenses	13,668	(8,147)
Deferred Revenue	(44,671)	44,671
Grants Payable	-	(589,365)
Net Cash Provided by (Used in) Operating Activities	480,248	(323,700)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of Investments	(2,139)	(2,821)
Purchases of Property and Equipment	(7,099)	(11,037)
Net Cash Used in Investing Activities	(9,238)	(13,858)
<b>NET INCREASE (DECREASE) IN CASH</b>	471,010	(337,558)
Cash - Beginning of Year	1,178,650	1,516,208
<b>CASH - END OF YEAR</b>	\$ 1,649,660	\$ 1,178,650
<b>SCHEDULE OF NONCASH INVESTING ACTIVITIES</b>		
Donated Securities	\$ -	\$ 5,894

See accompanying Notes to the Financial Statements.



**BOB WOODRUFF FAMILY FOUNDATION, INC.  
NOTES TO THE FINANCIAL STATEMENTS  
DECEMBER 31, 2011 AND 2010**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Organization**

Bob Woodruff Family Foundation, Inc. (BWF) was incorporated in September 2007 under the State of New York as a not-for-profit corporation. BWF provides resources and support to injured service members, veterans and their families – building a movement to empower communities nationwide to take action to successfully reintegrate our nation’s injured heroes – especially those who have sustained the *Hidden Injuries of War* – back into their communities so they may thrive physically, psychologically, socially, and economically.

**Income Taxes**

BWF is exempt from the payment of income taxes on its exempt activities under Section 501(c)(3) of the Internal Revenue Code, and has been classified by the Internal Revenue Service as other than a private foundation within the meaning of Section 509(a)(1) of the Internal Revenue Code.

BWF evaluated its tax positions and determined that its positions are more likely than not to be sustained on examination. BWF’s 2008 through 2010 tax years are open for examination by the IRS.

**Basis of Accounting**

The accompanying financial statements have been prepared using the accrual basis of accounting. Revenue is recognized when earned and expense when the obligation is incurred.

**Use of Estimates**

The preparation of financial statements in accordance with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

**Cash**

For financial statement purposes, BWF considers all highly liquid investments with a maturity of three months or less at the time of purchase to be cash.

**Contributions Receivable**

Contributions receivable primarily consists of Stand Up for Heroes special event receivables and short-term promises to give from donors. Management periodically reviews the status of all receivable balances for collectability, which is assessed based on management’s knowledge of the donor, BWF’s relationship with the donor, and the age of the receivable balance. As a result of these reviews, receivable balances for which collection is deemed doubtful are charged to bad debt expense and an allowance is recorded.

**Property and Equipment**

Acquisitions of property and equipment that have a useful life of more than one year and a cost greater than \$1,000 are capitalized and depreciated using the straight-line method over estimated useful lives of 2 to 5 years.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2011 AND 2010**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Deferred Revenue**

Deferred revenue consists of revenue received in advance of the period in which it is earned. Deferred revenue consists primarily of the estimated direct benefit to the donor portion of amounts received in advance for future special events.

**Fair Value Hierarchy**

BWF has categorized its assets and liabilities measured at fair value into a three-level hierarchy based on the priority of the inputs to the valuation technique used to determine fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described as follows:

*Level 1* – Inputs that reflect quoted prices for identical assets or liabilities that an entity has the ability to access.

*Level 2* – Inputs that include quoted prices for similar assets and liabilities in active markets and inputs that are observable for the asset or liability, either directly or indirectly, for substantially the full term of the financial instrument. Fair values for these instruments are estimated using pricing models, quoted prices of securities with similar characteristics, or discounted cash flows.

*Level 3* – Inputs that are unobservable inputs for the asset or liability, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs. There have been no changes in the valuation methodologies used at December 31, 2011 and 2010.

**Net Assets**

To ensure the observance of limitations and restrictions placed on the use of resources available to BWF, its net assets and revenue have been classified into net asset groups based on the existence or absence of donor-imposed restrictions. For financial statement purposes, net assets are as follows:

*Unrestricted:* Represents those net assets whose use is not restricted by donors.

*Temporarily restricted:* Represents those net assets whose use has been donor restricted for specified purpose or time limitations.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2011 AND 2010**

**NOTE 1    SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Revenue Recognition**

Revenue is recognized on the accrual basis and generally consists of special events income and donations. Contributions are recognized when unconditionally promised to, or received by, BWF. Contributions consist of temporarily restricted and unrestricted amounts. Contributions are recorded as unrestricted or restricted support depending upon the existence and/or nature any of donor restrictions. Donor-restricted support is reported as an increase in restricted net assets.

When donor restrictions expire, that is, when a purpose restriction is fulfilled or a time restriction ends, temporarily restricted net assets are reclassified to unrestricted net assets and reported as net assets released from restrictions on the statement of activities.

Promises to give are classified as temporarily restricted net assets until they are received by BWF. These time restricted net assets are available for use once the promise to give is received.

**In-Kind Contributions**

**Recorded Amounts**

In-kind contributions of goods, services, and facilities used for operations or special events are recognized as in-kind contributions in accordance with generally accepted accounting principles.

Donated goods used for special events are included in the costs of direct benefit to donors and donated services are included in contract services expense. In particular donated auction items are recorded at their estimated fair value as provided by a third party charity auctioneer. Donated auction items of value that have not been auctioned at the end of the year are capitalized at their estimated fair value. Capitalized donated goods are adjusted for the cash received at auction.

Donated services are recognized at fair value if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills and would otherwise have been purchased by BWF.

**Unrecorded Amounts**

BWF relies on contributions of both time and expertise from its pool of volunteers. In particular, volunteers work on BWF's programs and fund raising activities. BWF's volunteers donate hundreds of hours of service, the total value of which cannot be easily calculated or estimated, yet these volunteers contribute significantly to the work, impact, and success of BWF. These volunteer services have not been reflected in the accompanying financial statements because the volunteer services provided do not meet the criteria necessary for recognition.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2011 AND 2010**

**NOTE 1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Program Services**

Program services descriptions are as follows:

*Charitable giving:* Through our charitable investment program, BWF seeks out innovative charitable programs that promote meaningful activity—education, employment, entrepreneurship, volunteering and community integration—for post-9/11 injured service members and their families. BWF is finding and funding organizations that build strong bodies and sound minds and administer programs that bring a sense of hope and fulfillment.

*Public awareness and education:* Through a movement called ReMIND.org, BWF educates the public about 1) the needs of service members returning from war and 2) our nation's greater responsibility to ensure our heroes and their families receive the support necessary to successfully reintegrate into their communities.

*Individual giving:* BWF provides discreet financial assistance to individual injured service members and their families.

*Collaborative efforts:* BWF collaborates with key federal, state, and local experts to identify and solve issues related to the successful return of service members from combat to civilian life.

**Supporting Services**

Supporting services descriptions are as follows:

*Management and general:* Management and general includes activities necessary for the administrative process of BWF and managing the financial responsibilities of BWF.

*Fund raising:* Fund raising includes activities that encourage and secure financial support for BWF.

**Functional Allocation of Expenses**

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

**Reclassifications**

Certain reclassifications have been made to the December 31, 2010 financial statements in order to present them in conformity with the December 31, 2011 financial statements.

**Subsequent Events**

In preparing these financial statements, BWF has evaluated events and transactions for potential recognition or disclosure through August 6, 2012, the date the financial statements were available to be issued.

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2011 AND 2010**

**NOTE 2 CONCENTRATION OF REVENUE**

Sixty-nine and seventy-nine percent of BWF's revenue for the years ended December 31, 2011 and 2010, respectively, is from special events revenue from the Stand Up for Heroes events that BWF holds annually.

**NOTE 3 INVESTMENTS**

Investments consist of the following at December 31:

	2011		2010	
	Cost	Fair Value	Cost	Fair Value
Certificates of Deposit	\$ 560,350	\$ 560,350	\$ 558,393	\$ 558,393
Money Funds	315	315	133	133
Equity Stocks	5,761	5,642	5,761	5,761
	<u>\$ 566,426</u>	<u>\$ 566,307</u>	<u>\$ 564,287</u>	<u>\$ 564,287</u>

Investment income consisted of the following for the years ended December 31:

	2011	2010
Interest Income	\$ 2,139	\$ 2,821
Unrealized (Loss) Gain on Investments	(119)	1,128
Total	<u>\$ 2,020</u>	<u>\$ 3,949</u>

**NOTE 4 FAIR VALUE HIERARCHY**

The following table presents fair value hierarchy information as of December 31, 2011 and 2010 measured at fair value on a recurring basis:

	2011			
	Level 1	Level 2	Level 3	Total
Equity Stocks	\$ 5,642	\$ -	\$ -	\$ 5,642
	<u>\$ 5,642</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,642</u>
	2010			
	Level 1	Level 2	Level 3	Total
Equity Stocks	\$ 5,761	\$ -	\$ -	\$ 5,761
	<u>\$ 5,761</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 5,761</u>

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2011 AND 2010**

**NOTE 5 CONTRIBUTIONS RECEIVABLE**

Contributions receivable consist of the following at December 31:

	2011	2010
Stand Up For Heroes	\$ 357,700	\$ 218,542
Special Families Fund	184,925	64,727
	542,625	283,269
Less: Allowance for Doubtful Receivables	(12,100)	(14,840)
Less: Unamortized Discount	(384)	-
Total	\$ 530,141	\$ 268,429
	2011	2010
Amounts Due in:		
Less than One Year	\$ 430,525	\$ 268,429
One to Four Years	99,616	-
Total	\$ 530,141	\$ 268,429

**NOTE 6 PROPERTY AND EQUIPMENT**

Property and equipment consist of the following at December 31:

	2011	2010
Website	\$ 47,602	\$ 47,602
Computer Software	20,175	20,175
Computer Hardware	19,498	12,399
	87,275	80,176
Less Accumulated Depreciation and Amortization	(73,139)	(65,523)
Total	\$ 14,136	\$ 14,653

**NOTE 7 NET ASSETS**

Temporarily restricted net assets consist of the following at December 31:

	2011	2010
Time Restricted	\$ 299,616	\$ 297,033
Purpose Restricted		
Special Family Fund	578,443	-
Other Programs	2,250	2,250
Total	\$ 880,309	\$ 299,283

**BOB WOODRUFF FAMILY FOUNDATION, INC.**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**DECEMBER 31, 2011 AND 2010**

**NOTE 8 SPECIAL EVENTS**

BWF conducts special events in which a portion of the gross proceeds paid represents both a contribution and a payment for the direct benefits received by the participant at the event. The fair value of meals and entertainment provided at the special events is measured at the actual cost to BWF. The direct costs of the special events, which ultimately benefit the donor rather than BWF, are recorded as program services expense. Special events revenue relating only to the direct benefit to donors amounted to \$448,274 and \$100,587, during the years ended December 31, 2011 and 2010, respectively.

**NOTE 9 ALLOCATION OF JOINT COSTS**

BWF conducted special events that had both a program services component and an appeal for contributions. As a result, BWF incurred joint costs of \$437,225 and \$418,608 during the years ended December 31, 2011 and 2010, respectively.

BWF's joint costs were allocated between program services and fund raising as follows for the years then ended December 31:

	2011	2010
Program Services	\$ 292,645	\$ 345,924
Fund Raising	144,580	72,684
Total	\$ 437,225	\$ 418,608

**NOTE 10 COMMITMENT**

BWF leased office space under two annual operating lease agreements. One of the agreements terminated February 2012 and the other terminated March 2012. In addition, one of the agreements included an abatement of four months' rent. Rent expense under the two lease agreements, excluding pass through operating expenses and storage fees, amounted to approximately \$40,000 and \$20,000 for the years ended December 31, 2011 and 2010, respectively.

Future minimum payments under the office lease agreements are as follows:

Year Ending December 31, 2012	\$	9,285
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**NOTE 11 SUBSEQUENT EVENT**

Subsequent to year-end, in April 2012 BWF moved its operations from Virginia to New York. BWF signed a sublease agreement in March 2012 to receive in-kind office rental space.