

MARY'S PLACE BY THE SEA, INC.

FINANCIAL STATEMENTS

MARCH 31, 2024

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NEW JERSEY SOCIETY OF
CERTIFIED PUBLIC ACCOUNTANTS

LICENSED:
NEW JERSEY & NEW YORK

INDEPENDENT AUDITOR'S REPORT

TO: THE BOARD OF TRUSTEES
MARY'S PLACE BY THE SEA, INC.
OCEAN GROVE, NEW JERSEY

Opinion

I have audited the accompanying financial statements of Mary's Place by the Sea, Inc. (a nonprofit organization) which comprise the statement of financial position as of March 31, 2024, and the related statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Mary's Place by the Sea, Inc. as of March 31, 2024 and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

I conducted my audit in accordance with auditing standards generally accepted in the United States of America. My responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of my report. I am required to be independent of Mary's Place by the Sea, Inc. and to meet my other ethical responsibilities in accordance with the relevant ethical requirements relating to my audit. I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Mary's Place by the Sea, Inc.'s ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

My objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes my opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepting auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepting auditing standards, I:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Mary's Place by the Sea, Inc.'s internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in my judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Mary's Place by the Sea, Inc.'s ability to continue as a going concern for a reasonable period of time.

I am required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that I identified during the audit.



ROGER K. STEIN, CPA LLC

Neptune, New Jersey

September 18, 2024

MARY'S PLACE BY THE SEA, INC.
STATEMENT OF FINANCIAL POSITION
MARCH 31, 2024

ASSETS

Current Assets:

Cash	\$ 1,062,633
Prepaid expenses	29,625
<u>Total Current Assets</u>	<u>1,092,258</u>

Property, Equipment and Intangible Assets:

Operating lease right-of-use asset	1,640
Land	700,000
Building and improvements	2,352,599
Equipment	70,433
Furniture and fixtures	91,206
Intangible assets	5,127
	<u>3,221,005</u>
Less: accumulated depreciation and amortization	(595,354)
<u>Net Property, Equipment and Intangible Assets</u>	<u>2,625,651</u>

Other Assets:

Investments	<u>913,623</u>
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<u>Total Assets</u>	<u>\$ 4,631,532</u>
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LIABILITIES

Current Liabilities:

Accounts payable	\$ 28,750
Accrued expenses	31,126
Operating lease liability - current portion	1,640
Mortgage payable - current portion	50,637
<u>Total Current Liabilities</u>	<u>112,153</u>

Other Liabilities:

Mortgage payable - net of current portion	<u>348,433</u>
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<u>Total Liabilities</u>	<u>460,586</u>
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NET ASSETS

Without donor restrictions	4,148,746
With donor restrictions	22,200
<u>Total Net Assets</u>	<u>4,170,946</u>

<u>Total Liabilities and Net Assets</u>	<u>\$ 4,631,532</u>
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The accompanying notes are an integral
part of these Financial Statements.

MARY'S PLACE BY THE SEA, INC.
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED MARCH 31, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
Revenues, gains, and other support:			
Contributions of cash and other financial assets	\$ 277,334	\$ 139,165	\$ 416,499
Contributions of professional services	128,170		128,170
Fundraisers:			
Gross revenues	\$ 953,485		
Less: expenses	<u>(145,909)</u>	807,576	807,576
Investment income, net	52,269		52,269
Net realized and unrealized gains on investments	70,907	-	70,907
	<u>1,336,256</u>	<u>139,165</u>	<u>1,475,421</u>
Net assets released from restrictions:			
Satisfaction of program restrictions	143,403	(143,403)	-
Total revenues, gains, and other support	<u>1,479,659</u>	<u>(4,238)</u>	<u>1,475,421</u>
Expenses:			
Program services	798,235		798,235
Supporting services			
Management and general	147,308		147,308
Fundraising	166,470	-	166,470
Total expenses	<u>1,112,013</u>	<u>-</u>	<u>1,112,013</u>
<u>Change in net assets</u>	<u>367,646</u>	<u>(4,238)</u>	<u>363,408</u>
Net assets at beginning of year	3,781,100	26,438	3,807,538
Net assets at end of year	<u>\$ 4,148,746</u>	<u>\$ 22,200</u>	<u>\$ 4,170,946</u>

The accompanying notes are an integral
part of these Financial Statements.

MARY'S PLACE BY THE SEA, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED MARCH 31, 2024

	<u>Supporting Services</u>			
	Program Services	Management and General	Fund- raising	Total
Payroll	\$ 308,973	\$ 78,013	\$ 115,995	\$ 502,981
Payroll taxes	27,147	6,858	10,151	44,156
Advertising and promotion	5,344	647	2,001	7,992
Insurance	35,625	8,263	5,343	49,231
Licenses and fees	394	31		425
Food	19,080			19,080
House supplies	3,803			3,803
Client services	188,780			188,780
Office	20,094	13,156	11,422	44,672
Professional fees	9,476	25,571	7,613	42,660
Operating lease cost	697	698	699	2,094
Miscellaneous	1,923	91		2,014
Repairs and maintenance	69,349	5,533	5,308	80,190
Utilities	21,903	1,747	1,677	25,327
Travel	39	194		233
Interest	20,216	1,655	1,590	23,461
Depreciation	65,392	4,851	4,671	74,914
Total	<u>\$ 798,235</u>	<u>\$ 147,308</u>	<u>\$ 166,470</u>	<u>\$ 1,112,013</u>

The accompanying notes are an integral
part of these Financial Statements.

MARY'S PLACE BY THE SEA, INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED MARCH 31, 2024

CASH FLOWS FROM OPERATING ACTIVITIES:

Increase in net assets	\$ 363,408
Adjustments to reconcile changes in net assets to net cash provided by operating activities:	
Depreciation and amortization	74,914
Net realized and unrealized gains on investments	(70,907)
(Increase) decrease in:	
Prepaid expenses	(779)
Increase (decrease) in:	
Accounts payable	6,927
Accrued expenses	12,648
Deferred income	(25,767)

<u>NET CASH PROVIDED BY OPERATING ACTIVITIES</u>	<u>360,444</u>
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CASH FLOWS FROM INVESTING ACTIVITIES:

Sale of investments	466,874
Purchase of investments	(520,294)

<u>NET CASH USED BY INVESTING ACTIVITIES</u>	<u>(53,420)</u>
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CASH FLOWS FROM FINANCING ACTIVITIES:

Reduction of mortgage payable	(300,163)
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<u>NET CASH USED BY FINANCING ACTIVITIES</u>	<u>(300,163)</u>
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NET INCREASE IN CASH	6,861
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CASH AT APRIL 1, 2023	<u>1,055,772</u>
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CASH AT MARCH 31, 2024	<u><u>\$ 1,062,633</u></u>
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The accompanying notes are an integral
part of these Financial Statements.

MARY'S PLACE BY THE SEA, INC.
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

Note 1 - Summary of Significant Accounting Policies -

Nature of Activities - The Organization is a nonprofit corporation which provides support for women with cancer in a respite home located in Ocean Grove, New Jersey through integrative services which complement their medical treatment and empower, educate and support their healing. Services provided include oncology massage, individual counseling sessions, nutritional counseling, guided meditation, reflexology, journaling, yoga and overall support. The Organization relies on grants and donations to fund its operations as it does not charge its guests for services.

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.

The Organization reports information regarding its financial position and activities according to two classes of net assets that are based upon the existence or absence of restrictions on use that are placed by its donors: net assets without donor restrictions and net assets with donor restrictions.

Without donor restrictions - Resources available to support operations and are not subject to donor restrictions.

With donor restrictions - Resources that are subject to donor-imposed restrictions. When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from net assets with donor restrictions to net assets without donor restrictions.

Contributions - Unconditional promises to give are recognized as revenue when the underlying promises are received by the Organization. If there is no unconditional promise, the contribution is recognized when received. Contributions received are recorded as support without donor restrictions or support with donor restrictions according to donor stipulations that limit the use of these assets due to time or purpose restrictions. Grants and other contributions of cash and other assets are reported as support with donor restrictions if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions.

Contributed Services - During the year ended March 31, 2024, the value of contributed services meeting the requirements for recognition in the financial statements totaled \$128,170 which was for professional services and specialized skills. The value of these contributions is reflected in the financial statements at fair value at the date of receipt. No amounts have been reflected in the financial statements for other contributed services; however, a substantial number of volunteers have donated significant amounts of their time in relation to the Organization's program services and other activities. The amounts recorded in the financial statements for contributed services are as follows:

Client services	\$	111,800
Professional services		3,200
Fundraising/marketing		9,150
Other		4,020
Total	\$	<u>128,170</u>

MARY'S PLACE BY THE SEA, INC.
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

Note 1 - (continued)

Contributions Receivable - Any unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at fair value, which is measured as the present value of their future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. As of March 31, 2024, the Organization had no contributions receivable.

Revenue Recognition - The Organization has adopted the guidance under FASB ASC 606, Revenue from Contracts with Members, which requires the recognition of revenue when promised services are transferred to members in an amount that reflects the consideration to which the Organization expects to be entitled in exchange for those services.

Grants - Grants are recognized when received and are reviewed by the Organization for the amount earned and, if necessary, adjusted at year end.

Property and Equipment - Property and equipment are carried at cost. Depreciation and amortization are computed using the straight line and accelerated methods based on the estimated useful lives of the assets. Expenditures for major renewals and betterments that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance and repairs are charged to expense, as incurred. For the year ended March 31, 2024, depreciation and amortization expense was \$74,914.

Donations of property and equipment are recorded as support at their estimated fair value. Such donations are reported as support without donor restrictions unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as support with donor restrictions. Absent donor stipulations regarding how long those donated assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Organization reclassifies net assets with donor restrictions to net assets without donor restrictions at that time.

Advertising - All advertising costs are expensed in the period they are incurred. For the year ended March 31, 2024, advertising expense was \$7,992.

Income Taxes - The Organization is a not-for-profit organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code.

The Organization evaluates its uncertain tax positions and accordingly, a loss contingency is recognized when it is probable that a liability has been incurred as of the date of the financial statements and the amount of the loss can be reasonably estimated. The amount recognized is subject to estimate and management judgment with respect to the likely outcome of each uncertain tax position. The amount that is ultimately sustained for an individual uncertain tax position or for all uncertain tax positions in the aggregate could differ from the amount recognized. As of March 31, 2024, the Organization recognized no liability on uncertain tax positions.

MARY'S PLACE BY THE SEA, INC.
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

Note 1 - (continued)

Investments - The Organization's investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized. For the year ended March 31, 2024, the Organization incurred investment expenses of \$2,787 which is reflected in the investment income on the statement of activities.

Fair Value - The Organization has a number of financial instruments, none of which are held for trading purposes. The Organization estimates that the fair value of all financial instruments at March 31, 2024, does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying balance sheet. The estimated fair value amounts have been determined by the Organization using available market information and appropriate valuation methodologies. Marketable equity securities are valued at quoted prices in active markets for identical assets (Level I). Considerable judgment is necessarily required in interpreting market data to develop the estimates of fair value, and, accordingly, the estimates are not necessarily indicative of the amounts that the Organization could realize in a current market exchange.

Use of 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. Management periodically evaluates estimates used in the preparation of the financial statements for continued reasonableness. Appropriate adjustments, if any, to the estimates used are made prospectively based upon such periodic evaluation.

Note 2 - Investments - Cost and fair value of marketable securities at March 31, 2024 are as follows:

	Cost	Unrealized Gains	Unrealized Losses	Fair Value
Available for sale				
Certificates of Deposit	\$ 470,000	\$ -	\$(653)	\$ 469,347
Equity Securities (Level I)				
Industrials	29,090	18,087	-	47,177
Utilities	8,436	571	-	9,007
Healthcare	6,090	4,643	-	10,733
Technology	63,743	26,823	(3,962)	86,604
Financial	32,069	12,261	(180)	44,150
Consumer Goods	81,504	30,122	(2,182)	109,444
Mutual Funds	125,195	16,998	(5,032)	137,161
	<u>346,127</u>	<u>109,505</u>	<u>(11,356)</u>	<u>444,276</u>
Total Investments	\$ 816,127	\$ 109,505	\$(12,009)	\$ 913,623

MARY'S PLACE BY THE SEA, INC.
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

Note 3 - Mortgage Payable - The Organization has a mortgage with OceanFirst Bank of which \$403,415 was outstanding as of March 31, 2024. The mortgage, secured by the Ocean Grove property, is payable in monthly installments of \$5,506, including interest at 3.9% in the current year. The mortgage will adjust to a rate equal to 3.5% in excess of the U.S. Treasury Securities. The next rate adjustment is June 2026. The mortgage is due December 2036.

The Organization adopted the requirements in FASB ASC 835-30 to present debt issuance costs as a reduction of the carrying amount of the debt rather than as an asset. Amortization of the debt issuance costs is reported as interest expense in the statement of functional expenses.

Long-term debt at March 31, 2024 consists of the following:

Mortgage Payable	\$ 403,415
Less: Unamortized debt issuance costs	(4,345)
Long-term debt, less unamortized Debt issuance costs	399,070
Less: current portion	(50,637)
Total long-term debt, less current Portion	<u>\$ 348,433</u>

Maturity of long-term debt is as follows:

<u>Year ending March 31,</u>	<u>Amount</u>
2025	\$ 50,637
2026	52,672
2027	54,787
2028	56,986
2029	59,273
Thereafter	124,715
	<u>\$ 399,070</u>

Note 4 - Net Assets With Donor Restrictions - Activities related to net assets with donor restrictions in the current year are summarized as follows:

	<u>Net Assets With Donor Restrictions- Beginning Of Year</u>	<u>Restricted Donations Received During Year</u>	<u>Restrict- ions Satisfied by Payments</u>	<u>Net Assets With Donor Restrictions- End of Year</u>
Debt reduction	\$ -	\$ 100,000	\$ 100,000	\$ -
Program services	<u>26,438</u>	<u>39,165</u>	<u>43,403</u>	<u>22,200</u>
Total	<u>\$ 26,438</u>	<u>\$ 139,165</u>	<u>\$ 143,403</u>	<u>\$ 22,200</u>

MARY'S PLACE BY THE SEA, INC.
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

- Note 5 - Liquidity - The following reflects the Organization's financial assets as of March 31, 2024, reduced by amounts not available for general use because of contractual, donor-imposed or board-imposed restrictions within one year of the statement of financial position date:

Financial assets at March 31, 2024:

Cash	\$ 1,062,633
Investments	913,623
	<u>\$ 1,976,256</u>

Less those unavailable for general expenditures within one year, due to:

Contractual or donor-imposed restrictions:	
Program services	(22,200)

Financial assets available to meet cash needs
for general expenditure within one year \$ 1,954,056

As part of the Organization's liquidity management, the Organization structures its financial assets to be available as general expenditures and liabilities become due.

- Note 6 - Functional Allocation of Expenses - The costs of providing programs and other activities have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Directly identifiable expenses are charged to the programs and supporting services. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

- Note 7 - Operating Lease - The Organization adopted ASC 842 under the modified retrospective method and has elected to apply the standard as of the current period, April 1, 2023. The Organization leases office equipment over a five-year period.

The following summarizes the line items in the statement of financial position which include amounts for the operating lease as of March 31, 2024:

Operating lease right-of-use asset	<u>\$ 1,640</u>
Current portion of operating lease liability	\$ 1,640
Long-term operating lease liability	-
Total operating lease liability	<u>\$ 1,640</u>

The components of operating lease expense that are included in the statement of functional expenses for the year ended March 31, 2024 are as follows:

Operating lease cost	\$ 2,094
Interest	139
	<u>\$ 2,233</u>

Lease term and discount rate as of March 31, 2024 are as follows:

Remaining lease term	9 months
Discount rate	5.00%

MARY'S PLACE BY THE SEA, INC.
NOTES TO FINANCIAL STATEMENTS
MARCH 31, 2024

Note 7 - (continued)

The maturity of the operating lease liability as of March 31, 2024 is as follows:

<u>Year ending March 31,</u>	<u>Amount</u>
2025	\$ 1,675
Less: interest	(35)
Present value of lease liability	<u>\$ 1,640</u>

- Note 8 - Cash Flows - For purposes of the statement of cash flows, the Organization considers all unrestricted highly liquid investments with an initial maturity of three months or less to be cash equivalents. For the year ended March 31, 2024, the Organization paid \$23,322 for interest expense.
- Note 9 - Transactions with Related Parties - The Organization incurred expenses of \$25,774 to a vendor for website design. The vendor is owned by the son-in-law of a board member. The Organization incurred expenses of \$143 to a contractor for repair services. The contractor is owned by the brother-in-law of the Executive Director of the Organization. The Organization incurred expenses of \$10,185 to a contractor for repair services. The contractor is 50% owned by the spouse of the Executive Director of the Organization. The Organization incurred expenses of \$13,107 to a vendor for printing services. The vendor is owned by the nephew of an employee of the Organization. The Organization incurred expenses of \$1,250 to a vendor for photography services. The vendor is owned by the husband of an employee of the Organization.
- Note 10 - Concentrations of Credit Risk - The Organization maintains cash balances at financial institutions which are insured by the Federal Deposit Insurance Corporation up to \$250,000. At March 31, 2024, the Organization's uninsured cash totaled \$306,751.
- Note 11 - Subsequent Events - The Organization has evaluated subsequent events through September 18, 2024, which is the date the financial statements were available to be issued. No subsequent events requiring recognition or disclosure in the financial statements were identified by management.