

Financial Statements September 30, 2014 Central Asia Institute

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CPAs & BUSINESS ADVISORS

Independent Auditor's Report

The Board of Directors Central Asia Institute Bozeman, Montana

Report on the Financial Statements

We have audited the accompanying financial statements of Central Asia Institute (the Organization) which comprise the statement of financial position as of September 30, 2014, and the related statements of activities, 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 the Organization as of September 30, 2014, and the change 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.

Correction of Error

As discussed in Note 14 to the financial statements, certain errors resulting in an understatement of amounts previously reported for net assets and contributions as of September 30, 2013, were identified during the current year. Accordingly, net assets have been restated in the 2014 financial statements to correct the error. Our opinion is not modified with respect to that matter.

Erde Bailly LLP

Phoenix, Arizona May 11, 2015

Assets

Current Assets Cash and cash equivalents Certificates of deposit Investments in marketable debt and equity securities Prepaid expenses and deposits Promises to give receivable, current	\$ 2,610,576 202,788 13,551,974 56,749 17,453
Total current assets	16,439,540
Non-Current Assets Promises to give receivable, net of current portion Property held for sale Certificates of deposit held as investment Other investments - land Property and equipment, net	140 271,216 1,195,713 124,292 676,330
Total non-current assets	2,267,691
Total assets	\$ 18,707,231
Liabilities and Net Assets	
Current Liabilities Accounts payable Accrued liabilities Grants payable Current portion of long-term debt	\$ 108,328 45,811 3,500,000 199,005
Total current liabilities	3,853,144
Non-Current Liabilities Long-term debt, net of current portion Total liabilities	292,255
Net Assets Unrestricted Board designated for Talim fund Unrestricted Total unrestricted net assets Total liabilities and net assets	12,000,000 2,561,832 14,561,832 \$ 18,707,231
	7 7

	Unrestricted	Temporarily Restricted	Total
Revenues and Support Contributions and related event revenue Sales of merchandise Investment income, net Other income Insurance proceeds	\$ 1,810,667 13,553 249,026 27,975 1,200,000	\$ 410,731 - -	\$ 2,221,398 13,553 249,026 27,975 1,200,000
Revenue and support before net assets released from restrictions	3,301,221	410,731	3,711,952
Net assets released from restrictions	410,731	(410,731)	
Total revenues and support	3,711,952		3,711,952
Expenses Program services			
Global outreach program Overseas education and projects	521,940 7,422,084		521,940 7,422,084
Total program services	7,944,024	-	7,944,024
Support services General and administration Fundraising	1,137,072 286,025	-	1,137,072 286,025
Total expenses	9,367,121		9,367,121
Change in Net Assets	(5,655,169)	-	(5,655,169)
Net Assets, Beginning of Year as Previously Stated	20,153,421	-	20,153,421
Restatement, Note 14	63,580		63,580
Net Assets, Beginning of Year as Restated	20,217,001		20,217,001
Net Assets, End of Year	\$ 14,561,832	\$ -	\$ 14,561,832

		Program Services		Supporting	g Services	
	Global Outreach Program	Overseas Education and Projects	Total Programs	General and Administration	Fundraising	Total Expenses
Advertising and promotion	\$ 5,782	\$ -	\$ 5,782	\$ 9,407	\$ 3,806	\$ 18,995
Depreciation	-	-	-	18,419	-	18,419
Donations	-	5,950	5,950	-	-	5,950
Equipment	8,419	2,404	10,823	6,346	7,754	24,923
Events	9,707	-	9,707	-	-	9,707
Fees, permits,						
and memberships	-	641	641	19,221	33,197	53,059
Insurance	6,406	3,202	9,608	62,672	3,202	75,482
Interest	-	-	-	18,728	-	18,728
Miscellaneous	-	-	-	1,798	-	1,798
Occupancy	22,422	11,368	33,790	25,939	16,774	76,503
Office supplies	4,397	2,162	6,559	10,828	1,407	18,794
Overseas education and						
community health grants	-	6,950,226	6,950,226	-	-	6,950,226
Personnel costs	149,714	209,488	359,202	444,997	72,579	876,778
Postage and delivery	71,467	327	71,794	12,719	61,765	146,278
Printing and reproduction	86,143	-	86,143	-	70,105	156,248
Professional fees	121,173	139,355	260,528	447,567	8,321	716,416
Cost of supplies and other						
resources	-	-	-	896	399	1,295
Technology	24,161	-	24,161	99	60	24,320
Travel	12,149	96,961	109,110	57,436	6,656	173,202
	\$ 521,940	\$ 7,422,084	\$ 7,944,024	\$ 1,137,072	\$ 286,025	\$ 9,367,121

Operating Activities Change in net assets Adjustments to reconcile change in net assets to net cash from operating activities Depreciation Gain on sale of property and equipment Donated marketable equity securities Unrealized gain on investments	\$ (5,655,169) 18,419 (26,178) (3,012) (449,292)
Change in operating assets and liabilities Prepaid expenses and deposits Accrued interest receivable Promises to give receivable Accounts payable Accrued liabilities Grants payable	(40,295) 3,289 46,982 41,241 (34,971) 3,500,000
Net Cash used for Operating Activities	(2,598,986)
Investing Activities Donated marketable equity securities Proceeds from certificates of deposit Purchases of certificates of deposit Purchases of investments Proceeds from sale of investments Purchases of plant, property, and equipment Proceeds from sale of property and equipment	$\begin{array}{c} (23,960) \\ 4,998,105 \\ (1,000,000) \\ (20,217,792) \\ 14,593,012 \\ (335,610) \\ 264,509 \end{array}$
Net Cash used for Investing Activities	(1,721,736)
Financing Activities Repayment of long-term debt Net Cash used for Financing Activities	(29,582)
Net Change in Cash and Cash Equivalents	(4,350,304)
Cash and Cash Equivalents, Beginning of Year	6,960,880
Cash and Cash Equivalents, End of Year	\$ 2,610,576
Supplemental Disclosure of Cash Flows Note payable issuance for purchase of property, plant, and equipment	\$ (345,000)
Cash paid for interest	\$ 18,728
Donated marketable equity securities	\$ 26,972

Note 1 - Significant Accounting Policies

Organization

Central Asia Institute's (the Organization) purpose is to empower communities of Central Asia through literacy and education, especially for girls; promote peace through education; and convey the importance of these activities globally. The dual-purpose mission focuses on literacy, education and community health projects in the remote contiguous mountain regions of Central Asia, and focuses the public's attention, as well as the educational community's attention, on the contiguous mountain regions and communities of Central Asia.

The Organization's support comes primarily from individual donor contributions.

Overseas Grantee Monitoring

The Organization distributes funds and offers assistance to local, indigenous parties (grantees) that engage in activities and programs that further the stated charitable purposes of the Organization or that otherwise engage in activities and programs consistent with the Organization's stated charitable purposes.

Monitoring and reporting is conducted through the Organization's personnel visits to host countries, meetings between the Organization's personnel and grantees, and/or meetings between the independent accounting firm retained by the Organization and grantees, to understand the activities and structure of the operations in host countries, documenting the generally accepted business methods and accounting for transactions. This includes an understanding of payment flows and documentation of formal contracts with those involved in program activities, and business methods with respect to contracts and invoice documentation for program activities in the area where the programs are delivered (school buildings, water projects, healthcare, scholarships, teacher support, women's vocational centers, literacy centers, and community support).

Basis of Accounting

The financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles, reflect all significant principles, and accordingly, reflect all significant receivables, payables, and other liabilities. Net assets, revenues, and gains and losses are classified on the existence or absence of donor-imposed restrictions on contributions. Accordingly, net assets and changes therein are classified as follows:

<u>Unrestricted net assets</u> - Net assets not subject to donor-imposed stipulations. The Board of Directors may designate unrestricted net assets for various purposes.

<u>Temporarily restricted net assets</u> - Net assets subject to donor-imposed stipulations that may or will be met by actions of the Organization and/or the passage of time. As of September 30, 2014, there were no temporarily restricted net assets.

<u>Permanently restricted net assets</u> - Net assets for which the donor's stipulated principal is to be maintained in perpetuity. As of September 30, 2014, there were no permanently restricted net assets.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donorimposed restrictions. Expenses are reported as decreases in unrestricted net assets. Realized and unrealized gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets, i.e., the donor-stipulated purposes have been fulfilled, and/or the stipulated time has elapsed, are reported as reclassifications between the applicable classes of net assets.

Contributions

Contribution revenue is recognized when the Organization is notified of the existence of a promise to give or receives a contribution. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a temporary restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

It is the policy of the Organization to report gifts of land, buildings, 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 specifying how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are recorded as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated assets are placed in service.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents. The Organization generally tries to maintain deposits at or below the federally insured limits in any financial institution; however, it occasionally has cash balances at these financial institutions that exceed federally insured amounts.

Promises to Give Receivable

Unconditional promises to give and grants that are expected to be collected within one year are recorded as promises to give and grants receivable at fair value. Unconditional promises to give and grants that are expected to be collected in periods greater than one year are recorded at the net present value of expected future cash flows of the promises to give and grants at their fair value. The Organization provides an allowance for estimated uncollectable contributions.

Promises to give and grants receivable are stated at unpaid balances, less an allowance for doubtful accounts. The Organization provides for losses on promises to give and grants receivable using the allowance method. The allowance is based on experience, third-party contracts, knowledge of the donors and the industry, and other circumstances, which may affect the ability of donors to meet their obligations. It is the Organization's policy to charge off uncollectable promises to give and grants receivable when management determines the receivable will not be collected. All promises to give received at September 30, 2014, are deemed to be fully collectable by management; therefore, an allowance for doubtful accounts is not deemed necessary.

Investments

Investments in marketable debt and equity securities with readily determinable fair values are reported at their fair value in the accompanying statements of financial position with the annual change in fair value being recorded as unrealized gains or losses in current revenue for the year. Donated investments are recorded at their fair value on the date of donation. Net investment gain/(loss) is reported in the statement of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less investment management and custodial fees.

Other Investments – Land

Other investments – land is valued at the lower of cost or market.

Property and Equipment

All acquisitions of furniture and equipment in excess of \$5,000, and all expenditures for repairs, maintenance, renewals, and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is provided on the straight-line method over the estimated useful lives of the respective assets.

The Organization reviews its property and equipment whenever events indicate that the carrying amount of the asset may not be recoverable. An impairment loss is recorded when the sum of the future cash flows is less than the carrying amount of the asset. An impairment loss is measured as the amount by which the carrying amount of the asset exceeds its fair value. No impairment loss is recorded at September 30, 2014.

Functional Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the statements of functional expenses. Directly identifiable expenses are charged to programs and supporting services. Certain costs have been allocated among the programs and support services benefited based on management's estimate of employee hours devoted to each function.

Advertising Expenses

The Organization expenses advertising costs as they are incurred. For the year ended September 30, 2014, \$18,995 was charged to expense for advertising and promotion.

Income Tax

The Organization is organized as a Delaware nonprofit corporation and has been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Section 501(a) of the Internal Revenue Code as an organization described in Section 501(c)(3) and has been determined to be a public charity and not to be a private foundation under Section 509(a)(1). Accordingly, contributions to it qualify for the charitable contribution deduction afforded contributions to public charities under Section 170(b)(1)(A). The organization is annually required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS. In addition, the organization is generally subject to income tax on net income that is derived from business activities that are unrelated to its exempt purpose. Management has determined the organization has no taxable unrelated business income and it has not filed the Exempt Organization Business Income Tax Return (IRS Form 990-T) or its Montana equivalent.

Management believes that it has appropriate support for any income tax positions taken, and, as such, does not have any uncertain tax positions that are material to the financial statements. The organization would recognize future accrued interest and penalties related to unrecognized tax benefits and liabilities in income tax expense if such interest and penalties are incurred.

Fair Value Measurements

Certain assets and liabilities are reported at fair value in the financial statements. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal, or most advantageous, market at the measurement date under current market conditions regardless of whether that price is directly observable or estimated using another valuation technique. Inputs used to determine fair value refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions market participants would use in pricing the asset on market data obtained from sources independent of the reporting entity. Unobservable inputs are inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset or liability based on the best information available. A three-tier hierarchy categorizes the inputs as follows:

Level 1 – quoted prices (unadjusted) in active markets for identical assets or liabilities that the Organization can access at the measurement date.

Level 2 – Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. These include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets or liabilities in markets that are not active, inputs other than quoted prices that are observable for the asset or liability, and market-corroborated inputs.

Level 3 – Unobservable inputs for the asset or liability. In these situations, the Organization develops inputs using the best information available in the circumstances.

In some cases, the inputs used to measure the fair value of an asset or a liability might be categorized within different levels of the fair value hierarchy. In those cases, the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. Assessing the significance of a particular input to the entire measurement requires judgment, taking into account factors specific to the asset or liability. The categorization of an asset within the hierarchy is based upon the pricing transparency of the asset and does not necessarily correspond to the Organization's assessment of the quality, risk, or liquidity profile of the asset or liability.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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. The most significant estimates are the allowance for doubtful promises to give, depreciation lives and methods, functional expense allocation and valuation of donated materials, long-lived assets, and services. It is at least reasonably possible that the Organization's estimate will change in the near term.

Note 2 - Cash and Cash Equivalents

Cash and cash equivalents consisted of the following as of September 30, 2014:

Money market Cash in operating bank account Cash in credit card account Petty cash	\$ 2,253,383 296,618 60,075 500
	\$ 2,610,576

Note 3 - Investments in Marketable Debt and Equity Securities

The Organization maintains investments with various financial institutions under the management of third-party financial managers in accordance with its investment policy. The Organization also holds land that is available for sale. Level 1 inputs are determined by reference to quoted market prices and other relevant information generated by market transactions. Level 2 inputs are determined by cost which approximates fair value and by relevant tax assessor valuations for the most recent year available at financial statement issuance for certificates of deposit and land, respectively.

Investment and land holdings as of September 30, 2014, consisted of the following:

	Quoted Prices in Active Markets (Level 1)	Observable Inputs (Level 2)	Unobservable Inputs (Level 3)
Certificates of deposit Pooled investments Principle life annuity Equities Land	\$ 247,962 8,717,529	\$ 1,195,713 4,586,483 - - 124,292	\$ - - - - -
	\$ 8,965,491	\$ 5,906,488	\$ -

Components of investment income for the year ended September 30, 2014 consisted of the following:

Interest and dividends, net of investment expense Net realized gains and losses Net unrealized gains and losses	\$ 244,980 453,338 (449,292)
	\$ 249,026

\$

17,593

Note 4 - Promises to Give Receivable

Promises to give receivable are recorded and revenue is recognized at the time promises to give are made. These balances are stated at their present value. Management considers all promises to give to be fully collectable.

Payments of promises to give receivable as of September 30, 2014, are scheduled as follows:

Years Ending September 30,	
2015	\$ 17,453
2016	 140

Note 5 - Property and Equipment

Property and equipment consisted of the following as of September 30, 2014:

Buildings Equipment and software	\$ 637,254 43,361
Total depreciable assets Accumulated depreciation	 680,615 (4,285)
	\$ 676,330

Depreciation expense for the year ended September 30, 2014 was \$18,419.

Note 6 - Long-Term Debt

As of September 30, 2014, long-term debt consisted of the following:		
Fixed rate note payable to First Security Bank, for the purchase of office space, interest rate of 3.930%, and collateralized by a	\$	169,642
certificate of deposit. The note was paid in full subsequent to year end.	Ф	109,042
Fixed rate note payable to First Security Bank, for the purchase of		
office space, interest rate of 4.22%, and collateratlized by a lien		
against the property purchased. The note matures in 2033.		321,618
		491,260
Less current portion		(199,005)
	\$	292,255
Future principal payments are as follows:		
	•	100.005
2015	\$	199,005
2016		30,626
2017		31,944
2018		33,318
2019		34,752
Thereafter		161,615
	\$	491,260

Note 7 - Compensated Absences

Employees accrue paid time off in accordance with the policies set forth by the Organization for its employees. Employees accrue 80 hours of paid time off per year, with additional time accrued based on years of service. As of September 30, 2014 the Organization has recorded a liability for compensated absences totaling \$22,883.

Note 8 - Board-Designated Unrestricted Net Assets

The Talim Fund (Pashto word meaning Education) is a board designated fund established to provide sustainability of the Organization's overseas projects and program delivery.

Note 9 - Temporarily Restricted Net Assets

Activity for temporarily restricted net assets for the year ended September 30, 2014, was as follows:

	 ce as of 0/2013	Co	ntributions	 leases of strictions	 e as of 0/2014
Pennies for Peace Overseas education and community health projects Public health	\$ - - -	\$	41,172 366,640 2,919	\$ (41,172) (366,640) (2,919)	\$ - -
Total temporarily restricted net assets	\$ _	\$	410,731	\$ (410,731)	\$ _

Note 10 - Retirement Plan

The Organization sponsors a defined contribution 403(b) pension plan that covers all full-time employees who have worked 1,000 hours in the first year of employment. For every employee contribution after the 1,000 hours worked, the Organization will match the contribution up to 6% of the employee's annual income. The Organization also provides an employer contribution component determined by board's discretion. For the year ended September 30, 2014 the board elected to contribute 6% of all employees' annual income to the pension plan. Pension expense for the year ended September 30, 2014 was \$49,574.

Note 11 - Detail of Overseas Education and Community Health Grants

The following is a detail of various expense line items as contained on the statement of functional expenses for the year ended September 30, 2014:

Building materials and equipment	\$	1,572,242
Community support	·	11,950
Grant manager fees		486,960
Public health/medical/water/etc.		138,404
Operating expenses		1,555,620
Teacher salaries		781,575
Scholarships		584,022
Supplies and equipment		1,156,876
Program administration		209,488
Travel (overseas)		96,961
Professional fees		139,996
Occupancy		11,368
Other		3,529
Technology and teacher training		293,120
Vocational and literacy centers		379,973
Total overseas expenses	\$	7,422,084

Note 12 - Related Organizations and Activities

In September 2010, under Canadian law, Central Asia Institute Canada was established as a corporation and private charity. The Canadian Organization intends to support and advance community-based education, especially for girls, in remote regions of Central Asia, primarily Pakistan and Afghanistan. No activity has occurred between this Canadian Organization and Central Asia Institute during the fiscal year ended September 30, 2014. Representation on the Canadian board includes one employee of the Organization.

In May 2014, the Central Asia Educational Trust (CAET) was established in Islamabad, Pakistan. CAET intends to act as a funding oversight and agency trust for grant recipients based in Pakistan. The Organization assisted with the establishment of the trust. The Organization is expected to have a member of the board of directors appointed as trustee in fiscal year 2015.

Note 13 - Commitments

During the year ended September 30, 2014, the Organization entered into a contract with a third party to develop and produce advertising and outreach videos at a total cost of \$113,000. As of September 30, 2014, approximately \$67,000 remained committed, but not paid. Additionally, the Organization entered into a contract with a third party for consulting services at a total cost of \$160,000. As of September 30, 2014, approximately \$80,000 remained committed, but not paid.

Note 14 - Correction of an Error

Certain errors resulting in an understatement of amounts previously reported for net assets and contributions as of September 30, 2013, were identified during the current year in the amount of \$63,580. This error was a result of the Organization not properly booking bequests as of the date of donation. Accordingly, net assets has been restated in the 2014 financial statements to correct the error. Details of the restatement in the September 30, 2013, financial statements are as follows:

	2013 As Previously		2013 As	
	Reported	Restatement		Restated
Net Assets, End of Year	\$ 20,153,421	\$	63,580	\$ 20,217,001

Note 15 - Subsequent Events

On November 3, 2014 the Organization sold property held in Bozeman, Montana, valued at net book value of \$271,216, and included as property held for sale in the Statement of Financial Position. Sales price of the property was approximately \$385,000. A portion of the proceeds from the sale were used to pay off approximately \$170,000, in notes payable included in the current portion of notes payable above.

The Organization has complied with all of its obligations under the April 5, 2012, Settlement Agreement and Assurance of Voluntary Compliance (AVC) entered with the Montana Office of The Attorney General. The period of specific monitoring and supervision by the Attorney General's Office required under the AVC has been completed.

The Internal Revenue Service (IRS) examined the annual information return, IRS Form 990, filed by the Organization for fiscal year ending September 30, 2011. During the examination of the return, the IRS specifically reviewed concerns that certain transactions between the Organization and its co-founder, Greg Mortenson, may have constituted prohibited excess benefit transactions. The IRS concerns were resolved, and it was concluded that no excess benefit transactions took place. The IRS accepted the return as filed and further concluded that the Organization continues to qualify for exemption from federal income tax as an organization described in Internal Revenue Code Section 501(c)(3).

Subsequent events have been evaluated through May 11, 2015, the date the financial statements were available to be issued.