FINANCIAL STATEMENTS



FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
The White Ribbon Alliance for Safe Motherhood
Washington, D.C.

We have audited the accompanying financial statements of The White Ribbon Alliance for Safe Motherhood (WRA), which comprise the statements of financial position as of December 31, 2015 and 2014, and the related statements of activities and changes in net assets (deficit), 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 audits 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 WRA as of December 31, 2015 and 2014, and the changes in its net assets (deficit) and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

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Emphasis of a Matter

We draw attention to Note 10 of the financial statements, which indicates that WRA has experienced losses, and as of December 31, 2015, is in a cumulative unrestricted net deficit position. Our opinion is unmodified in respect of this matter.

June 1, 2016

Gelman Rosenberg & Freedman

STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31, 2015 AND 2014

ASSETS

		2015	_	2014
CURRENT ASSETS				
Cash and cash equivalents Grants and contracts receivable, current	\$	2,155,627	\$	958,403
portion		24,207		110,484
Due from related entity Other receivables		98 5,992		425 4,149
Program center advances		27,477		77,087
Travel advances		-		955
Prepaid expenses	_	29,717	-	29,358
Total current assets	_	2,243,118	_	1,180,861
NONCURRENT ASSETS				
Grants and contracts receivable, net of current				
portion and present value discount		3,286,136		-
Security deposits	-	<u>850</u>	-	<u>850</u>
Total noncurrent assets	_	3,286,986	_	850
TOTAL ASSETS	\$_	5,530,104	\$_	1,181,711
LIABILITIES AND NET ASSETS (DEFIC	IT)			
CURRENT LIABILITIES				
Line of credit	\$	78,533	\$	290,000
Accounts payable and accrued liabilities	Ť	72,513	•	48,829
Accrued employee benefits Deferred revenue		79,389		91,152
Due to related entity		-		8,602 711
·	_		-	
Total current liabilities	-	230,435	-	439,294
NET ASSETS (DEFICIT)				
Unrestricted deficit		(549,089)		(716,896)
Temporarily restricted	_	5,848,758	-	<u>1,459,313</u>
Total net assets	_	5,299,669	_	742,417
TOTAL LIABILITIES AND NET ASSETS	\$_	5,530,104	\$_	1,181,711

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS (DEFICIT) FOR THE YEARS DECEMBER 31, 2015 AND 2014

	2015					
SUPPORT AND REVENUE		Unrestricted		Temporarily Restricted		Total
U.S. Government grants Other grants and contracts Contributions Interest income In-kind contributions Special events Exchange rate loss Net assets released from donor restrictions -	\$	504,753 19,112 224,920 444 94,982 - (8,568)	\$	- 6,971,264 - - - - -	\$	504,753 6,990,376 224,920 444 94,982 - (8,568)
satisfaction of program restrictions	_	2,581,819	_	(2,581,819)	_	<u> </u>
Total support and revenue	_	3,417,462	_	4,389,445	_	7,806,907
EXPENSES						
Maternal Health Management and General Fundraising		2,732,218 463,410 54,027	_	- - -	_	2,732,218 463,410 54,027
Total expenses	_	3,249,655	_		_	3,249,655
Changes in net assets (deficit)		167,807		4,389,445		4,557,252
Net assets (deficit) at beginning of year		(716,896)	_	1,459,313	_	742,417
NET ASSETS (DEFICIT) AT END OF YEAR		(549,089)	\$_	5,848,758	\$_	5,299,669

2014								
Temporarily Unrestricted Restricted Total								
\$	728,245 38,161 150,094 297 84,797 16,106 (18,025)	\$ - 527,188 - - - - - -	\$	728,245 565,349 150,094 297 84,797 16,106 (18,025)				
	2,371,525 3,371,200	(2,371,525) (1,844,337)		1,526,863				
	2,689,509 497,594 172,367	- - -		2,689,509 497,594 172,367				
•	3,359,470		•	3,359,470				
	11,730 (728,626)	(1,844,337) <u>3,303,650</u>		(1,832,607) 2,575,024				
\$	(716,896)	\$ <u>1,459,313</u>	\$	742,417				

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2015

		Maternal Health		nagement d General	<u>Fu</u>	ndraising	_ <u>E</u>	Total xpenses
Salaries	\$	804,003	\$	163,065	\$	25,611	\$	992,679
Benefits		347,042		59,146		11,656		417,844
Printing and production		11,086		1,709		43		12,838
Professional fees		20,726		58,270		413		79,409
Occupancy		11,017		68,203		-		79,220
Accounting and audit		13,906		7,819		-		21,725
Insurance		-		11,421		-		11,421
Telephone		11,054		5,364		32		16,450
Travel and related expenses		274,356		724		510		275,590
Consulting fees		253,874		8,574		2,746		265,194
Postage and delivery		810		982		131		1,923
Supplies		349		2,452		18		2,819
Subscriptions		9,462		3,583		547		13,592
Meetings		15,860		204		51		16,115
Advertising		80		-		-		80
Fundraising events		-		-		276		276
Bank fees		132		4,704		-		4,836
Equipment rental and maintenance		-		932		-		932
Subgrants and subcontracts		926,468		-		-		926,468
Other expenses		-		15,262		-		15,262
In-kind professional fees		16,277		50,996		9,920		77,193
Donated goods, materials and supplies	_	15,716	_	<u> </u>	_	2,073	_	17,789
TOTAL	\$_	2,732,218	\$	463,410	\$	54,027	\$_	3,249,655

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2014

		Maternal Health		nagement d General	<u>Fu</u>	ndraising		Total Expenses
Salaries	\$	849,358	\$	156,316	\$	86,415	\$	1,092,089
Benefits		467,058		87,763		43,909		598,730
Printing and production		1,850		939		1,300		4,089
Professional fees		40,231		70,838		595		111,664
Occupancy		40,617		49,657		55		90,329
Accounting and audit		16,231		3,779		-		20,010
Insurance		-		11,925		-		11,925
Telephone		13,840		6,229		212		20,281
Travel and related expenses		228,244		6,317		10,991		245,552
Consulting fees		93,702		2,815		13,138		109,655
Postage and delivery		4,034		(141)		1,036		4,929
Repairs and maintenance		86		`709 [´]		-		795
Supplies		7,246		4,136		129		11,511
Subscriptions		13,035		7,008		338		20,381
Meetings		17,360		250		148		17,758
Advertising		245		155		25		425
Fundraising events		-		-		2,000		2,000
Bank fees		192		2,986		811		3,989
Equipment rental and maintenance		-		1,202		-		1,202
Subgrants and subcontracts		896,180		-		-		896,180
Other expenses		-		11,179		-		11,179
In-kind professional fees	_		_	73,532	_	11,265	_	84,797
TOTAL	\$_	2,689,509	\$	497,594	\$	172,367	\$_	3,359,470

STATEMENTS OF CASH FLOWS FOR THE YEARS DECEMBER 31, 2015 AND 2014

	_	2015		2014
CASH FLOWS FROM OPERATING ACTIVITIES				_
Change in net assets	\$	4,557,252	\$	(1,832,607)
Adjustments to reconcile changes in net assets to net cash provided (used) by operating activities:				
Change in present value discount on noncurrent grants and contracts receivable		151,805		(2,518)
(Increase) decrease in: Grants and contracts receivable Due from related entity Other receivables Program center advances Travel advances Prepaid expenses Security deposits		(3,351,664) 327 (1,843) 49,610 955 (359)		1,587,670 (425) (1,345) 30,268 4,617 (686) (850)
Increase (decrease) in: Accounts payable and accrued liabilities Accrued employee benefits Deferred revenue Due to related entity Net cash provided (used) by operating activities	_	23,684 (11,763) (8,602) (711) 1,408,691	_	9,472 26,090 (162,359) 711 (341,962)
CASH FLOWS FROM FINANCING ACTIVITIES			_	,
Cash draws from line of credit Repayments on line of credit Net cash (used) provided by financing activities	_	205,750 (417,217) (211,467)	-	200,000 (110,000) 90,000
Net increase (decrease) in cash and cash equivalents		1,197,224		(251,962)
Cash and cash equivalents at beginning of year	_	958,403	_	1,210,365
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$_	2,155,627	\$_	958,403
SUPPLEMENTAL INFORMATION:				
Interest Paid	\$_	13,137	\$_	10,701

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2015 AND 2014

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The White Ribbon Alliance for Safe Motherhood (WRA) is one of the world's largest networks of maternal health advocates. WRA mobilizes and equips citizens to take collective action and hold their governments accountable; strengthening national capacity, influencing national policies and harnessing resources to inspire action so that all women are safe, healthy and respected before, during and after pregnancy.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

Cash and cash equivalents -

WRA considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, WRA maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Income taxes -

WRA is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. WRA is not a private foundation.

Uncertain tax positions -

For the years ended December 31, 2015 and 2014, WRA has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

- Unrestricted net assets include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of WRA and include both internally designated and undesignated resources.
- Temporarily restricted net assets include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of WRA and/or the passage of time.
 When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statements of Activities and Changes in Net Assets (Deficit) as net assets released from restrictions.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2015 AND 2014

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Grants and contracts revenue -

Grants and subawards that are awarded to WRA from foundations, bilateral and international organizations, pass-through entities and other non-Federal organizations are accounted for as contributions or exchange transactions, depending on the nature of the award. WRA's policy is to treat donor-restricted grant awards/obligations as temporarily restricted support in the year notification is received from the donor. Grants are recognized as unrestricted support (released from restrictions) only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions (or satisfaction of time restrictions). Grants received in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

Cooperative agreements that are awarded to WRA from prime recipients of U.S. Government agencies and pass-through entities are accounted for as exchange transactions, and accordingly, revenue is recognized when the qualifying expenditures are incurred. Any funds received in advance of incurring qualifying expenditures are recorded as deferred revenue.

Grants and contracts receivable -

Grants receivable that are expected to be collected in future years are recorded at their fair value, measured as the present value of their future cash flows. The discounts on these amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in grants and contribution revenue.

Conditional promises to give are not included as support until the conditions are substantially met. Contracts and other accounts receivable are recorded at their net realizable value, which approximates fair value. All grants and contracts receivable are considered by management to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

In-kind contributions -

In-kind contributions consist of donated advertising, facilities, materials, goods/supplies and other professional services. The services are reported at estimated fair value based on the number of donated hours and estimated rates of services rendered.

The value of in-kind contributions totaled \$94,982 and \$84,797 during the years ended December 31, 2015 and 2014, respectively, and have been allocated to Management and General in the accompanying Statements of Functional Expenses.

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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statements of Activities and Changes in Net Assets (Deficit). Accordingly, certain costs have been allocated among the programs and supporting services benefited.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2015 AND 2014

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Reclassification -

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. These reclassifications had no effect on the previously reported changes in net assets.

2. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at December 31, 2015 and 2014:

	2	<u>015 </u>		2014
Catapult - Britain, Every Woman Cared for in Pregnancy	\$	-	\$	14,600
Catapult - Keep Somali Moms Healthy in Sweden		-		9,242
IPPF - Core Support 2015		27,020		-
MacArthur Foundation - Advancing Social Media		-		130,432
The Bill and Melinda Gates Foundation - Advocating for				
Improved Delivery of MNH		-	•	1,305,039
The Bill and Melinda Gates Foundation - Reinvestment for Improved Delivery of MNH	5,2	35,794		-
UN Women SHRH - Advocacy		2,162		-
Bayer - Sustainable MHN Self Care		96,273		-
MacArthur Foundation - Core Support	4	<u>87,509</u>	_	
TOTAL TEMPORARILY RESTRICTED NET ASSETS	\$ <u>5,8</u>	<u>48,758</u>	\$_	1,459,313

3. NET ASSETS RELEASED FROM RESTRICTIONS

The following temporarily restricted net assets were released from donor restrictions by incurring expenses, which satisfied the restricted purposes specified by the donors:

	2015	2014
Catapult - Educating for a Better Maternal Health in		
Tanzania	\$ -	\$ 6,000
Catapult - Britain, Every Woman Cared for in Pregnancy	14,600	-
Catapult - Give Her a Camera and She Can Tell the World	-	12,699
Catapult - Keep Somali Moms Healthy in Sweden	9,242	828
IPPF - Core Support 2015	472,980	-
IPPF - Core Support 2014	-	500,000
IPPF - Core Support 2013	-	48,444
IPPF - Strengthening Advocacy	50,000	-
MacArthur Foundation - Advancing Social Media	130,432	69,568
Merck - MSD India Mom QC	63,068	-
The Bill and Melinda Gates Foundation - Advocating for		
Improved Delivery of MNH	1,530,039	1,733,986
The Bill and Melinda Gates Foundation - Reinvestment for		
Improved Delivery of MNH	224,893	-
UN Women SHRH - Advocacy	82,838	-
Bayer - Sustainable MHN Self Care	3,727	
NET ASSETS RELEASED FROM RESTRICTIONS	\$ <u>2,581,819</u>	\$ <u>2,371,525</u>

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2015 AND 2014

4. LEASE COMMITMENT

Beginning September 1, 2014, WRA entered into a new 36-month sublease agreement for office space in Washington, D.C. Base rental payments under the agreement are \$7,200 with a 5% annual escalation. The lease also required a security deposit of \$850.

Beginning July 1, 2015, WRA shares a portion of its office space with a subtenant under a one-year arrangement that expires June 30, 2016, and requires payment of \$1,800 per month. These payments have been offset against WRA's rent expense in the accompanying Statement of Functional Expenses.

Future minimum lease payments required under the lease are as follows:

Year Ended December 31,

 2016
 \$ 81,432

 2017
 63,504

\$<u>144,936</u>

Rent expense for the years ended December 31, 2015 and 2014 totaled \$77,040 and \$81,333, respectively, and is included in "Occupancy" in the accompanying Statements of Functional Expenses.

5. CONTINGENCY

WRA is the recipient of Federal awards through certain entities funded by the U.S, Government. For fiscal years through December 31, 2014, such grants were subject to audit under the provisions of OMB Circular A-133. Beginning for fiscal year ended December 31, 2015, such grants are subject to audit under the provisions of *Title 2 U.S. Code of Federal Regulations (CFR) Part 200 Uniform Administrative Requirements, Cost Principles, and Audit Requirements for Federal Awards (Uniform Guidance)*. However, WRA's expenditures of federal awards for the year ended December 31, 2015 were below the \$750,000 threshold as stipulated in the Uniform Guidance, and thus, WRA was not required to have an audit under the provisions of the Uniform Guidance for 2015.

The ultimate determination of amounts received under the United States Government grants is based upon the allowance of costs reported to and accepted by the United States Government as a result of the audits. Audits in accordance with the applicable provisions have been completed for all required fiscal years through 2014. Until such audits have been accepted by the United States Government, there exists a contingency to refund any amount received in excess of allowable costs. Management is of the opinion that no material liability will result from such audits.

6. LINE OF CREDIT

WRA maintains a \$500,000 line of credit with a local financial institution. The line of credit is secured by WRA's cash and receivables, and bears interest on outstanding borrowings equal to the Federal prime rate plus 1.00% (4.50% at December 31, 2015 and 4.25% at December 31, 2014). As of December 31, 2015 and 2014, the total outstanding balance on the line of credit aggregated \$78,533 and \$290,000, respectively.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2015 AND 2014

7. GRANTS AND CONTRACTS RECEIVABLE

WRA receives contributions from foundations and international organizations for multi-year program support. As of December 31, 2015 and 2014, WRA had uncollected commitments from such organizations aggregating \$3,462,148 and \$110,484, respectively.

The following is a schedule of expected payments to be received in future years, as of December 31, 2015 and 2014:

	2015	2014
Less than one year One to five years	\$ 24,207 \$ <u>3,437,941</u>	110,484
Total Less: Present value discount (3.25%)	3,462,148 <u>(151,805</u>)	110,484
GRANTS RECEIVABLE, NET	\$ <u>3,310,343</u> \$	110,484

8. RETIREMENT PLANS

WRA provides retirement benefits to its U.S. employees through a 401(k) profit sharing retirement plan covering those U.S. employees 18 years of age and older (employees are eligible immediately upon hire). WRA makes non-elective safe harbor contributions of three percent of eligible compensation. Contributions to the plan during the years ended December 31, 2015 and 2014 totaled \$28,252 and \$29,699, respectively, and are included in "Benefits" in the accompanying Statements of Functional Expenses.

WRA provides retirement benefits to its U.K. employees through a defined contribution plan. WRA contributes 3% of gross wages. Contributions to the plan during the years ended December 31, 2015 and 2014 totaled \$6,309 and \$10,492, respectively, and are included in "Benefits" in the accompanying Statements of Functional Expenses.

9. OPERATING AGREEMENT WITH WRA UK CHARITY

In February 2014, WRA formalized an operating agreement with White Ribbon Alliance, UK Charity (UKC). The agreement states that WRA will be subcontracted to act on behalf of UKC in relation to the conduct of certain UKC financial, compliance and administrative operations, including but not limited to the provision of materials for reporting to UKC board of trustees and administrative support required pursuant to the annual UKC financial audit or reviews conducted by an independent auditor as required by UKC governing bodies. In addition, WRA will provide administrative and logistical support in relation to the proposal solicitation and fundraising efforts. The agreement shall continue until terminated by either party giving no less than six months notice in writing to the other party.

10. EMPHASIS OF A MATTER

As of December 31, 2015, WRA maintained an unrestricted net deficit position of \$(549,089). Management has prepared a budget which includes projected positive unrestricted changes in net assets of approximately \$100,000 over the next three years. The accompanying financial statements have been prepared assuming that WRA will continue as a going concern.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2015 AND 2014

11. SUBSEQUENT EVENTS

In preparing these financial statements, WRA has evaluated events and transactions for potential recognition or disclosure through June 1, 2016, the date the financial statements were issued.