# Pro Bono Net, Inc.

Financial Statements
December 31, 2007 and 2006

# Pro Bono Net, Inc. Contents December 31, 2007 and 2006

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# **Independent Auditors' Report**

To the Board of Directors Pro Bono Net, Inc.

We have audited the accompanying statements of financial position of Pro Bono Net, Inc. (the "Company") as of December 31, 2007 and 2006, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years then ended. These financial statements are the responsibility of the Company'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 Pro Bono Net, Inc. as of December 31, 2007 and 2006, and the changes 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.

New York, N.Y. June 18, 2008

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		2007	2006						
	Temporarily				Temporarily				
	Unrestricted	Restricted	<u>Total</u>	Unrestricted	Restricted	Total			
Assets Current assets									
Cash and cash equivalents	\$ 830,923	\$ 295,008	\$ 1,125,931	\$ 549,422	\$ 542,573	\$ 1,091,995			
Program receivables	226,898	-	226,898	122,340	-	122,340			
Contributions receivable	-	362,000	362,000	-	520,000	520,000			
Prepaid expenses	21,903		21,903	17,584		17,584			
Total current assets	1,079,724	657,008	1,736,732	689,346	1,062,573	1,751,919			
Software, furniture and equipment, net	503,472	-	503,472	255,277	-	255,277			
Deposit	10,672		10,672	10,672		10,672			
Total assets	\$ 1,593,868	\$ 657,008	\$ 2,250,876	\$ 955,295	\$1,062,573	\$2,017,868			
Liabilities and Net Assets Current liabilities	•		·						
Accounts payable and accrued expenses	\$ 136,526	\$ -	\$ 136,526	\$ 150,263	\$ -	\$ 150,263			
Deferred revenue	163,209		163,209		<u> </u>				
Total current liabilities	299,735	<u>.                                      </u>	299,735	150,263		150,263			
Commitments		ı							
Net Assets									
Unrestricted	1,294,133	_	1,294,133	805,032	_	805,032			
Temporarily restricted		657,008	657,008		1,062,573	1,062,573			
Total net assets	1,294,133	657,008	1,951,141	805,032	1,062,573	1,867,605			
Total liabilities and net assets	\$ 1,593,868	\$ 657,008	\$ 2,250,876	\$ 955,295	\$1,062,573	\$2,017,868			

		2006						
		Temporarily		Temporarily				
	Unrestricted	Restricted	Total	Unrestricted	Restricted	Total		
Support and Revenue								
Contributions	\$ 203,810	\$ 865,000	\$ 1,068,810	\$ 162,268	\$ 625,000	\$ 787,268		
Corporate sponsorship	129,308	-	129,308	75,000	-	75,000		
Donated software	90,774	-	90,774	22,500	-	22,500		
Donated goods and services	461,850	-	461,850	235,156	_	235,156		
Interest and other income	30,983	3,625	34,608	39,048	-	39,048		
Program fees	679,848	-	679,848	613,603	_	613,603		
Product subscription fees	65,451	_	65,451	_	-	-		
Net assets released from restriction	1,274,190	(1,274,190)	-	909,002	(909,002)	-		
Total support and revenue	2,936,214	(405,565)	2,530,649	2,056,577	(284,002)	<u>1,772,575</u>		
Expenses								
Program services	2,181,043	-	2,181,043	1,669,820	-	1,669,820		
Management and general	173,261	_	173,261	127,833	-	127,833		
Fund raising	92,809		92,809	30,659		30,659		
Total expenses	2,447,113		2,447,113	1,828,312		1,828,312		
Change in net assets	489,101	(405,565)	83,536	228,265	(284,002)	(55,737)		
Net assets								
Beginning	805,032	1,062,573	1,867,605	576,767	1,346 <u>,</u> 575_	1,923,342		
Ending	\$ 1,294,133	\$ 657,008	\$ 1,951,141	\$ 805,032	\$1,062,573	\$ 1,867,605		

	2007				2006											
		Program Services		nagement I General			Total	Program Management Services and General						Total		
Account																
Legal services - donated	\$	215,150	\$	_	\$	-	\$	215,150	\$	168,755	\$	-	\$	-	\$	168,755
Salaries		622,446		94,506		47,606		764,558		530,199		<b>82,29</b> 1		13,020		625,510
Payroll taxes and benefits		131,401		19,229		9,615		160,245		106,144		16,234		2,498		124,876
Depreciation and amortization		354,570		_		-		354,570		267,834		-		-		267,834
Rent		64,827		9,487		4,743		79,057		59,979		9,173		1,411		70,563
Consulting fees		70,809		· -		5,825		76,634		91,676		-		10,632		102,308
Professional and other fees		25,225		3,691		1,846		30,762		25,462		3,894		599		29,955
Travel and meals		29,607		´ <b>-</b>		· -		29,607		27,754		•		-		27,754
Conventions and seminars		25,984		-				25,984		17,910		-		-		17,910
Marketing and advertising		241,361		35,321		17,661		294,343		59,574		9,111		1,402		70,087
Office expenditures and stationery		45,586		6,671		3,336		55,593		23,033		3,523		542		27,098
Website maintenance		82,728		-		_		82,728		26,873		-		-		26,873
Website hosting		66,769		_		-		66,769		67,361		-		-		67,361
Telephone		13,972		2,045		1,022		17,039		12,611		1,929		297		14,837
Insurance		7,249		1,061		530		8,840		6,763		1,034		159		7,956
Grants for project partners		174,821		_		_		174,821		173,665		-		-		173,665
Miscellaneous		8,538		1,250		625	_	10,413		4,227		644		99		4,970
	\$	2,181,043	\$	173,261	\$	92,809	\$	2,447,113	\$	1,669,820	\$	127,833	\$	30,659	\$	1,828,312

# Pro Bono Net, Inc. Statements of Cash Flows Years Ended December 31, 2007 and 2006

	2007		_	2006
Cash flows from operating activities				
Change in net assets	\$	83,536	\$	(55,737)
Adjustments to reconcile change in net assets to net cash				
provided by operating activities:  Depreciation and amortization		354,570		267,834
Donated website software	:	(90,774)		(22,500)
Changes in operating assets and liabilities:		(2.2)		(==,0 00)
Increase in program receivables		(104,558)		(84,090)
Increase in contributions receivable		158,000		(30,000)
(Increase) decrease in prepaid expenses		(4,319)		458
(Decrease) increase in accounts payable and		(12 727)		117 002
accrued expenses Increase in deferred revenue		(13,737) 163,209		117,903
morease in deferred revenue		103,207		
Net cash provided by operating activities		545,927	_	193,868
Cash flows from investing activities				
Redemption of short-term investment		<u>÷</u> .		402,903
Acquisitions of software and computer equipment		(511,991)		(283,813)
Net cash (used in) provided by investing activities		(511,991)	·	119,090
Net increase in cash and cash equivalents		33,936		312,958
Cash and cash equivalents		. *		7
Beginning of year		1,091,995		779,037
	-		•	
End of year	Þ	1,125,931	\$	1,091,995

## 1. Summary of Significant Accounting Policies

## Organization

Pro Bono Net, Inc. ("PBN" or the "Company") is a not-for-profit organization exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Based in New York City, PBN works in close partnership with nonprofit legal organizations across the United States and Canada, to increase access to justice for the millions of poor people who face legal problems every year without help from a lawyer. PBN does this by (i) supporting the innovative and effective use of technology by the nonprofit legal sector, (ii) increasing participation by volunteers, and (iii) facilitating collaborations among nonprofit legal organizations and advocates working on similar issues or in the same region.

Founded in 1998, PBN has developed a broad base of support from foundations, law firms, corporate sponsors and nonprofit partners alike, to build web platforms that offer powerful and sophisticated online tools to pro bono and legal aid advocates, and to provide critical legal information and assistance directly to the public. Its model has been adopted in 30 states. PBN programs include:

- Probono.net (<u>www.probono.net</u>) is a national, online resource for legal aid and pro bono attorneys, law professors and students, and related social services advocates. Members include more than 35,000 advocates from hundreds of public interest organizations and private firms.
- LawHelp (<u>www.lawhelp.org</u>) is an online resource that helps low and moderateincome people locate free legal aid programs in their communities, answers to
  questions about their legal rights, court information, links to social service agencies,
  and more.
- NPADO (www.npado.org) is a collaborative national effort to provide online legal document assembly for poverty law and court access to justice programs across the country. The NPADO system increases opportunities for self-represented litigants to achieve justice on their own and improves efficiency for legal aid, pro bono and courts-based access to justice programs.
- Pro Bono Manager (<u>www.probono.net/pbm</u>) is a customized, hosted web application to increase law firms' pro bono program management capacity.

#### **Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles 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 Company considers all highly liquid investments, purchased with an original maturity of three months or less, to be cash equivalents. Liquid investments purchased with an original maturity greater than three months, but less than twelve months, are considered to be short-term investments.

The Company's cash is concentrated with one bank whose balances at December 31, 2007 exceeded FDIC insurance by approximately \$719,000.

## Software, Furniture and Equipment

Costs related to the development of internal use software other than those incurred during the application development stage are expensed as incurred. Costs incurred during the application development stage are capitalized and amortized over the estimated useful life of the software. The software and computer equipment are being amortized on a straightline basis over three years.

Furniture is being depreciated on a straight-line basis over seven years.

## **Deferred Revenues**

The Company recognizes revenues as earned. Amounts received in advance of the period in which services is rendered are recorded as a liability. Deferred revenues represent such amounts received for product subscription fees and program fees.

## **Net Assets**

The net assets of the Company and changes therein are classified and reported as follows:

#### Unrestricted

Funds that are undesignated by donors or for which restriction have expired and are available for general purposes are used for the general activity of the Company.

## **Temporarily Restricted**

Temporarily restricted net assets consist of resources, the use of which has been restricted by donors. The release of net assets from restrictions results from either the satisfaction of the restricted purposes specified by the donors, or from the passage of time.

Purpose restrictions, grants restricted to specific geographic or subject area initiatives (e.g. civil rights, immigration, new business plans) at December 31, 2007 and 2006 amounted to \$519,508 and \$1,012,573, respectively. Time restrictions at December 31, 2007 and 2006 amounted to \$137,500 and \$50,000, respectively.

## **Permanently Restricted**

A donor-imposed restriction that stipulates that resources be maintained permanently but permits the Company to use or expend part or all of the income from donated assets. The Company has no permanently restricted net assets.

## 2. Contributions

The Company reports gifts of cash and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Temporarily restricted contributions that have been restricted by the donor will be reclassified to unrestricted net assets when the restriction expires.

## Contributions of Goods and In-Kind Services

Amounts are reported in the financial statements for voluntary donations of services if those services create or enhance nonfinancial assets or require specialized skills provided by individuals possessing those skills and which would typically be purchased if not provided by donation.

The Company recognizes the contribution of goods and certain donated services, such as web software, legal services, advertising and website hosting at fair market value. The fair market value of software costs were based on information received from the donor and have been capitalized. Donated legal services and advertising have been recognized as revenue and expense in the statement of activities. Advertising costs for Pro Bono Manager and website hosting services were donated per corporate sponsorship agreements. The fair market values for such services have been recognized as corporate sponsorship revenue and related expenses in the statement of activities.

# 3. Software, Furniture and Equipment

Software, furniture and computer equipment consists of the following:

	Decemi	<u>ber 31,</u>
	2007	2006
Website software	\$ 2,928,568	\$ 2,354,205
Computer equipment	96,934	68,532
Furniture	<u>4,901</u>	<u>4,901</u>
	3,030,403	2,427,638
Less accumulated depreciation and amortization	<u>2,526,931</u>	2,172,361
	<u>\$ 503,472</u>	\$ 255,277

#### 4. Bank Line of Credit

The Company has an available line of credit with a bank for an amount not to exceed \$250,000 that expires on June 30, 2008. The line bears interest at a floating rate of prime plus one-half of one percent. At December 31, 2007, the Company has no borrowings outstanding. The line is secured by the assets of the Company.

## 5. Commitments

The Company leases office space for two locations under a month-to-month tenancy agreement and an operating lease expiring July 31, 2008. Minimum future obligation under the lease is \$41,601.

Rent expense charged to operations for the years ended December 31, 2007 and 2006 amounted to \$79,057 and \$70,563, respectively.

# 6. 401(k) Plan

The Company maintains a 401(k) Plan available to all of its employees who elect to contribute. No matching contributions were made by the Company for the years ended December 31, 2007 and 2006.

## 7. Other Concentration

The Company received temporarily restricted grants from two sources, which accounted for 82% of contributions receivable at December 31, 2007. A temporarily restricted grant from one source accounted for 67% of contributions receivable at December 31, 2006.