

**Consolidated Financial Statements** 

For the Years Ended December 31, 2009 and 2008

## Table of Contents

	Page
Independent Auditors' Report	1
Consolidated Financial Statements: Consolidated Statements of Financial Position	2
Consolidated Statements of Activities and Changes in Net Assets	3
Consolidated Statements of Cash Flows	4
Notes to Consolidated Financial Statements	5 - 8
Supplementary Information: Consolidating Schedule of Financial Position - 2009	9
Consolidating Schedule of Financial Position - 2008	10
Consolidating Schedule of Activities and Changes in Net Assets - 2009	11
Consolidating Schedule of Activities and Changes in Net Assets - 2008	12

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#### Independent Auditors' Report

Board of Directors Esperanza International Foundation and Affiliate Bellevue, Washington

Certified Public Accountants and Consultants

We have audited the accompanying consolidated statements of financial position of Esperanza International Foundation and its affiliate, (collectively, the Organization) as of December 31, 2009 and 2008, and the related consolidated statements of activities and changes in net assets, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We did not audit the financial statements of Asociacion Esperanza Internacional, Inc., a consolidated affiliate (the Affiliate) as of and for the years ended December 31, 2009 and 2008. The Affiliate's financial statements reflect total assets and revenues constituting 94% and 48%, respectively, of the related consolidated 2009 totals; and 84% and 67%, respectively, of the related consolidated 2008 totals. The Affiliate's financial statements were audited by other auditors whose report has been furnished to us and our opinion, insofar as it relates to the amounts included for Asociacion Esperanza Internacional, Inc. is based solely on the report of the other auditors.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits and the reports of the other auditors provide a reasonable basis for our opinion.

In our opinion, based on our audits and the reports of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Esperanza International Foundation and its affiliate as of December 31, 2009 and 2008, and the results of its operations and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Our audits were conducted for the purpose of forming an opinion on the basic consolidated financial statements, taken as a whole. The accompanying supplementary information on pages 10 to 13 as of and for the years ended December 31, 2009 and 2008 is presented for the purpose of additional analysis and is not a required part of the basic consolidated financial statements. This supplementary information is the responsibility of the Organization's management. Such information has been subjected to the auditing procedures applied in the audits of the basic 2009 and 2008 consolidated financial statements and, in our opinion, which insofar as it relates to Asociacion Esperanza Internacional, Inc., is based on the report of other auditors, is fairly stated in all material respects in relation to the basic consolidated financial statements taken as a whole.

Clark Nuker P. S.

Certified Public Accountants May 2, 2011

### **Consolidated Statements of Financial Position**

Assets	December 31,	2009	2008 (As Restated)
Cash and cash equivalents Accounts receivable Notes receivable, net Prepaid expenses Property and equipment, net of accumulated depreciation Other assets		\$ 223,323 332,496 1,901,755 23,244 235,750 27,372	\$ 734,827 562,457 1,876,011 2,754 255,513 25,917
Total Assets		\$ 2,743,940	\$ 3,457,479
Liabilities and Net Assets Liabilities: Accounts payable Accrued expenses Deferred liabilities Notes payable		\$ 430,085 16,133 180,879 875,047	\$ 416,488 43,685 164,779 1,031,961
Total Liabilities		1,502,144	1,656,913
Unrestricted net assets		1,241,796	1,800,566
Total Net Assets		1,241,796	1,800,566
Total Liabilities and Unrestricted Net Assets		\$ 2,743,940	\$ 3,457,479

### Consolidated Statements of Activities and Changes in Net Assets

	For the Years Ended December 31,	 2009	(As	2008 Restated)
Revenues and Support: Contributed support Grants		\$ 869,005	\$	1,275,906
Dividends, interest and commissions Net realized loss on investments		44,605 883,272		672,014 890,355 (9,675)
In-kind contributions Special events		47,195 110,382		2,018,049 417,482
Other		 30,133		16,539
Total Revenues and Support		1,984,592	;	5,280,670
Expenses:				
Program		1,868,777 559,097		3,349,678 678,033
Management and general Fundraising		 115,488		209,688
Total Expenses		 2,543,362		4,237,399
Change in Net Assets		(558,770)		1,043,271
Unrestricted net assets, beginning of y	vear	 1,800,566		757,295
Unrestricted Net Assets, End of Yea	ar	\$ 1,241,796	\$	1,800,566

### Consolidated Statements of Cash Flows

	For the Years Ended December 31,	 2009	<u>(</u>	2008 s Restated)
Cash Flows from Operating Activities	8:			
Change in net assets		\$ (558,770)	\$	1,043,271
Adjustments to reconcile change in net				
net cash provided by operating activiti	es-	69 750		EC 110
Depreciation and amortization Loss on disposal of fixed assets		68,750 37,393		56,119 766
Net realized and unrealized loss on	investments	37,393		9,675
Foreign currency translation gain	Investments	9,335		(88,149)
Changes in operating assets and lia	bilities:	0,000		(00,140)
Accounts receivable		229,961		(227,211)
Notes receivable, net		(25,744)		(373,125)
Prepaid expenses		(20,490)		2,706
Other assets		(1,455)		1,719,157
Accounts payable		13,597		366,887
Accrued expenses		(27,552)		(42,479)
Deferred liabilities		 16,100		(1,570,468)
Net Cash (Used in) Provided by Oper	ating Activities	(258,875)		897,149
Cash Flows from Investing Activities	:			
Proceeds from sale of investment	-			43,088
Purchases of property and equipment		(86,380)		(119,704)
Net Cash Used in Investing Activities		(86,380)		(76,616)
Cash Flows from Financing Activities	S:			0.40.040
Proceeds from notes payable		-		340,318
Repayment of notes payable		 (166,249)		(725,987)
Net Cash Provided by (Used in) Finar	ncing Activities	 (166,249)		(385,669)
Net Change in Cash and Cash Equiva	alents	(511,504)		434,864
Cash and cash equivalents, beginning c	of year	 734,827		299,963
Cash and Cash Equivalents, End of Y	/ear	\$ 223,323	\$	734,827
Supplemental Cash Flow Information Cash paid for interest	:	\$ 142,645	\$	116,114

#### Notes to Consolidated Financial Statements

#### Note 1 - Nature of Operations and Significant Accounting Policies

**Nature of Operations -** Esperanza International Foundation (the Foundation) was formed in November, 1992. The mission is to free children and their families from poverty through initiatives that generate income, education and health, restoring self-worth and dignity to those who have lost hope. The Foundation primarily provides support to individuals and individual business owners primarily located in Dominican Republic and Haiti.

The main objectives of the Foundation are:

- To liberate the children and their families of poverty through initiatives that generate income, education and health. Restore the self-esteem and dignity to those who have lost it.
- The development of the micro-enterprise, assisting poor people, especially mothers, in the creation of income and employment generation to stabilize personal dignity.
- The community development through the establishment of schools that emphasize programs on literacy, primary health education, clinical nutrition education, recreation and leadership, sports programs to assist children and adolescents, religious education and spiritual development.
- Development of environmental health programs, such as improved health, development of improved access to safe water for their staff and food, water, latrine, recycling of plastic, glass and metals, and other matters of interest to developing environmental awareness.

**Principles of Consolidation -** The consolidated financial statements include the accounts of Esperanza International and Asociacion Esperanza Internacional, Inc. (collectively, the Organization). Esperanza International Foundation is a Washington State nonprofit corporation with headquarters in Bellevue, Washington. It has branch offices in Dominican Republic and Haiti. Asociacion Esperanza Internacional, Inc. is a religious association with headquarters in Santo Domingo, Dominican Republic.

The two organizations are governed by the same board of directors with common members. However, Esperanza International Foundation provides over 90% of the support of Asociacion Esperanza Internacional, Inc., and the organizations work collaboratively on program and governance matters. All significant accounts and transactions between the two foundations have been eliminated in these financial statements.

While the Organization has an economic interest in the Esperanza International - Haiti (El Haiti), it does not have control. Therefore, its operations are not consolidated in the financial statements of the Organization. The two organizations share a common focus to free children and their families from poverty through initiatives that generate income, education and health, restoring self-worth and dignity to those who have lost hope. All funding provided to El Haiti is through the Asociacion Esperanza Internacional, Inc.

**Basis of Presentation -** The Organization maintains its accounting records using the accrual method of accounting, whereby revenues are recorded when earned and expenses when incurred. The consolidated financial statement presentation follows accounting standards generally accepted in the United States of America (GAAP). Under GAAP, the Organization is required to report financial information regarding its financial position and activities according to three classes of net assets; unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. The Organization had no donor-restricted net assets as of December 31, 2009 and 2008, respectively.

#### Notes to Consolidated Financial Statements

#### Note 1 - Continued

**Cash and Cash Equivalents -** The Organization considers temporary investments with an original maturity of three months or less, other than amounts held in its investment portfolios, to be cash equivalents.

**Notes Receivable -** Accounts and microloans receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable. Changes in the valuation allowance for accounts receivable have not been material to the financial statements. The allowance for doubtful accounts was \$37,973 and \$111,156 at December 31, 2009 and 2008, respectively.

At December 31, 2009 and 2008, the annual interest rates on notes receivable varied between 36% and 48%. The note receivable balances at December 31, 2009 and 2008 had maturity dates of twelve months or less.

**Concentration of Credit Risk -** The Organization invests its funds with financial institutions and has established guidelines relative to diversification and maturities that maintain safety and liquidity. Such amounts may be in excess of the FDIC insured amounts.

There were two donors that contributed 66% and 40% of contributed support for the years ended December 31, 2009 and 2008, respectively.

**Property and Equipment -** The Organization capitalizes assets with a cost greater than \$250 and an estimated useful life of one or more years. Depreciation is computed utilizing the straight-line method. Property and equipment are depreciated over an estimated useful life of three to five years. The costs of repairs and maintenance are expensed as incurred. The costs of renewals, replacements and betterments are capitalized.

**In-kind Contribution** - Donated goods and use of facilities are recorded at fair market value at the date of receipt. Donated services are recorded only if specific professional expertise is provided or the services are for constructing a fixed asset, in accordance with GAAP. Donated use of facility at December 31, 2009 and 2008, totaled \$7,200 and \$12,000, respectively, and is included in the consolidated statements of activity and changes in net assets.

**Intangible Assets** - The Organization capitalizes the cost of creating and registering trademarks. Since trademarks are considered to have indefinite lives, GAAP does not allow amortization. However, trademarks are subject to an annual impairment test. As of December 31, 2009 and 2008, there was no impairment of the trademark.

**Foreign Operations -** Approximately 76% and 91% of the Organization's expenses were incurred outside of the United States in Dominican Republic and Haiti for the years ended December 31, 2009 and 2008, respectively. Approximately \$1.1 million and \$1.3 million of the net assets reported in the accompanying consolidated statements of financial position relate to those activities as of December 31, 2009 and 2008, respectively.

Operations outside the United States are subject to risks inherent in operating under different legal systems and various political and economic environments. Among the risks are changes in existing tax laws, possible limitations on foreign investment and income repatriation, government price or foreign exchange controls, and restrictions on currency exchange.

#### Notes to Consolidated Financial Statements

#### Note 1 - Continued

**Foreign Currency Translation -** The functional currency of some of the Organization's field offices is the local currency in which the office is located. Assets and liabilities of the offices have been translated into U.S. dollars at year-end exchange rates. Revenues and expenses have been translated at average monthly exchange rates. Any translation adjustments are included in the consolidated statements of activities and changes in net assets.

**Income Tax Status -** The Internal Revenue Service has determined that the Foundation is exempt from U.S. income tax under section 501(c)(3) of the U.S. Internal Revenue Code. Asociacion Esperanza Internacional, Inc. is a nonprofit civic association recognized as exempt from income tax under national tax laws of Dominican Republic. The Organization files income tax returns with the U.S. and foreign governments. The Organization is subject to income tax examinations by the tax authorities of these governments for the current year and certain prior years based on the applicable laws and regulations of each jurisdiction.

**Use of Estimates -** The preparation of financial statements in conformity with GAAP 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.

**Functional Expenses -** The costs of providing the various programs and other activities have been summarized in the consolidated statements of activities and changes in net assets on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

**Subsequent Events -** The Organization has evaluated subsequent events through May 2, 2011, the date on which the financial statements were available to be issued.

#### Note 2 - Property and Equipment

Property and equipment consist of the following at December 31:

	2009	2008
Furniture and equipment Transportation equipment Leasehold improvements Other	\$ 230,150 312,350 52,086 <u>16,134</u> 610,720	289,915 18,430 <u>47,361</u>
Less accumulated depreciation	<u>(374,970</u> <b>\$ 235.750</b>	· · · · · · · · · · · · · · · · · · ·

#### Notes to Consolidated Financial Statements

#### Note 3 - Notes Payable

The following long-term debt is held by Asociacion Esperanza Internacional, Inc. and consists of the following on December 31:

		2009		2008
Note payable to Fundación Reservas del País Inc., the note is payable over an eight year period, and bears an annual interest of 12%. Payments on the note are due annually on December 31, 2009 through 2016.	\$	316,665	\$	408,574
through 2010.	Ψ	010,000	Ψ	400,074
Note payable to Grameen Foundation USA, with an annual interest rate of 6.39%, due December 31, 2012, without any guarantee.		389,947		453,537
Note payable to Asociación Dominicana de Mitigación de Desastre Inc. and bears an annual interest rate and fee of 18% without any guarantee.		111,600		110,800
Notes payable to individuals with variable annual interest rates ranging from 18% to 20%, without any guarantee.		22,040		20,083
Note payable to Banco BHD, S. A., payable in monthly installments of principal and interest at 24%. Note is collateralized by a vehicle.		27,900		27,700
Note payable to Banco de Reservas, payable in monthly installments of principal and interest at 18%. Note is collateralized by a vehicle.		6,895		11,267
	<u>\$</u>	875,047	<u>\$</u>	<u>1,031,961</u>

#### Note 4 - Lease Commitments

The Organization leases office space in Dominican Republic, renewable annually. Rent expense for operating leases totaled \$132,480 and \$48,883 for the years ended December 31, 2009 and 2008, respectively.

#### Note 5 - Employee Benefit Plan

The Foundation has a 403(b) plan that covers substantially all full-time employees who have completed one year of service. There were no employer contributions for the years ended December 31, 2009 and 2008.

#### Note 6 - Prior Period Adjustment

During the year ended December 31, 2009, management discovered that certain contributions should have been recognized as of December 31, 2008. As a result, unrestricted net assets as of December 31, 2008 and contribution revenues for the year ended December 31, 2008 were increased by \$30,000. The correction has no effect on the cumulative net assets reported as of December 31, 2009. Financial statements as of and for the year ended December 31, 2008 were increased by \$30,000.

SUPPLEMENTARY INFORMATION

### **Consolidating Schedule of Financial Position**

### December 31, 2009

Assets	Int	Esperanza ternational Foundation	Esperanza ernational and Asociacion Esperanza macional, Inc.	Elimin	nations	C	onsolidated Totals
Cash and cash equivalents Accounts receivable Notes receivable, net Prepaid expenses Property and equipment, net of accumulated depreciation Other assets	\$	137,770 16,667 4,776 3,407 3,963	\$ 85,553 315,829 1,901,755 18,468 232,343 23,409	\$	-	\$	223,323 332,496 1,901,755 23,244 235,750 27,372
Total Assets	\$	166,583	\$ 2,577,357	\$	-	\$	2,743,940
<i>Liabilities and Net Assets</i> Liabilities: Accounts payable Accrued expenses Deferred liabilities Note payable	\$	1,765 3,300	\$ 428,320 12,833 180,879 875,047	\$	-	\$	430,085 16,133 180,879 875,047
Total Liabilities		5,065	1,497,079				1,502,144
Unrestricted net assets		161,518	 1,080,278				1,241,796
Total Net Assets		161,518	 1,080,278				1,241,796
Total Liabilities and Unrestricted Net Assets	\$	166,583	\$ 2,577,357	\$	-	\$	2,743,940

### **Consolidating Schedule of Financial Position**

### December 31, 2008, As Restated

Assets	Int	Esperanza ternational Foundation		Esperanza ernational and Asociacion Esperanza enacional, Inc.	Elimina	utions	C	onsolidated Totals
Cash and cash equivalents Accounts receivable Notes receivable, net Prepaid expenses Property and equipment,	\$	508,566 30,000	\$	226,261 532,457 1,876,011 2,754	\$	-	\$	734,827 562,457 1,876,011 2,754
net of accumulated depreciation Other assets		4,746 3,963		250,767 21,954				255,513 25,917
Total Assets	\$	547,275	\$	2,910,204	\$	-	\$	3,457,479
<i>Liabilities and Net Assets</i> Liabilities: Accounts payable	\$	_	\$	416,488	\$	-	\$	416,488
Accrued expenses Deferred liabilities Note payable	• 		•	43,685 164,779 1,031,961	• 		• 	43,685 164,779 1,031,961
Total Liabilities				1,656,913				1,656,913
Unrestricted net assets		547,275		1,253,291				1,800,566
Total Net Assets		547,275		1,253,291				1,800,566
Total Liabilities and Unrestricted Net Assets	\$	547,275	\$	2,910,204	\$	_	\$	3,457,479

### Consolidating Schedule of Activities and Changes in Net Assets

### For the Year Ended December 31, 2009

	Esperanza International Foundation	Esperanza International and Asociacion Esperanza Internacional, Inc.	Eliminations	Consolidated Totals
Revenues and Support: Contributed support Grants	\$ 869,005	\$- 856,115	\$- (811,510)	\$ 869,005 44,605
Dividends, interest and commissions Net realized loss on investments In-kind contributions Special events	1,424 47,195 110,382	881,848		883,272 47,195 110,382
Other Total Revenues and Support	1,028,006	30,133 <b>1,768,096</b>	(811,510)	<u> </u>
<b>Expenses:</b> Program Management and general Fundraising	1,275,095 23,180 115,488	1,405,192 535,917	(811,510)	1,868,777 559,097 115,488
Total Expenses	1,413,763	1,941,109	(811,510)	2,543,362
Change in Net Assets	(385,757)	(173,013)		(558,770)
Unrestricted net assets, beginning of year	547,275	1,253,291		1,800,566
Unrestricted Net Assets, End of Year	\$ 161,518	\$ 1,080,278	<u>\$ -</u>	\$ 1,241,796

### Consolidating Schedule of Activities and Changes in Net Assets

### For the Year Ended December 31, 2008, As Restated

	Esperanza International Foundation	Esperanza International and Asociacion Esperanza Internacional, Inc.	Eliminations	Consolidated Totals
<b>Revenues and Support:</b> Contributed support Grants Dividends, interest and commissions Net realized loss on investments In-kind contributions	\$ 1,275,906 10,243 (9,675) 73,387	\$- 1,745,068 880,112 1,944,662	\$- (1,073,054)	\$ 1,275,906 672,014 890,355 (9,675) 2,018,049
Special events Other Total Revenues and Support	417,482 <b>1,767,343</b>	1,944,082 16,539 <b>4,586,381</b>	(1,073,054)	417,482 16,539 <b>5,280,670</b>
<b>Expenses:</b> Program Management and general Fundraising	1,203,338 30,556 209,688	3,219,394 647,477	(1,073,054)	3,349,678 678,033 209,688
Total Expenses	1,443,582	3,866,871	(1,073,054)	4,237,399
Change in Net Assets	323,761	719,510		1,043,271
Unrestricted net assets, beginning of year	223,514	533,781		757,295
Unrestricted Net Assets, End of Year	\$ 547,275	<u>\$ 1,253,291</u>	<u>\$                                    </u>	\$ 1,800,566