

Financial Statements September 30, 2018 and 2017

# Central Asia Institute



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# **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 statements of financial position as of September 30, 2018 and 2017, and the related statements of activities, functional expenses, and cash flows for the years 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 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 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 Organization'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 Organization'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, 2018 and 2017, and the change in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Sade Saelly LLP
Phoenix, Arizona

July 8, 2019

	2018	2017
Assets		
Current Assets Cash and cash equivalents Investments Prepaid expenses and deposits Promises to give receivable Interest receivable	\$ 1,371,224 9,094,002 38,707 188,903 1,913	\$ 729,700 11,749,087 58,178 200,000 1,913
Total current assets	10,694,749	12,738,878
Non-Current Assets Land held for sale Investments, net of current Property and equipment, net  Total non-current assets  Total assets	55,000 1,073,453 594,405 1,722,858 \$ 12,417,607	99,000 1,004,267 615,174 1,718,441 \$ 14,457,319
Liabilities and Net Assets		
Current Liabilities Accounts payable Accrued liabilities Grants payable Current portion of long-term debt Total current liabilities	\$ 17,924 143,315 3,246,021 34,752	\$ 67,921 160,538 3,650,114 33,318 3,911,891
Non-Current Liabilities Accrued liabilities Long-term debt, net of current portion Total liabilities	26,000 161,615 3,629,627	122,000 196,367 4,230,258
Net Assets Unrestricted Board-designated for Talim fund Board-designated for Pioneer fund Unrestricted  Total unrestricted net assets	- 445,000 7,137,018 7,582,018	3,000,000 540,000 5,357,039 8,897,039
Temporarily restricted	1,205,962	1,330,022
·		
Total net assets	8,787,980	10,227,061
Total liabilities and net assets	\$ 12,417,607	\$ 14,457,319

# Statements of Activities Years Ended September 30, 2018 and 2017

	2018							
	Temporarily							
	Unrestricted	Restricted	Total					
Revenues and Support								
Contributions and related event revenue	\$ 1,795,076	\$ 496,367	\$ 2,291,443					
Sales of merchandise	13,389	-	13,389					
Investment income, net Other income	636,754	-	636,754 184,776					
Revenue and support before net assets	184,776		104,770					
released from restrictions	2,629,995	496,367	3,126,362					
released from restrictions	2,023,333	450,507	3,120,302					
Net assets released from restrictions	620,427	(620,427)						
Total revenues and support	3,250,422	(124,060)	3,126,362					
Expenses								
Program services								
Global outreach program	512,273	-	512,273					
Overseas education and projects	2,662,474		2,662,474					
Total program services	3,174,747	-	3,174,747					
Support services								
General and administration	798,548	-	798,548					
Fundraising	592,148		592,148					
Total expenses	4,565,443		4,565,443					
Change in Net Assets	(1,315,021)	(124,060)	(1,439,081)					
Net Assets, Beginning of Year	8,897,039	1,330,022	10,227,061					
Net Assets, End of Year	\$ 7,582,018	\$ 1,205,962	\$ 8,787,980					

Revenues and Support         Temporarily Restricted         Total           Contributions and related event revenue         \$ 2,095,937         \$ 3,828,728         \$ 5,924,665           Sales of merchandise         17,509         -         17,509           Investment income, net         692,763         -         692,763           Other income         497,769         -         497,769           Revenue and support before net assets released from restrictions         3,303,978         3,828,728         7,132,706           Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses         Program services         873,467         -         873,467           Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services         -         4,285,506         -         4,285,506           Support services         -         718,659         -         718,659           Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,			2017	
Revenues and Support         \$ 2,095,937         \$ 3,828,728         \$ 5,924,665           Sales of merchandise         17,509         - 17,509           Investment income, net         692,763         - 692,763           Other income         497,769         - 497,769           Revenue and support before net assets released from restrictions         3,303,978         3,828,728         7,132,706           Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses         Program services         873,467         - 873,467           Overseas education and projects         3,412,039         - 3,412,039           Total program services         4,285,506         - 4,285,506           Support services         4,285,506         - 4,285,506           Support services         5,710,443         - 706,278           Fundraising         718,659         - 718,659           Total expenses         5,710,443         - 5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         - 8,804,798			• •	T. 1. 1
Contributions and related event revenue         \$ 2,095,937         \$ 3,828,728         \$ 5,924,665           Sales of merchandise         17,509         -         17,509           Investment income, net         692,763         -         692,763           Other income         497,769         -         497,769           Revenue and support before net assets released from restrictions         3,303,978         3,828,728         7,132,706           Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses           Program services         Global outreach program         873,467         -         873,467           Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services         General and administration         706,278         -         706,278           Fundraising         718,659         -         718,659           Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263	Davis and Comment	Unrestricted	Restricted	lotal
Sales of merchandise Investment income, net         17,509         -         17,509           Investment income, net         692,763         -         692,763           Other income         497,769         -         497,769           Revenue and support before net assets released from restrictions         3,303,978         3,828,728         7,132,706           Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses           Program services         Global outreach program         873,467         -         873,467           Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services         General and administration         706,278         -         706,278           Fundraising         718,659         -         718,659           Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         -         8,804,798	• •	¢ 2,005,027	¢ 2 020 720	¢
Investment income, net			3 3,020,720	
Other income         497,769         -         497,769           Revenue and support before net assets released from restrictions         3,303,978         3,828,728         7,132,706           Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses         Program services         873,467         -         873,467           Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services         6eneral and administration         706,278         -         706,278           Fundraising         718,659         -         718,659           Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         -         8,804,798		•	-	•
Revenue and support before net assets released from restrictions       3,303,978       3,828,728       7,132,706         Net assets released from restrictions       2,498,706       (2,498,706)       -         Total revenues and support       5,802,684       1,330,022       7,132,706         Expenses         Program services             Global outreach program             Overseas education and projects             3,412,039             Total program services             4,285,506             Support services             General and administration             706,278             Fundraising             718,659             Total expenses             5,710,443             Change in Net Assets             92,241             1,330,022             1,422,263           Net Assets, Beginning of Year       8,804,798       -       8,804,798	•	· ·	_	•
released from restrictions         3,303,978         3,828,728         7,132,706           Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses         Program services         873,467         -         873,467           Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services         General and administration         706,278         -         706,278           Fundraising         718,659         -         718,659           Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         -         8,804,798		437,703		437,703
Net assets released from restrictions         2,498,706         (2,498,706)         -           Total revenues and support         5,802,684         1,330,022         7,132,706           Expenses Program services Global outreach program Overseas education and projects         873,467         -         873,467           Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services General and administration Fundraising T18,659         -         706,278 T18,659         -         718,659           Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         -         8,804,798		3 303 978	3 828 728	7 132 706
Total revenues and support 5,802,684 1,330,022 7,132,706  Expenses  Program services Global outreach program 873,467 - 873,467 Overseas education and projects 3,412,039 - 3,412,039  Total program services 4,285,506 - 4,285,506  Support services General and administration 706,278 Fundraising 718,659 - 718,659  Total expenses 5,710,443 - 5,710,443  Change in Net Assets 92,241 1,330,022 1,422,263  Net Assets, Beginning of Year 8,804,798 - 8,804,798	released from restrictions	3,303,376	3,020,720	7,132,700
Expenses         Program services       873,467       - 873,467         Global outreach program       873,467       - 873,467         Overseas education and projects       3,412,039       - 3,412,039         Total program services       - 4,285,506       - 4,285,506         Support services       General and administration       706,278       - 706,278         Fundraising       718,659       - 718,659         Total expenses       5,710,443       - 5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       - 8,804,798	Net assets released from restrictions	2,498,706	(2,498,706)	
Program services         873,467         873,467           Overseas education and projects         3,412,039         - 3,412,039           Total program services         4,285,506         - 4,285,506           Support services         - 706,278         - 706,278           Fundraising         718,659         - 718,659           Total expenses         5,710,443         - 5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         - 8,804,798	Total revenues and support	5,802,684	1,330,022	7,132,706
Global outreach program       873,467       -       873,467         Overseas education and projects       3,412,039       -       3,412,039         Total program services       4,285,506       -       4,285,506         Support services       -       -       706,278         General and administration       706,278       -       706,278         Fundraising       718,659       -       718,659         Total expenses       5,710,443       -       5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       -       8,804,798	Expenses			
Overseas education and projects         3,412,039         -         3,412,039           Total program services         4,285,506         -         4,285,506           Support services	Program services			
Total program services       4,285,506       - 4,285,506         Support services       General and administration       706,278       - 706,278         Fundraising       718,659       - 718,659         Total expenses       5,710,443       - 5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       - 8,804,798	Global outreach program	873,467	-	873,467
Support services       General and administration       706,278       -       706,278         Fundraising       718,659       -       718,659         Total expenses       5,710,443       -       5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       -       8,804,798	Overseas education and projects	3,412,039		3,412,039
General and administration       706,278       -       706,278         Fundraising       718,659       -       718,659         Total expenses       5,710,443       -       5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       -       8,804,798	Total program services	4,285,506	-	4,285,506
General and administration       706,278       -       706,278         Fundraising       718,659       -       718,659         Total expenses       5,710,443       -       5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       -       8,804,798	Support services			
Fundraising       718,659       -       718,659         Total expenses       5,710,443       -       5,710,443         Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       -       8,804,798		706.278	_	706.278
Total expenses         5,710,443         -         5,710,443           Change in Net Assets         92,241         1,330,022         1,422,263           Net Assets, Beginning of Year         8,804,798         -         8,804,798		•	_	•
Change in Net Assets       92,241       1,330,022       1,422,263         Net Assets, Beginning of Year       8,804,798       -       8,804,798				
Net Assets, Beginning of Year 8,804,798 - 8,804,798	Total expenses	5,710,443		5,710,443
<u> </u>	Change in Net Assets	92,241	1,330,022	1,422,263
	Net Assets, Beginning of Year	8,804,798		8,804,798
Net Assets, End of Year         \$ 8,897,039         \$ 1,330,022         \$ 10,227,061	Net Assets, End of Year	\$ 8,897,039	\$ 1,330,022	\$ 10,227,061

# Central Asia Institute

Statements of Functional Expenses Years Ended September 30, 2018 and 2017

		2018										
	Program Services					Supporting Services						
		Global	Overseas									
	(	Outreach	Educ	cation and		Total	Ge	eneral and				Total
		Program	P	rojects	Р	Programs		ninistration	Fundraising		E	xpenses
Advertising and Promotion	\$	132,814	\$	_	Ś	132,814	\$	234	\$	97,426	Ś	230,474
Depreciation	Y	-	Y	_	7	-	Y	20,769	Y	-	Y	20,769
Equipment		231		115		346		4,549		115		5,010
Events		1,696				1,696		355		2,226		4,277
Fees, Permits, and Memberships		270		1,170		1,440		13,151		29,789		44,380
Insurance		-		-		· -		80,121		-		80,121
Interest		-		-		-		9,053		-		9,053
Occupancy		13,539		5,911		19,450		13,921		8,490		41,861
Office Supplies		147		56		203		10,572		2,672		13,447
Overseas Education and												
Community Health Grants		-	2	2,345,000		2,345,000		-		-		2,345,000
Personnel Costs		168,011		137,176		305,187		256,133		253,828		815,148
Postage and Delivery		35,176		-		35,176		9,136		35,360		79,672
Printing and Reproduction		28,307		-		28,307		1,324		27,186		56,817
Professional Fees		87,876		161,507		249,383		267,644		108,756		625,783
Publications		2,436		-		2,436		2,174		865		5,475
Technology		34,150		171		34,321		11,705		5,338		51,364
Travel		7,620		11,368		18,988		97,707		20,097		136,792
	\$	512,273	\$ 2	2,662,474	\$	3,174,747	\$	798,548	\$	592,148	\$ .	4,565,443

# Central Asia Institute

Statements of Functional Expenses Years Ended September 30, 2018 and 2017

		2017										
	Program Services					Supporting Services						
		Global	O۱	/erseas								
	C	Outreach	Educ	ation and		Total	General and				Total	
	F	Program	P	Projects		rograms	Adm	inistration	Fundraising			xpenses
Advertising and Promotion	\$	302,558	\$	_	\$	302,558	\$	2,883	\$	240,411	Ś	545,852
Depreciation	,	-	7	-	,	-	т.	20,385	т.		,	20,385
Eguipment		871		166		1,037		9,099		166		10,302
Events		2,247		-		2,247		, -		20,961		23,208
Fees, Permits, and Memberships		1,404		2,927		4,331		6,509		35,472		46,312
Insurance		655		-		655		84,722		-		85,377
Interest		-		-		-		10,428		-		10,428
Occupancy		16,727		7,733		24,460		17,591		8,333		50,384
Office Supplies		191		200		391		10,321		325		11,037
Overseas Education and												
Community Health Grants		-	3	,122,053		3,122,053		-		-		3,122,053
Personnel Costs		294,241		237,815		532,056		239,568		210,180		981,804
Postage and Delivery		14,919		-		14,919		22,440		14,677		52,036
Printing and Reproduction		58,353		-		58,353		1,095		51,471		110,919
Professional Fees		116,031		22,715		138,746		215,803		102,235		456,784
Publications		-		-		-		3,015		2,501		5,516
Technology		55,276		-		55,276		4,502		17,805		77,583
Travel		9,994		18,430		28,424		57,917		14,122		100,463
	_	072.467	4 ~	442.026		4 205 505	_	706 276	_	740.650	_	- 740 44°
	\$	873,467	\$ 3	,412,039	\$	4,285,506	\$	706,278	\$	718,659	\$	5,710,443

	2018	2017
Operating Activities Change in net assets	\$ (1,439,081)	\$ 1,422,263
Adjustments to reconcile change in net assets	ψ (1,433,001)	γ 1,422,203
to net cash from operating activities		
Depreciation	20,769	20,385
Donated investments	(83,402)	(1,094,821)
Loss on land held for sale Unrealized/realized gain on investments	44,000 (600,000)	29,706 (569,400)
Change in operating assets and liabilities	(600,000)	(309,400)
Prepaid expenses and deposits	19,471	(12,489)
Promises to give receivable	11,097	137,193
Beneficial interest in a trust	-	1,198,491
Accounts payable	(49,997)	(61,609)
Accrued liabilities	(113,223)	(86,683)
Grants payable	(404,093)	729,801
Net Cash Provided by (used for) Operating Activities	(2,594,459)	1,712,837
Investing Activities		
Purchases of investments	(3,758,338)	(6,807,109)
Proceeds from sale of investments	7,027,639	4,537,120
Net Cash Provided by (used for) Investing Activities	3,269,301	(2,269,989)
Financing Activities		
Repayment of long-term debt	(33,318)	(31,944)
Net Cash used for Financing Activities	(33,318)	(31,944)
Net Change in Cash and Cash Equivalents	641,524	(589,096)
Cash and Cash Equivalents, Beginning of Year	729,700	1,318,796
Cash and Cash Equivalents, End of Year	\$ 1,371,224	\$ 729,700
Supplemental Disclosure of Cash Flows Cash paid for interest	\$ 9,053	\$ 10,428

# Note 1 - Principal Business Activity and Significant Accounting Policies

#### **Principal Business Activity**

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, and/or through independent third-party assessment, 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).

### **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 attempts 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 expected to be collected within one year are recorded at net realizable value. Unconditional promises to give expected to be collected in future years are initially recorded at fair value using present value techniques incorporating risk-adjusted discount rates designed to reflect the assumptions market participants would use in pricing the asset. In subsequent years, amortization of the discounts is included in contribution revenue in the statements of activities. The Organization determines the allowance for uncollectable promises to give based on historical experience, an assessment of economic conditions, and a review of subsequent collections. Promises to give are written off when deemed uncollectable. All promises to give received at September 30, 2018 and 2017, are deemed to be fully collectable by management; therefore, an allowance for doubtful accounts is not deemed necessary.

#### Investments

Investments 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 statements of activities and consists of interest and dividend income, realized and unrealized capital gains and losses, less investment management and custodial fees.

#### **Land Held for Sale**

Land held for sale is valued at the lower of cost or market.

# **Property and Equipment**

All acquisitions of property 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. When assets are sold or otherwise disposed of, the cost and related depreciation are removed from the accounts, and any resulting gain or loss is included in the statements of activities. Costs of maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

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, 2018 and 2017.

#### **Net Assets**

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

<u>Unrestricted net assets</u> - Net assets available for use in general operations. Unrestricted board-designated net assets consist of net assets designated by the Board of Directors 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.

The Organization reports contributions as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends, or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions.

<u>Permanently restricted net assets</u> - Net assets whose use is limited by donor-imposed restrictions that neither expire by the passage of time nor can be fulfilled or otherwise removed by the Organization's actions. The restrictions stipulate that resources be maintained permanently but permit expending the income generated in accordance with the provisions of the agreements. As of September 30, 2018 and 2017, there were no permanently restricted net assets.

## **Revenue and Revenue Recognition**

Revenue is recognized when earned. Contributions are recognized when cash, securities or other assets, an unconditional promise to give, or notification of a beneficial interest is received. Conditional promises to give are not recognized until the conditions on which they depend have been substantially met.

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.

# **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 years ended September 30, 2018 and 2017, \$230,474 and \$545,852, respectively, 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 material taxable unrelated business income and it has 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 about risk. Inputs may be observable or unobservable. Observable inputs are inputs that reflect the assumptions market participants would use in pricing the asset or liability based 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.

Net Asset Value (NAV) per share, or its equivalent, such as member units or an ownership interest in partners' capital, is used to estimate the fair values of certain hedge funds, private equity funds, funds of funds, and limited partnerships which do not have readily determinable fair values. Investments that are measured at fair value using NAV per share as a practical expedient are not classified in the fair value hierarchy.

#### **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.

### **Recent Accounting Pronouncements**

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") No. 2014-09, *Revenue from Contracts with Customers (Topic 606)*. The core principle of ASU 2014-09 is that revenue should be recognized in a manner that depicts the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. ASU 2014-09 defines a five-step process in order to achieve this core principle which may require the use of judgment and estimates. The entity may adopt ASU 2014-09 either by using a full retrospective approach for all periods presented or a modified retrospective approach. The standard is effective for annual reporting periods beginning after December 15, 2018, or October 1, 2019 for the Organization. The Organization has not yet selected a transition method and is currently evaluating the impact of the standard on its financial statements.

In August 2016, the FASB issued ASU No. 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*, to improve presentation of financial statements for nonprofit entities. The ASU affects all nonprofit entities. The main provisions of this update that will impact the Organization include:

- Present on the face of the statement of financial position amounts for two classes of net assets at the end of the period, rather than for the currently required three classes. The nonprofits will report amounts for net assets with donor restrictions and net assets without donor restrictions. They will also be required to present on the face of the statement of activities the amount of the change in each of the two classes of net assets rather than that of the currently required three classes.
- All nonprofits will now be required to disclose an analysis of expenses by both functional and natural classifications.
- All nonprofits will have to add disclosures regarding how they manage liquidity and information that communicates the availability of financial assets to meet cash needs for general expenditures.

This new standard will be effective for years beginning after December 15, 2017, or October 1, 2018 for the Organization. The standard requires retrospective application.

## **Subsequent Events**

The Organization has evaluated subsequent events through July 8, 2019, the date the financial statements were available to be issued.

# Note 2 - Cash and Cash Equivalents

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

		2018	 2017
Money market Cash in operating bank account Cash in credit card account	\$	816,081 461,519 93,044	\$ 7,498 657,944 63,758
Petty cash	<u> </u>	580	 500
	\$	1,371,224	\$ 729,700

#### Note 3 - Investments

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 comparative market values of similar assets for the most recent year available at financial statement issuance for land.

The following table present assets and liabilities measured at fair value on a recurring basis, except those measured at cost or by using NAV per share as a practical expedient as identified in the following, at September 30, 2018:

					2	2018				
	i	oted Prices n Active Markets (Level 1)	ı	servable Inputs evel 2)	Ir	oservable nputs evel 3)	Investments Measured at NAV		Total	
Marketable Equities - Common Stock International Equities - Common Stock Exchange Traded Fund Bond mutual fund Land Limited Partnership interests	\$	952,165 543,749 770,028 101,448	\$	- - - - 55,000	\$	- - - - -	\$ 7,	- - - - - 800,065	\$	952,165 543,749 770,028 101,448 55,000 7,800,065
	\$	2,367,390	\$	55,000	\$	_	\$ 7,	800,065	\$ 1	.0,222,455

The following table present assets and liabilities measured at fair value on a recurring basis, except those measured at cost or by using NAV per share as a practical expedient as identified in the following, at September 30, 2017:

			2017		
	Quoted Prices in Active Markets (Level 1)	Observable Inputs (Level 2)	Unobservable Inputs (Level 3)	Investments Measured at NAV	Total
Marketable Equities - Common Stock	\$ 955,858	\$ -	\$ -	\$ -	\$ 955,858
International Equities - Common Stock	1,201,318	-	-	-	1,201,318
Exchange Traded Fund	200,293	-	-	-	200,293
Long-Short Equity	100,589	-	-	-	100,589
Pacific/Asia ex-Japan Stock	124,004	-	-	-	124,004
Infrastructure	149,145	-	-	-	149,145
Real Estate Investment Trust (REIT)	21,185	_	-	-	21,185
Land	-	99,000	-	-	99,000
Limited Partnership interests				10,000,962	10,000,962
	\$ 2,752,392	\$ 99,000	\$ -	\$ 10,000,962	\$ 12,852,354

Components of investment income consisted of the following for the years ended September 30:

	2018	 2017
Interest and dividends, net of investment expense Net unrealized and realized gains and losses	\$ 80,754 556,000	\$ 153,069 539,694
	\$ 636,754	\$ 692,763

The following table summarizes the nature and risk of investments reported at NAV as a practical expedient as of September 30, 2018 and 2017:

	Fair Value 2018	Unfunded Commitments	Fair Value 2017	Unfunded Commitments	Redemption Frequency	Redemption Notice Period
Debt investment funds - alpha	\$ 946,183	\$ -	\$ 1,246,750	\$ -	Quarterly	65 days
Structured credit	1,052,196	-	956,916	-	Quarterly	90 days
Debt investment funds - low vol	-	-	507,148	-	Quarterly	30 days
Domestic equity - low vol	2,284,589	-	2,123,111	-	Quarterly	90 days
Domestic equity - low vol II	452,606	-	412,449	-	Quarterly	90 days
Technology partners	496,800	-	449,354	-	Quarterly	45 days
Investment funds - healthcare	490,415	-	434,461	-	Semi-annual	45 days
International equity funds - low vol	791,033	-	1,592,268	-	Quarterly	90 days
Natural resources investment funds - low vol IV	-	-	1,049,058	-	Quarterly	30 days
Natural resources investment funds - low vol V	212,790	-	225,180	-	Quarterly	30 days
Core real estate fund	1,073,453		1,004,267		Illiquid	n/a
Total	\$ 7,800,065	\$ -	\$ 10,000,962	\$ -		

## Debt Investment Funds - Alpha

Funds within this category are invested with two managers (i) King Street: European credit opportunities and global credit opportunities that include such strategies as distressed, stressed and out-of-favor situations, shorting of investment grade and high yield debt, capital structure trades, and deep value trades; (ii) Phoenix Capital: publicly traded distressed/stressed debt. The combination of these managers creates an attractive mix of strategic investments in high-yield and distressed debt on a global basis. These credit investments have the potential to deliver near equity-type returns, but with less risks than pure long-only equity exposure.

## **Structured Credit**

Funds within this category are invested with one manager, Tilden Park Capital Management. Tilden Park is a long-short, multi-strategy, fixed-income manager focused on structured products, mortgages, and fixed income relative value. Tilden Park has the potential to deliver near equity-type returns, but with significantly less risk than pure long-only equity exposure.

#### **Debt Investment Funds – Low Vol**

Funds within this category are invested with one manager, Shenkman Capital, in their Short Duration High Income mandate. In this mandate, Shenkman Capital invests in short duration debt of U.S. corporations via short duration high yield bonds. The strategy utilizes Shenkman Capital's rigorous, bottom-up, fundamental research to invest in the higher quality, short duration segment of the high yield credit universe. The portfolio generally invests in bonds that are rated BB/B or better and have duration less than 2.5 years. The objective of this portfolio is to provide an enhanced yield alternative while minimizing both interest rate volatility and credit risk.

## **Domestic Equity – Low Vol**

Funds within this category are invested with two long-short equity hedge funds: Millennium Partners and Eagle's View Capital Management. Strategies employed cover a range of styles primarily in domestic equities but may include some global exposure. The partnership's objective is to produce absolute returns over a full market cycle, with limited draw downs and lower volatility than that of long-only U.S. equity indices.

# **Domestic Equity – Low Vol II**

Funds within this category are invested solely with Millennium Partners. The underlying manager covers a range of strategies primarily in domestic equities but may include some global exposure. Strategies are further categorized into six main classes: relative value fundamental equity, statistical arbitrage/quant, fixed income, merger arbitrage/event driven, commodities and other. Millennium's objective is to produce absolute returns over a full market cycle, with limited draw downs and lower volatility than that of long-only U.S. equity indices.

# **Technology Partners**

Funds within this category are invested with three fundamentally driven long-short technology managers. Light Street Capital focuses on separating the winners and losers in the following technology sectors: mobile, social, cloud, and e-commerce. Cobia Capital focuses on small-cap value securities in the US, Canada, and Western Europe. Hunt Lane Capital, is concentrated and invests in less covered small and mid-cap technology stocks.

#### **Investment Funds – Healthcare**

Funds within this category are invested with three domestic healthcare managers: Palo Alto Investor (PAI), Asymmetry Global Healthcare, and Krensavage Capital Management. PAI Healthcare Master Fund is focused exclusively on overlooked, misunderstood, and undervalued segments of the healthcare equity market that have significant potential for appreciation. Asymmetry Global healthcare, is a long-short fund. Krensavage Asset Management is a concentrated, long-biased healthcare fund that targets long-term, value-oriented investments.

## International Equity Funds - Low Vol

Funds within this category are invested in non-U.S. publicly traded securities via a current allocation to four managers. Standard Life's Global Absolute Return Strategies (GARS) fund uses a dynamic multi-asset strategy to invest in traditional and hedged sources of return seeking a cash plus 5% unleveraged annualized return over a rolling 3-year period. The investment in GARS is diversified through broad geographic and market cap diversification in more than 20 markets. Aviva Investors Multi-Strategy (AIMS) Target Return Fund, a direct competitor to GARS, employs a similar underlying multi-asset strategy to invest in traditional and hedged sources while seeking a cash plus 5% unleveraged annualized return over a rolling 3-year period. Chalkstream Capital's Japan Fund employs a strategy that purchases small cap Japanese equities trading at or near cash levels while additionally shorting the debt of highly-levered Japanese manufacturing companies trading at tight spreads. Lazard's Global Listed Infrastructure Fund seeks to identify preferred infrastructure equities with underlying characteristics of revenue certainty, profitability and a long-term focus. Lazard's fund is geographically diversified, currently with approximately 15% domestic, 75% developed Europe and 10% in greater Asia.

#### Natural Resources Investment Funds - Low Vol IV

Funds within this category are invested in energy related Master Limited Partnerships (MLPs) with Chickasaw Capital Management. This fund invests in publicly traded MLPs with a primary focus on mid-cap companies with mid-stream transmission operations. MLPs are traded on major securities exchanges as publicly traded instruments and are actually considered to be units in a partnership. MLPs own hard assets and/or transport vitally needed energy commodities, have major financial and operating advantages over potential competitors, and generate relatively stable and predictable cash flows.

#### Natural Resources Investment Funds – Low Vol V

Funds within this category are invested in energy related Master Limited Partnerships (MLPs) with Chickasaw Capital Management. This fund invests in publicly traded MLPs with a primary focus on mid-cap companies with mid-stream transmission operations. MLPs are traded on major securities exchanges as publicly traded instruments and are actually considered to be units in a partnership. MLPs own hard assets and/or transport vitally needed energy commodities, have major financial and operating advantages over potential competitors, and generate relatively stable and predictable cash flows.

#### **Core Real Estate Fund**

This partnership was formed in May 2016 to facilitate an investment in core, income producing commercial real estate. The partnership has one manager, Menlo Equities, with funds raised for their Menlo Equities Absolute Return Fund (MEARF). MEARF is established as an open-end, evergreen fund; a structure that offers a liquidity option to its limited partners and an option for Menlo to add properties that fit the fund's investment criteria.

# 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, 2018, are scheduled to be received during the year ending September 30, 2019.

# Note 5 - Property and Equipment

Property and equipment consisted of the following as of September 30:					
	2018		2017		
Buildings Equipment and software	\$	637,254 43,361	\$	637,254 43,361	
Equipment and software		680,615		680,615	
Accumulated depreciation		(86,210)		(65,441)	
	\$	594,405	\$	615,174	
Note 6 - Long-Term Debt					
Long-term debt consisted of the following as of September 30:	2018		2017		
Fixed rate note payable to First Security Bank, for the purchase of office space, interest rate of 4.47%, and collateralized by a lien against the property purchased. The note matures in 2023.	\$	196,367	\$	229,685	
Less current portion		(34,752)		(33,318)	
	\$	161,615	\$	196,367	
Future principal payments are as follows:					
Years Ending September 30					
2019 2020 2021 2022 2023 Thereafter	\$	34,752 36,247 37,807 39,443 41,130 6,988			
	\$	196,367			

# Note 7 - Board-Designated Unrestricted Net Assets

The Talim (Pashto word meaning Education) and Pioneer Funds are board-designated funds established to provide sustainability to all of the Organization's overseas projects and program delivery.

# Note 8 - Temporarily Restricted Net Assets

Activity for temporarily restricted net assets for the years ended September 30, 2018 and 2017, was as follows:

	Balance as of 09/30/2017 Contributions		Releases of Restrictions		Balance as of 09/30/2018		
Pennies for Peace Overseas education and community health projects Public health	\$	-	\$ 37,826	\$	(37,826)	\$	-
		1,330,022	 457,201 1,340		(581,261) (1,340)		1,205,962 -
Total temporarily restricted net assets	\$	1,330,022	\$ 496,367	\$	(620,427)	\$	1,205,962

#### Note 9 - Retirement Plan

The Organization sponsors a defined contribution 403(b) pension plan that covers all employees who have completed nine months of employment. For every employee contribution after the nine months worked, the Board of Directors elected to match employee contributions up to 6% of eligible employee's annual income. The Organization also provides an employer contribution component determined by Board's discretion. For the years ended September 30, 2018 and 2017, the Board elected to contribute 6% of all employees' annual income to the pension plan. Pension expense for the years ended September 30, 2018 and 2017 was \$34,158 and \$31,546, respectively.

# Note 10 - Detail of Overseas Education and Community Health Grants

The following is a detail of various expense line items as contained on the statements of functional expenses for the years ended September 30, 2018 and 2017:

the years chaca september 50, 2010 and 2017.	201	2018		2017	
International Grants					
Operating expenses	\$ 5:	16,849	\$	922,661	
Building, materials, labor, and equipment	40	01,823		596,167	
Public health/medical/water/etc	!	57,123		71,597	
Scholarships	2	70,600		299,585	
Supplies and equipment	1.	51,882		333,340	
Teacher support	60	01,523		589,582	
Vocational and literacy centers	2	64,170		309,121	
Community support		81,030		-	
Total international grants	2,34	45,000		3,122,053	
Program Administration					
Occupancy		5,911		7,733	
Personnel	1:	37,176		237,815	
Professional fees	10	62,677		25,642	
Travel (overseas)		11,368		18,430	
Other		342		366	
Total program administration	3:	17,474		289,986	
Total overseas education and projects	\$ 2,60	62,474	\$	3,412,039	
International Activities by Country					
Afghanistan	\$ 84	45,803	\$	1,499,724	
Pakistan	1,2	29,728		1,498,937	
Tajikistan	2	69,469		123,392	
Total international activities by country	\$ 2,34	45,000	\$	3,122,053	

Overseas Education and Project expenses includes a portion of funds which could not be disbursed/got frozen due to certain changes implemented by the Government of Pakistan regarding foreign funded Non-Governmental Organizations (NGOs) during the subsequent period. The efforts for achieving the disbursements, accrued during the year ended September 30, 2018, is continuing. However, based on the actual disbursements realized during the succeeding year, a portion of the Overseas Education and Projects expenses accrued in the current year may have to be reversed in the financial statements of the subsequent period.

# Note 11 - Commitments

During the year ended September 30, 2016, the Organization entered into an agreement with a third party for consulting services. As of September 30, 2018, \$122,000 remained committed, but not paid.

# Note 12 - Concentrations

One of the Organization's donors accounted for approximately 51% of total contributions for the year ended September 30, 2017. There was no concentration in contributions for the year ended September 30, 2018.

# Note 13 - Contingencies

The Organization may be party to various legal actions arising from the normal course of business. In management's opinion, the Organization does not believe the outcome of such legal actions will materially affect the Organization's operation and/or financial position.

# Note 14 - Subsequent Event

In February 2019, the Organization sold the land held for sale for its fair value of \$55,000.