



**VITAMIN ANGEL ALLIANCE, INC.**

**FINANCIAL STATEMENTS**

December 31, 2014

**VITAMIN ANGEL ALLIANCE, INC.**

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## **INDEPENDENT AUDITOR'S REPORT**

Board of Directors  
Vitamin Angel Alliance, Inc.

We have audited the accompanying financial statements of Vitamin Angel Alliance, Inc. (a nonprofit organization) which comprise the statement of financial position as of December 31, 2014, and the related statements of activity, functional expenses, and cash flows for the year 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.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. 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 from 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 auditor's 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 auditor considers 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 Vitamin Angel Alliance, Inc. as of December 31, 2014, 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.

### **Report on Summarized Comparative Information**

We have previously audited Vitamin Angel Alliance's 2013 financial statements, and our report dated October 17, 2014, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2013, is consistent, in all material respects, with the audited financial statements from which it has been derived.

DAMITZ, BROOKS, NIGHTINGALE, TURNER & MORRISSET

Damitz, Brooks, Nightingale,  
Turner & Morrisset  
Santa Barbara, California  
September 4, 2015

**VITAMIN ANGEL ALLIANCE, INC.**  
**Statement of Financial Position**  
December 31, 2014  
(With Summarized Comparative Totals for 2013)

<i>Assets</i>	<b>Unrestricted</b>	<b>Temporarily Restricted</b>	<b>Total</b>	
	<b>2014</b>	<b>2013</b>	<b>2014</b>	<b>2013</b>
Cash	\$ 2,403,504	\$ -	\$ 2,403,504	\$ 3,238,042
Investments	4,097,632	-	4,097,632	4,058,904
Inventory	25,661,304	-	25,661,304	24,357,442
Pledges receivable	-	3,192,469	3,192,469	1,085,623
Prepaid expenses and deposits	119,098	-	119,098	23,703
Office furniture and equipment, net	34,897	-	34,897	37,515
<b><i>Total assets</i></b>	<b>\$ 32,316,435</b>	<b>\$ 3,192,469</b>	<b>\$ 35,508,904</b>	<b>\$ 32,801,229</b>
<b><i>Liabilities and Net Assets</i></b>				
<b><i>Liabilities</i></b>				
Accounts payable	\$ 311,601	\$ -	\$ 311,601	\$ 279,451
Accrued payroll liabilities	210,276	-	210,276	152,693
Accrued deferred compensation	40,000	-	40,000	-
<b><i>Total liabilities</i></b>	<b>561,877</b>	<b>-</b>	<b>561,877</b>	<b>432,144</b>
<b><i>Net Assets</i></b>				
Unrestricted				
Board designated	4,057,632	-	4,057,632	4,058,904
Other unrestricted net assets	27,696,926	-	27,696,926	27,224,558
Temporarily restricted	-	3,192,469	3,192,469	1,085,623
<b><i>Total net assets</i></b>	<b>31,754,558</b>	<b>3,192,469</b>	<b>34,947,027</b>	<b>32,369,085</b>
	<b>\$ 32,316,435</b>	<b>\$ 3,192,469</b>	<b>\$ 35,508,904</b>	<b>\$ 32,801,229</b>

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

**VITAMIN ANGEL ALLIANCE, INC.**  
**Statement of Activity**  
Year Ended December 31, 2014  
(With Summarized Comparative Totals for 2013)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2014</u>	<u>Total 2013</u>
<b><i>Revenues and Other Support</i></b>				
In-kind contributions	\$ 45,082,444	\$ -	\$ 45,082,444	\$ 38,827,413
Contributions	7,045,839	3,192,469	10,238,308	9,664,378
Special event income	371,830	-	371,830	633,006
Investment income	1,795	-	1,795	1,559
Net assets released from restrictions	1,085,623	(1,085,623)	-	-
<b><i>Total revenues and other support</i></b>	<u>53,587,531</u>	<u>2,106,846</u>	<u>55,694,377</u>	<u>49,126,356</u>
<b><i>Expenses</i></b>				
Nutrition and health projects	49,101,399	-	49,101,399	25,011,099
Management and general	1,375,036	-	1,375,036	1,001,588
Special events and fundraising	2,640,000	-	2,640,000	1,601,500
<b><i>Total expenses</i></b>	<u>53,116,435</u>	<u>-</u>	<u>53,116,435</u>	<u>27,614,187</u>
<b><i>Increase in net assets</i></b>	471,096	2,106,846	2,577,942	21,512,169
<b><i>Net assets, beginning of year</i></b>	<u>31,283,462</u>	<u>1,085,623</u>	<u>32,369,085</u>	<u>10,856,916</u>
<b><i>Net assets, end of year</i></b>	<u>\$ 31,754,558</u>	<u>\$ 3,192,469</u>	<u>\$ 34,947,027</u>	<u>\$ 32,369,085</u>

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

**VITAMIN ANGEL ALLIANCE, INC.**  
**Statement of Functional Expenses**  
Year Ended December 31, 2014  
(With Summarized Comparative Totals for 2013)

	<u>Program Services</u>	<u>Supporting Services</u>		<u>Total</u>	
	<u>Nutrition and Health Projects</u>	<u>Management and General</u>	<u>Special Events and Fundraising</u>	<u>2014</u>	<u>2013</u>
Salaries	\$ 783,437	\$ 875,606	\$ 645,182	\$ 2,304,225	\$ 1,612,231
Payroll taxes and benefits	144,159	161,119	118,719	423,997	312,206
Total salaries and benefits	927,596	1,036,725	763,901	2,728,222	1,924,437
Conferences and meetings	-	11,272	-	11,272	14,910
Consulting	602,388	63,037	269,935	935,360	437,666
Depreciation and amortization	7,283	2,913	4,369	14,565	16,367
Development and promotion	-	-	1,097,722	1,097,722	460,709
Information technology	81,536	32,614	48,922	163,072	96,300
Insurance	27,265	10,906	16,358	54,529	41,919
Legal and accounting	100,137	129,809	-	229,946	189,928
Loss on disposal of asset	1,664	665	997	3,326	2,334
Occupancy	50,215	20,086	30,128	100,429	79,678
Office expenses	62,990	25,196	37,793	125,979	92,831
Postage and shipping	406,484	5,395	-	411,879	211,857
Products distributed - contributed	44,364,356	-	-	44,364,356	22,174,550
Products distributed - purchased	1,858,776	-	-	1,858,776	1,157,071
Program direct expense	532,012	-	-	532,012	182,210
Special events	-	-	121,639	121,639	229,843
Travel	78,697	36,418	248,236	363,351	301,577
	<u>\$ 49,101,399</u>	<u>\$ 1,375,036</u>	<u>\$ 2,640,000</u>	<u>\$ 53,116,435</u>	<u>\$ 27,614,187</u>

**VITAMIN ANGEL ALLIANCE, INC.**  
**Statement of Cash Flows**  
Year Ended December 31, 2014  
(With Summarized Comparative Totals for 2013)

	<u>2014</u>	<u>2013</u>
<b><i>Cash flows from operating activities</i></b>		
Increase in net assets	\$ 2,577,942	\$ 21,512,169
Adjustments to reconcile increase in net assets to net cash provided (used) by operating activities		
Amortization	-	500
Depreciation	14,565	15,895
Donated securities	(2,245)	-
Net realized (gain) loss on investments	111	(1,403)
Net unrealized loss on investments	25,782	508
Net realized loss on disposal of fixed assets	3,326	2,334
(Increase) decrease in:		
Inventory	(1,303,862)	(16,797,494)
Pledges receivable	(2,106,846)	(659,291)
Prepaid expenses and deposits	(95,395)	(1,135)
Increase (decrease) in:		
Accounts payable	32,151	110,982
Accrued payroll liabilities	57,583	5,654
Accrued deferred compensation	40,000	-
<b><i>Net cash provided (used) by operating activities</i></b>	<u>(756,888)</u>	<u>4,188,719</u>
<b><i>Cash flows from investing activities</i></b>		
Purchase of investments	(72,376)	(4,058,944)
Proceeds from sales of investments	10,000	9,166
Purchase of office furniture and equipment	(15,274)	(19,773)
<b><i>Net cash used by investing activities</i></b>	<u>(77,650)</u>	<u>(4,069,551)</u>
Net increase (decrease) in cash and cash equivalents	(834,538)	119,168
<b><i>Cash, beginning of year</i></b>	<u>3,238,042</u>	<u>3,118,874</u>
<b><i>Cash, end of year</i></b>	<u><u>\$ 2,403,504</u></u>	<u><u>\$ 3,238,042</u></u>



**VITAMIN ANGEL ALLIANCE, INC.**  
**Notes to Financial Statements**  
December 31, 2014  
(With Summarized Comparative Totals for 2013)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

This summary of significant accounting policies of Vitamin Angel Alliance, Inc. (the Organization) is presented to assist in understanding the Organization's financial statements. The financial statements and notes are representations of the Organization's management, who is responsible for their integrity and objectivity. These accounting policies conform to accounting principles generally accepted in the United States of America (GAAP) and have been consistently applied in the preparation of the financial statements.

*Nature of Organization*

The Organization, a California nonprofit corporation, was founded in 1998 and is headquartered in Santa Barbara, California. The mission of the Organization is to mobilize and deploy private sector resources to advance availability, access and use of micronutrients, especially vitamin A, for at-risk populations around the world.

The Organization's program services, aimed to alleviate under-nutrition using evidence-based approaches, consist of providing: i) essential micronutrients (i.e., vitamin A and various formulations of multivitamins), ii) anti-parasitic agents (i.e., albendazole), iii) informational materials and instruction for health care providers on breast-feeding and good complementary feeding practices, and iv) technical assistance to support deployment of products and services consistent with accepted best practices. We provide our products and services and technical assistance to qualified field partners (i.e., primarily non-governmental organizations (NGOs), and a limited number of national health services) operating in the United States and selected developing countries designated by the World Health Organization (WHO) as experiencing i) moderate to severe micronutrient deficiency, and ii) moderate to severe endemicity with intestinal worms. Field partners deploy micronutrients to communities and individuals at-risk and eligible for universal supplementation (for vitamin A and multivitamins) or mass drug administration (for albendazole) as defined by WHO. Our primary focus is to support universal vitamin A supplementation programs for children 6-59 months of age residing outside the United States for the purpose of reducing childhood mortality and morbidity. Concurrent with our support of universal vitamin A distribution, we support co-administration with albendazole among eligible children 12-59 months of age for the purpose of improving vitamin A status, improving general micronutrient uptake, and decreasing the burden of intestinal worms. An important, secondary focus of our organization is to support universal multi-micronutrient supplementation programs for pregnant/lactating women to improve birth outcomes. Vitamin Angels promotes breast feeding and good complimentary feeding practices among mothers as a generally accepted approach to ensuring good nutrition of infants. Another initiative of Vitamin Angels is small scale support of universal multi-micronutrient supplementation programs for infants and young children 6-59 months of age to advance their cognitive and physical growth.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont.)

The majority of products distributed by the Organization through its assistance programs are donated by manufacturers, wholesalers, and other organizations involved with the dietary supplement industry and/or the pharmaceutical industry. The Organization also purchases products for its programs.

### *Financial Statement Presentation*

GAAP requires that the Organization report information regarding its financial position and activities according to three classes of net assets based on the existence and nature of donor imposed restrictions as follows:

Unrestricted net assets generally result from unrestricted contributions and investment income less expenses incurred in providing program services, fund-raising and other administrative expenses.

Temporarily restricted net assets are classified as such based on donor stipulations that they be used in a later period or for a specific purpose. When a restriction expires or is met, temporarily restricted net assets are reclassified to unrestricted net assets and are reported in the accompanying statement of activities as net assets released from restriction.

Permanently restricted net assets consist of assets where the donor has imposed permanent restrictions on use of the principal of assets donated. Interest, dividends and unrealized gains or losses recognized on such assets are either reported as an increase or decrease to permanently restricted net assets or temporarily restricted net assets in conformance with the donor imposed restrictions. As of December 31, 2014 and 2013, the Organization had no permanently restricted net assets.

### *Prior-Year Summarized Information*

The financial statements include certain prior-year summarized comparative information in total but are not presented by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with GAAP. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2013 from which the summarized information was derived.

### *Cash and Cash Equivalents*

For purposes of the statement of cash flows, cash consists of cash on hand and cash in banks with an original maturity of three months or less, and excludes cash equivalents held for investment.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont.)

### *Inventory*

#### General

Inventory consists primarily of vitamins, supplements, and anti-parasitic tablets. The Organization's policy is to distribute inventory at the earliest practical date, consistent with sound programmatic principles. While the distribution typically occurs in the same year of receipt, it may occur in the following year. The expense 'products distributed' is recorded when inventory is shipped. Inventory consists of the following as of December 31:

	<u>2014</u>	<u>2013</u>
Health supplies – Anti-parasitic tablets	\$ 23,159,000	\$ 20,476,500
Multivitamins	842,326	2,830,724
High-dose vitamin A	1,659,978	937,466
Other	<u>-</u>	<u>112,752</u>
	<u>\$ 25,661,304</u>	<u>\$ 24,357,442</u>

#### Contributed Inventory

The Organization values gifts in-kind (GIK) at fair value. Accounting Standard Codification (ASC) 820 *Fair Value Measurements and Disclosures* issued by the Financial Accounting Standards Board (FASB) defines fair value as “the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.” The Organization has identified four categories of GIK products: anti-parasitic tablets, high-dose vitamin A, multivitamins, and branded products.

In the case of anti-parasitic tablets donated to the Organization, the principal market for this product is limited to the international commercial marketplace where non-governmental organizations, governments, and local pharmacies transact for this product. The anti-parasitic tablets are an important program service as they increase the efficacy of vitamin A. No beneficiary market exists in the United States for anti-parasitic tablets because the high-dose levels that are intended for international use are not approved by the United States Food and Drug Administration. In addition to the market in which non-governmental organizations and government Ministries of Health procure the product for distribution to beneficiaries, there exists a robust local pharmacy marketplace. The exit price the Organization would receive in exchange for selling anti-parasitic tablets would be the price between a wholesaler and a local pharmacy, or “trade level.” The Organization defines its market as the priority countries for vitamin A supplementation as listed by WHO and the United Nations Children’s Fund (UNICEF).

The Organization determines fair value for this product using the mean trade level data for its market, provided by IMS Health, a company that provides market intelligence to pharmaceutical and healthcare industries. The Organization reviews the IMS Health data and updates fair values for anti-parasitic tablets every two years effective January 1. The fair values for anti-parasitic tablets procured during the years ending December 31, 2014 and 2013 were based on 2013 IMS Health data.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont.)

In the case of high-dose vitamin A donated to the Organization, the principal market for this product is limited to the international commercial marketplace where similar non-governmental organizations and governments transact for these products. No beneficiary market exists in the United States for high-dose vitamin A because the dosage levels that are intended for international use are not approved by the United States Food and Drug Administration. The only identifiable market is that in which organizations like the Organization and government Ministries of Health procure the product for distribution to beneficiaries. The Organization uses the mean price per the International Drug Price Indicator (IDPI) to determine fair value for high-dose vitamin A. The IDPI is published by an international nonprofit organization based on prices from 25 sources including pharmaceutical suppliers, international development organizations and government agencies. The Organization reviews the IDPI data and updates fair values for high-dose vitamin A every two years effective January 1. The fair values for high-dose vitamin A procured during the years ending December 31, 2014 and 2013 were based on 2011 IDPI data, which was the most current data available at January 1, 2013.

In addition to high-dose vitamin A and anti-parasitic tablets, the Organization receives multivitamin products that are manufactured by companies in the United States to a formulation specified by the Organization and are distributed domestically and internationally. These formulations are based on the WHO formulation for essential multiple micronutrients for children and for pregnant and lactating women, are non-branded, and not for sale in the United States. Similar to high-dose vitamin A and anti-parasitic tablets, there is no commercial market for these products in the United States. If these generic WHO formulation essential micronutrients are not listed in the IDPI or the "Sources and Prices of Selected Medicines for Children" guide published annually by UNICEF and WHO, then as a last resort, the average wholesale price of the most similar products found in RedBook ® is used as a suitable pricing reference. RedBook ® is published by Thomson Reuters and is based on United States manufacturers' suggested wholesale prices. The Organization reviews the RedBook ® data and updates fair values for multivitamin products every two years effective January 1. The fair values for multivitamin products procured during the years ending December 31, 2014 and 2013 were based on 2013 RedBook ® data.

The Organization often receives branded products as GIK. These donations mainly consist of multivitamins for children and multivitamins for pregnant and lactating women and can be bought and sold in the United States commercial marketplace. The value of branded products donated to the Organization is established by estimating the price that the Organization would receive if it were to sell the asset.

### Purchased Inventory

Purchased inventory is carried at cost, unless the purchase price has been discounted. If the Organization is able to purchase from a vendor at a price below the valuation price, the Organization records the discount as a GIK contribution. The discount is the difference between the amount that would be paid for the quantity of product purchased in an orderly transaction between market participants, and the purchase price paid by the Organization.

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont.)

### *Pledges Receivable*

Unconditional promises to give are included in the financial statements as pledges receivable and revenue of the appropriate net asset category. Pledges receivable consist primarily of promises from corporate donors. The Organization uses the allowance method to determine uncollectible pledges. The allowance is based on prior years' experience and management's analysis of specific promises made. There was no allowance for uncollectible pledges at December 31, 2014 and 2013. There were no pledges receivable at December 31, 2014 with expected due dates beyond December 31, 2015.

### *Investments*

The Organization accounts for its investments at fair value. Information about fair value of investments and the unrealized gains and losses are discussed in Note 2.

### *Fair Value Measurements*

ASC 820 defines fair value, establishes a framework for measuring fair value, and requires disclosures about fair value measurements. Pursuant to ASC 820, assets and liabilities recorded and maintained at fair value in the financial statements are categorized based upon the level of judgment associated with the inputs used to measure fair value. ASC 820 establishes a three-level fair value hierarchy that describes the inputs that are used to measure the fair values of respective assets and liabilities:

Level 1 – Quoted prices are available in active markets for identical investments as of the reporting date.

Level 2 – Pricing inputs, including broker quotes, are generally those other than exchange quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies.

Level 3 – Pricing inputs are unobservable for the investment and include situations where there is little, if any, market activity for the investment. The inputs into the determination of fair value require significant management judgment or estimation.

The Organization has no liabilities measured at fair value. Following is a description of the valuation methodologies used for cash and investments measured at fair value:

Cash and money market funds - valued at face value (Level 1)

Equities and mutual funds - valued utilizing quoted prices available in active markets for identical investments as of the reporting date. (Level 1)

## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont.)

### *Office Furniture and Equipment*

Office furniture and equipment are carried at cost, or if acquired by gift, at the estimated fair market value on the date of donation. Expenditures for major renewals that extend the useful lives of office furniture and equipment are capitalized. Expenditures for maintenance and repairs are charged to operations as incurred. Depreciation is computed using the straight-line method over the estimated useful lives of office furniture and equipment as follows:

	<u>Years</u>
Furniture and fixtures	5-7
Computers and equipment	5

### *Cash versus In-kind Support*

The Organization's activities are planned and executed on an operating (or cash) budget that is approved by the Board of Directors prior to the onset of the fiscal year. The cash budget is not directly affected by the value of contributed products. The Organization's program model involves obtaining in-kind donations of essential vitamins, anti-parasitics, and supplements. Cash donations are used to pay for program products as well as the logistics, warehousing, transportation, program oversight, administration, fundraising, salaries, product solicitation, and all other expenses.

### *Revenue Recognition*

The Organization records contributions in the period received or promised as unrestricted revenues unless the donor stipulates any restrictions which are not met within the year the donation is received. Donor restricted contributions whose restrictions are met within the same year as received are reflected as unrestricted contributions in the accompanying financial statements. Donor restricted contributions whose restrictions are not met within the same year as received are recorded as an increase in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires due to purpose and/or time, temporarily restricted net assets are reclassified as unrestricted.

### *Contributed Services*

The Organization recognizes contribution revenue for specialized services that would otherwise be purchased by the Organization in an amount equal to the fair value of those services. The legal consulting services were donated by a related party (Note 8). The following amounts were contributed and recognized as revenue:

<u>Service Donated</u>	<u>2014</u> <u>Fair Value</u>	<u>2013</u> <u>Fair Value</u>	<u>Purpose</u>
Accounting services	\$ 1,300	\$ 4,200	General
Legal consulting	175,400	143,600	General

## **1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Cont.)**

### *Functional Expenses*

Direct expenses are charged to the appropriate program or supporting services. Indirect expenses, which are less than ten percent of total expenses, have been allocated to program services and supporting services based on management estimates.

### *Tax Exempt Status*

The Organization is an exempt organization under Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code, and is considered a public charity.

### *Uncertain Tax Positions*

The Organization's IRS Form 990 is subject to review and examination by Federal and state authorities. The Organization is not aware of any activities that would jeopardize its tax-exempt status. The Organization is not aware of any activities that are subject to tax on unrelated business income, excise or other taxes. The Organization's tax returns from the year 2011 to the present remain subject to examination by the IRS for federal tax purposes, and the tax years from 2010 to the present remain subject to examination by the state of California.

### *Use of Estimates*

Financial statements prepared in accordance with GAAP require management to make estimates and assumptions that affect certain reported amounts and disclosures. Significant accounting estimates include valuation of contributed products and functional expense allocations. Actual results could differ from those estimates.

### *Subsequent Events*

Management has evaluated subsequent events through September 4, 2015, the date that the financial statements were available to be issued.

## 2. INVESTMENTS

At December 31, 2014, unrestricted investments consist of the following:

	<u>Cost</u> <u>(Level 1)</u>	<u>Fair</u> <u>Value</u> <u>(Level 1)</u>	<u>Excess of</u> <u>Fair Value</u> <u>over Cost</u> <u>(Level 1)</u>
Money market funds	\$ 3,131,335	\$ 3,131,335	\$ -
Mutual and exchange traded funds	989,834	964,089	(25,745)
Equities	<u>2,245</u>	<u>2,208</u>	<u>(37)</u>
	<u>\$ 4,123,414</u>	<u>\$ 4,097,632</u>	<u>\$ (25,782)</u>

At December 31, 2013, unrestricted investments consist of the following:

	<u>Cost</u> <u>(Level 1)</u>	<u>Fair</u> <u>Value</u> <u>(Level 1)</u>	<u>Excess of</u> <u>Fair Value</u> <u>over Cost</u> <u>(Level 1)</u>
Money market funds	\$4,058,904	\$4,058,904	\$ -

Investment income (loss) for the years ending December 31, 2014 and 2013 consists of the following:

	<u>2014</u>	<u>2013</u>
Interest and dividends	\$ 27,688	\$ 664
Net realized gain (loss)	(111)	1,403
Net unrealized loss	<u>(25,782)</u>	<u>(508)</u>
	<u>\$ 1,795</u>	<u>\$ 1,559</u>

## 3. OFFICE FURNITURE AND EQUIPMENT

Office furniture and equipment are summarized by major classifications as follows at December 31:

	<u>2014</u>	<u>2013</u>
Furniture and fixtures	\$ 4,945	\$ 16,342
Computers and office equipment	49,405	45,687
Less accumulated depreciation	<u>(19,453)</u>	<u>(24,514)</u>
	<u>\$ 34,897</u>	<u>\$ 37,515</u>

Depreciation expense for the years ended December 31, 2014 and 2013 was approximately \$14,600 and \$15,900, respectively.



#### **4. OPERATING LEASE**

The Organization leases its office under a non-cancelable operating lease agreement with an expiration date of July 31, 2015. The Organization has the option to renew the lease for an additional five years. Monthly lease payments due under the lease are adjusted by the annual change, if any, in the Consumer Price Index. Annual adjustments will have a minimum increase of 2% and a maximum increase of 5%. The Organization is also required to pay common area costs, including property taxes. Beginning in 2014, the Organization entered into two subleases for additional space, both with an expiration date of July 31, 2015. See Note 10 for lease renewal terms.

Rent expense for the building including common area costs and property taxes was approximately \$84,700 and \$65,800 for the years ended December 31, 2014 and 2013, respectively.

#### **5. BOARD DESIGNATED NET ASSETS**

As of December 31, 2014, the board has designated unrestricted net assets in the amount of \$4,057,632 as an operating reserve fund which is the approximate amount of cash operating expenses budgeted for a six month period.

#### **6. TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets consist of pledges receivable totaling \$3,192,469 and \$1,085,623 as of December 31, 2014 and 2013, respectively. These amounts will be unrestricted upon collection.

#### **7. CONCENTRATIONS**

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash and cash equivalents. As of December 31, 2014, substantially all of the Organization's cash was maintained in financial institutions. The cash balances held in financial institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 for interest-bearing accounts. Cash balances held in brokerage accounts are insured by the Securities Investor Protection Corporation (SIPC) up to \$250,000 per institution. The Organization's uninsured cash balances totaled approximately \$4,637,000 at December 31, 2014.

For the year ended December 31, 2014, 52% of cash contributions were attributable to one donor.

## **8. RELATED PARTY TRANSACTIONS**

A board member provided consulting services to the Organization totaling \$132,000 and \$120,000 for the years ended December 31, 2014 and 2013, respectively. A board member is a principal in a law firm that contributed legal consulting services in the amount of \$174,800 and \$143,600 for the years ended December 31, 2014 and 2013, respectively (Note 1). For the year ended December 31, 2013, the Organization purchased vitamin A product for approximately \$1,055,400 from a company at which a board member is an officer. The fair value of this product was approximately \$1,830,700 resulting in an in-kind donation of approximately \$775,300.

## **9. EMPLOYEE BENEFITS**

Effective April 1, 2013, the Organization established a qualified profit sharing retirement plan with a 401(k) deferred compensation provision covering substantially all employees. Employees must meet the minimum hours of service requirement of one year and be 21 years old in order to qualify for inclusion in the plan. Under the plan, qualified employees may elect to defer up to 90% of their salaries, subject to the Internal Revenue Code (IRC) limits. The Organization makes safe harbor contributions equal to 3% of each participant's compensation, which are 100% vested as of the date of contribution. In addition, the Organization may elect to make discretionary contributions to the plan, subject to IRC limits, which are allocated to participants in accordance with the plan document. Expenses of the plan are paid by the Organization and are included in the financial statements as a component of general and administrative expenses. The Organization's contribution to the plan, consisting of safe harbor and a discretionary component, totaled approximately \$95,000 and \$81,000 and for the years ended December 31, 2014 and 2013, respectively.

The Organization established a non-qualified deferred compensation agreement under Section 457(f) of the IRC effective January 1, 2014. The agreement covers the president of the Organization. During the year ended December 31, 2014 the Organization placed \$40,000 in an investment account for the benefit of the president. The account is owned by the Organization and is therefore included in investments on the accompanying Statement of Financial Position. The amount in the account will vest 100% as of December 31, 2018 or at the time of death, disability, or termination of employment without cause.

## 10. SUBSEQUENT EVENT

The Organization renewed its non-cancelable operating lease effective August 1, 2015, with an expiration date of July 31, 2018. The lease renewal terms include base rent of \$9,819 per month to be adjusted by the annual change, if any, in the Consumer Price Index. Annual adjustments will have a minimum increase of 2% and a maximum increase of 5%. The Organization is also required to pay common area costs, including property taxes.

Future annual minimum lease payments under the existing operating leases and renewal (Note 4) are as follows:

Year ending December 31,	
2015	\$ 165,000
2016	165,000
2017	167,000
2018	<u>113,000</u>
	<u>\$ 610,000</u>