

# HELPAGE USA, INC.

FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

December 31, 2017 and 2016

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
HelpAge USA, Inc.

We have audited the accompanying financial statements of HelpAge USA, Inc. (the Organization), which comprise the statements of financial position as of December 31, 2017 and 2016, and the related statements of activities 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.

### Auditors' 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 auditors' 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 auditors consider 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 HelpAge USA, Inc. as of December 31, 2017 and 2016, and the changes 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.

*HAN GROUP LLC*

HAN GROUP LLC  
Washington, DC  
September 12, 2018

**HELPAGE USA, INC.**  
 Statements of Financial Position  
 December 31, 2017 and 2016

	<u>2017</u>	<u>2016</u>
<b>Assets</b>		
Cash	\$ 388,843	\$ 384,328
Grants and contributions receivable	65,562	241,052
Other receivables	2,542	-
Prepaid expenses	-	1,181
Deposits	<u>2,500</u>	<u>2,500</u>
 Total assets	 <u>\$ 459,447</u>	 <u>\$ 629,061</u>
 <b>Liabilities and Net Assets</b>		
<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 31,827	\$ 17,230
Grants payable	<u>-</u>	<u>280,700</u>
 Total liabilities	 <u>31,827</u>	 <u>297,930</u>
 <b>Net Assets</b>		
Unrestricted	111,452	131,534
Temporarily restricted	<u>316,168</u>	<u>199,597</u>
 Total net assets	 <u>427,620</u>	 <u>331,131</u>
 Total liabilities and net assets	 <u>\$ 459,447</u>	 <u>\$ 629,061</u>

*See accompanying notes.*

**HELPAGE USA, INC.**  
Statement of Activities  
Year Ended December 31, 2017

	Unrestricted	Temporarily Restricted	Total
<b>Revenue and Support</b>			
Grants and contributions	\$ 250,482	\$ 358,491	\$ 608,973
Contract income	168,750	-	168,750
In-kind contributions	15,838	-	15,838
Net assets released from restrictions:			
Satisfaction of purpose restrictions	241,920	(241,920)	-
Total revenue and support	<u>676,990</u>	<u>116,571</u>	<u>793,561</u>
<b>Expenses</b>			
Program services	487,266	-	487,266
Supporting services:			
Management and general	96,346	-	96,346
Fundraising	113,460	-	113,460
Total supporting services	<u>209,806</u>	<u>-</u>	<u>209,806</u>
Total expenses	<u>697,072</u>	<u>-</u>	<u>697,072</u>
<b>Changes in Net Assets</b>	(20,082)	116,571	96,489
<b>Net Assets, beginning of year</b>	<u>131,534</u>	<u>199,597</u>	<u>331,131</u>
<b>Net Assets, end of year</b>	<u>\$ 111,452</u>	<u>\$ 316,168</u>	<u>\$ 427,620</u>

*See accompanying notes.*

**HELPAGE USA, INC.**  
Statement of Activities  
Year Ended December 31, 2016

	Unrestricted	Temporarily Restricted	Total
<b>Revenue and Support</b>			
Grants and contributions	\$ 484,288	\$ 732,976	\$ 1,217,264
In-kind contributions	26,516	-	26,516
Net assets released from restrictions:			
Satisfaction of purpose restrictions	592,606	(592,606)	-
Total revenue and support	<u>1,103,410</u>	<u>140,370</u>	<u>1,243,780</u>
<b>Expenses</b>			
Program services	853,779	-	853,779
Supporting services:			
Management and general	179,365	-	179,365
Fundraising	70,765	-	70,765
Total supporting services	<u>250,130</u>	<u>-</u>	<u>250,130</u>
Total expenses	<u>1,103,909</u>	<u>-</u>	<u>1,103,909</u>
<b>Changes in Net Assets</b>	(499)	140,370	139,871
<b>Net Assets, beginning of year</b>	<u>132,033</u>	<u>59,227</u>	<u>191,260</u>
<b>Net Assets, end of year</b>	<u>\$ 131,534</u>	<u>\$ 199,597</u>	<u>\$ 331,131</u>

*See accompanying notes.*

**HELPAGE USA, INC.**  
 Statements of Cash Flows  
 Years Ended December 31, 2017 and 2016

	<u>2017</u>	<u>2016</u>
<b>Cash Flows from Operating Activities</b>		
Changes in net assets	\$ 96,489	\$ 139,871
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Changes in assets and liabilities:		
Grants and contributions receivable	175,490	13,070
Other receivables	(2,542)	-
Prepaid expenses	1,181	(1,181)
Deposits	-	(1,757)
Accounts payable and accrued expenses	14,597	(5,642)
Grants payable	<u>(280,700)</u>	<u>(18,480)</u>
Net cash provided by operating activities	<u>4,515</u>	<u>125,881</u>
<b>Net Increase in Cash</b>	4,515	125,881
Cash, beginning of year	<u>384,328</u>	<u>258,447</u>
Cash, end of year	<u><u>\$ 388,843</u></u>	<u><u>\$ 384,328</u></u>

*See accompanying notes.*



## HELPAGE USA, INC.

Notes to Financial Statements

December 31, 2017 and 2016

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### 1. Nature of Operations

HelpAge USA, Inc. (the Organization) works with their global network of affiliates and partners in over 65 countries to implement programs and policies that directly improve the lives of older people in the world's poorest communities. The Organization's vision is of a world in which all older people fulfill their potential to lead dignified, active, healthy and secure lives. The Organization funds its program and supporting services primarily through grants and contributions from corporations, foundations and individuals.

### 2. Summary of Significant Accounting Policies

#### Basis of Accounting and Presentation

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP). Consequently, revenue is recognized when earned and expenses are recognized when the obligation is incurred.

#### Grants and Contributions Receivable

Grants and contributions receivable represent amounts due from the Organization's various grantors and contributors. The balances of grants and contributions receivable at December 31, 2017 and 2016 have been deemed by management to be fully collectible within one year. If an amount becomes uncollectible, it is expensed when that determination is made.

#### Grants Payable

The Organization makes grants to other organizations who carry out activities for the Organization's programs. The amount for which the Organization is obligated is recorded upon the grant's approval. The balance of grants payable at December 31, 2016 was payable within one year. There were no grants payable at December 31, 2017.

#### Classification of Net Assets

- *Unrestricted net assets* represent funds that are not subject to donor-imposed stipulations and are available for support of the Organization's operations.
- *Temporarily restricted net assets* represent funds subject to donor-imposed restrictions that are met either by actions of the Organization or the passage of time.

## HELPAGE USA, INC.

Notes to Financial Statements

December 31, 2017 and 2016

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### 2. Summary of Significant Accounting Policies (continued)

#### Revenue Recognition

Unconditional grants and contributions are recognized as revenue when received or promised and are reported as temporarily restricted support if they are received with donor stipulations that limit the use of 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. Revenue from all other sources is recognized when earned.

#### Donated Services and Facilities

Donated services are recognized as contributions at their fair value in the period received if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the Organization. Donated facilities are recorded at their fair value as of the date of the donation.

The Organization received \$3,400 of donated accounting services and \$12,438 of donated consulting services during the year ended December 31, 2017. During the year ended December 31, 2016, the Organization received \$2,900 of donated accounting services and \$23,616 of donated facilities.

#### Functional Allocation of Expenses

The costs of providing various programs and other activities have been summarized on a functional basis in the accompanying statements of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

#### 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 certain amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

### 3. Concentrations

The Organization maintains a significant amount of its cash in one financial institution. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. The Organization has not experienced any losses on its cash, and management believes that the risk of any loss is minimal.

**3. Concentrations (continued)**

Grants and contributions from three organizations accounted for approximately 85% of the Organization's revenue and support for the year ended December 31, 2017 and approximately 72% of the grants and contributions receivable were due from two organizations at December 31, 2017.

Grants and contributions receivable from three organizations accounted for approximately 88% of the Organization's revenue and support for the year ended December 31, 2016 and approximately 83% of the grants and contributions receivable were due from one organization at December 2016.

**4. Leases**

In October 2016, the Organization entered into an office lease with one-year term commencing on October 1, 2016 and terminating on September 30, 2017. The lease called for a base monthly rent of \$2,500. In October 2017, the Organization entered into another lease for the same office space commencing on October 1, 2017 and terminating on September 30, 2019. The lease called for a base monthly rent of \$2,625 with a five percent annual escalation clause. This lease is cancellable with a six-month advance notice. At December 31, 2017, future minimum lease payments required under the lease is \$15,750. Rent expense under the office lease was \$30,375 and \$9,450 for the years ended December 31, 2017 and 2016, respectively.

**5. Temporarily Restricted Net Assets**

Temporarily restricted net assets comprise the following at December 31:

	<u>2017</u>	<u>2016</u>
Disaster Relief	\$ 200,049	\$ 7,852
Measuring Healthy Aging	90,209	181,941
Citizen Engagement	25,910	4,930
Intergenerational	<u>-</u>	<u>4,874</u>
Total temporarily restricted net assets	<u>\$ 316,168</u>	<u>\$ 199,597</u>

**6. Related Party Transactions**

The Organization entered into grant arrangements with HelpAge International, a London based organization. A board member and an officer with HelpAge International are also board members with the Organization. The Organization granted \$111,725 and \$436,655 to HelpAge International during the years ended December 31, 2017 and 2016, respectively, and received \$363,043 and \$428,019 in grants from HelpAge International during the years ended December 31, 2017 and 2016, respectively.

**6. Related Party Transactions (continued)**

The Organization received contributions from board members and from organizations related to the board members. The total of such contributions was \$27,750 and \$19,850 for the years ended December 31, 2017 and 2016, respectively, which is included in grants and contributions in the accompanying statements of activities.

**7. Income Taxes**

Under Section 501(c)(3) of the Internal Revenue Code, the Organization is a nonprofit organization and is exempt from federal taxes on income other than net unrelated business income. No provision for federal or state income taxes is required for the years ended December 31, 2017 and 2016, as the Organization had no taxable net unrelated business income.

The Organization follows the authoritative guidance relating to accounting for uncertainty in income taxes included in Accounting Standards Codification Topic 740-10, *Income Taxes*. These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and derecognition of tax positions taken or expected to be taken in a tax return.

The Organization performed an evaluation of uncertain tax positions for the years ended December 31, 2017 and 2016, and determined that there were no matters that would require recognition in the financial statements or that may have any effect on its tax-exempt status. At December 31, 2017, the statute of limitations for tax years ended December 31, 2014 through 2016 remains open with the U.S. federal jurisdiction or the various states and local jurisdictions in which the Organization files tax returns. It is the Organization's policy to recognize interest and/or penalties related to uncertain tax positions, if any, in income tax expenses.

**8. Subsequent Events**

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through September 12, 2018, the date the financial statements were available to be issued. There were no subsequent events that require recognition of, or disclosure in, the financial statements.