

**HELPING HAND FOR RELIEF AND  
DEVELOPMENT, INC.**

**CONSOLIDATED FINANCIAL STATEMENTS**

**YEAR ENDED DECEMBER 31, 2011**

# Helping Hand for Relief and Development, Inc.

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
Helping Hand for Relief  
and Development, Inc.  
Detroit, MI

We have audited the consolidated statement of financial position of Helping Hand for Relief and Development, Inc. (the Organization) and its overseas operations as of December 31, 2011 and the related consolidated statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We did not audit the financial statements of the Organization's operations in Pakistan which reflect total assets and revenues constituting 55 percent and 60 percent, respectively, of the related consolidated totals. Those 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 the operations in Pakistan, is based solely on the report of the other auditors.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. 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 audit and report of other auditors provides a reasonable basis for our opinion.

In our opinion based on our audit and the report of the other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of December 31, 2011 and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The statement of functional expenses for the year then ended is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Alan C. Young & Assoc.*

October 31, 2012

# Helping Hand for Relief and Development, Inc.

## Consolidated Statement of Financial Position December 31, 2011

### ASSETS

#### Current Assets:

Cash and Cash Equivalents (Note 2)	\$ 8,919,962
Investments (Note 3)	124,790
Accounts Receivable	87,441
Pledge Receivable (Net)	4,170
Notes Receivable (Note 5)	460,195
Inventory-Donated Assets	4,518,633
Prepaid Expenses	134,988
Other Current Assets	186,509
<b>Total Current Assets</b>	<u>14,436,688</u>

#### Fixed Assets: (Note 4)

Fixed Assets	1,699,101
Less: Accumulated Depreciation	<u>(228,837)</u>
<b>Total Fixed Assets</b>	<u>1,470,264</u>

#### Other Assets:

Security Deposits	<u>13,849</u>
<b>Total Other Assets</b>	<u>13,849</u>

**Total Assets** \$ 15,920,801

### LIABILITIES AND NET ASSETS

#### Current Liabilities:

Accounts Payable	\$ 445,984
Accrued Expenses	<u>101,132</u>
<b>Total Current Liabilities</b>	<u>547,116</u>

**Total Liabilities** 547,116

#### Net Assets:

Unrestricted	(278,692)
Temporarily Restricted (Note 7)	<u>15,652,377</u>
<b>Total Net Assets</b>	<u>15,373,685</u>

**Total Liabilities and Net Assets** \$ 15,920,801

*The accompanying notes are an integral part of these financial statements.*

# Helping Hand for Relief and Development, Inc.

## Consolidated Statement of Activities Year Ended December 31, 2011

<b>Support and Revenue</b>	<b>Unrestricted</b>	<b>Restricted</b>	<b>Total</b>
Contributions from Public	\$ 1,289,921	\$ 8,096,410	\$ 9,386,331
In-Kind Revenue	2,247,730	7,114,442	9,362,172
Miscellaneous Income	94,573	-	94,573
Net Assets Released from Restrictions:			
Satisfaction of Service Restrictions (Note 7)	9,425,244	(9,425,244)	-
<b>Total Support and Revenue</b>	<b>13,057,468</b>	<b>5,785,608</b>	<b>18,843,076</b>
<b>Expenses</b>			
<b>Program Services:</b>			
Education	522,029	-	522,029
Health and Medical	1,157,278	-	1,157,278
Orphans	1,459,350	-	1,459,350
Emergency	1,763,378	-	1,763,378
Water for Life	136,769	-	136,769
Family Support	186,500	-	186,500
Community Development	146,401	-	146,401
Seasonal	1,670,135	-	1,670,135
In-Kind	4,851,135	-	4,851,135
<b>Total Program Services</b>	<b>11,892,975</b>	<b>-</b>	<b>11,892,975</b>
<b>Supporting Services:</b>			
Management and General	555,234	-	555,234
Fund Raising	831,248	-	831,248
<b>Total Supporting Expenses</b>	<b>1,386,482</b>	<b>-</b>	<b>1,386,482</b>
<b>Total Expenses</b>	<b>13,279,457</b>	<b>-</b>	<b>13,279,457</b>
<b>Non Operating Items:</b>			
Profit on Deposits & Investments	244,157	-	244,157
Reversal of Unpresented Checks	13,660	-	13,660
Rehabilitation Infrastructure Fund	-	58,588	58,588
Micro Finance Portfolio	-	188,764	188,764
<b>Total Non Operating Items</b>	<b>257,817</b>	<b>247,352</b>	<b>505,169</b>
Change In Net Assets	35,828	6,032,960	6,068,788
Net Assets - Beginning of Year	66,525	9,619,417	9,685,942
Adjustment for Recording Accounting Standards Codification 830-20 (Note 1)	(381,045)	-	(381,045)
<b>Net Assets - End of Year</b>	<b>\$ (278,692)</b>	<b>\$ 15,652,377</b>	<b>\$ 15,373,685</b>

The accompanying notes are an integral part of these financial statements.

# Helping Hand for Relief and Development, Inc.

## Consolidated Statement of Cash Flows Year Ended December 31, 2011

### CASH FLOWS FROM OPERATING ACTIVITIES

Change in Net Assets	\$ 6,068,788
Adjustments to Reconcile Change in Net Assets to Cash Provided by Operations:	
Unrealized Gain or Loss	2,527
Depreciation	85,273
In-Kind Inventory	(4,684,693)
Gratuity	52,720
<b>Change in:</b>	
Accounts Receivable	(294)
Other Current Assets	(7,688)
Prepays	(577,365)
Accounts Payable	417,919
Accrued Expenses	2,297
<b>Net Cash Provided by Operating Activities</b>	<u>1,359,484</u>

### CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Investments	(18,372)
Change in Fixed Assets	(643,747)
<b>Net Cash Used in Investing Activities</b>	<u>(662,119)</u>

### CASH FLOWS FROM FINANCING ACTIVITIES

Proceeds from Notes Receivable	4,498
<b>Net Cash Provided by Financing Activities</b>	<u>4,498</u>

Increase in Cash	701,863
Effect of exchange rate changes	(121,470)
Cash and Cash Equivalents - Beginning of Year	<u>8,339,569</u>
<b>Cash and Cash Equivalents - End of Year</b>	<u><u>\$ 8,919,962</u></u>

*The accompanying notes are an integral part of these financial statements.*

## 1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### Organization

The Consolidated financial statements included are those of Helping Hand for Relief & Development – USA and Helping Hand for Relief & Development – Pakistan, hereby referred to as “the Organization”. All the significant intercompany accounts and transactions have been eliminated in consolidation.

### Nature of Activity

Helping Hand for Relief and Development, Inc. is a Nonprofit Organization exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. It was incorporated in the State of New York in 1998. The Organization is registered in all 50 states to solicit public funds. The Pakistan Organization was established under a different name in 1991 which was changed to Helping Hand for Relief & Development in 2005. The Organization is involved in the relief and development for individuals and communities, especially in emergency and disaster situations anywhere in the world, with special focus on needy people in Asia and Africa. Its major activities include reconstruction and rehabilitation of the disaster affected areas, mainly by providing Emergency Relief, Food, Shelter, Vocational and Skills Development, Education, Water for Life, Orphans & Widows Support Program, Health facilities and Economic Empowerment & Livelihood Programs.

The Organization operates the following programs:

Education - Initiation of educational projects for the restoration of educational facilities for disaster affected children and sponsoring of orphan children and needy children for education.

Health and Medical Services – Involves the improvement of individual and community health through education, immunization and other preventive measures. It also includes the operation or funding of mobile clinics, physical rehabilitation centers and renovation of the existing health care infrastructure; health and hygiene education services and ambulance services.

Orphan Support Program - Operates in different countries and focuses on assisting children in needy situation by providing education and other facilities.

Emergency Services - Providing immediate support to people affected in natural and man-made disasters/emergencies by providing rehabilitation and developmental relief and services, reconstruction of houses in such areas, and other voluntary support.

Family Support Program - The provision of ways for needy individuals and their communities to sustain themselves and to improve their quality of life; and assistance in reviving the economies of communities devastated by natural and man-made disasters. Facilitating and supporting livelihood opportunities and micro – enterprise development for poverty alleviation through provision of Interest Free Micro finance.

# Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)  
December 31, 2011

## 1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Water for Life - Sponsoring projects for providing clean water/hand pumps, reconstruction of infrastructure of water supply, especially in the areas affected by natural disasters.

Fundraising - Provides the structure necessary to encourage and secure support from individuals and organizations.

### Basis of Accounting

The 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.

### Financial Statement Presentation

The Organization follows the Financial Accounting Standards Board in its Statement of Financial Accounting Standards, Financial Statements for Not-For-Profit Organizations under which the Organization is required to report information regarding the financial position and activities according to three classes of net assets, unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

To ensure proper usage of restricted and unrestricted assets, the Organization maintains its accounting according to fund accounting principles. The assets liabilities and net assets are classified in accordance with specified restrictions and objectives. The Organization's funds are described below and are placed in the following categories:

### Unrestricted Fund

Unrestricted net assets are those currently available for use of the Organization's Board, and the resources invested in fixed assets. These assets are accounted for internally in the general operating fund.

### Temporarily Restricted Fund

Temporarily restricted net assets are those assets received with donor stipulations that limit the use of the donated assets. When stipulated time restrictions expire or purpose restrictions are accomplished, these net assets are reclassified as unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

### Foreign Currency Translation

Financial statements in currencies other than United State dollars are revalued for accounting as per FASB Accounting Standards Codification Topic 830-20, *Foreign Currency Translations*. The adjustments for currency exchange rates are included in the net income for those transactions that impact cash flow and are excluded for those that



## 1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### Foreign Currency Translation (Continued)

do not. The foreign subsidiary reports its earnings in its local currency. The foreign assets and liabilities were translated at the exchange rate in effect at the balance sheet date. The revenues and expenses were translated using average rates during the year. The resulting foreign currency translation adjustments are recorded as a separate component of accumulated other comprehensive income in the accompanying consolidated balance sheets. The resulting translation loss for the year was \$381,045 is recorded in Accumulated Other Comprehensive Loss. The balance of Accumulated Other Comprehensive Loss at December 31, 2011 was \$381,045. The Organization does not hedge foreign currency translation risk in the net assets and income it reports from these sources.

### Contributions

In accordance with "Accounting for Contributions Received and Contributions Made", contributions are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence or nature of any donor restrictions.

According to the Standard, certain restricted contributions are required to be reported as temporarily restricted support and are then reclassified to unrestricted net assets upon expiration of the donor restrictions. Contributions are recorded as made. All contributions are available for unrestricted use unless specifically restricted by the donor.

### Allowance for Doubtful Debt

Financial instruments which potentially subject the Organization to concentration of credit risk are pledge accounts receivable. The Organization maintains an allowance for losses based on expected collectability of all accounts receivable as of December 31, 2011. The Organization maintained an allowance of \$43,855 for doubtful accounts.

### Investments

The Organization has adopted "Accounting for Certain Investments Held by Not-for-Profit Organizations" based on which investments in marketable securities with readily determinable fair values and all investments in debt securities are valued at their fair values in the statement of financial position. Accordingly, donated marketable securities are recorded as contributions at their estimated fair market values at the date of donation. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage or time or by use) in the reporting period in which the income and gains are recognized.

### Functional Allocation of Expenses

The cost of providing the various programs and other activities has been summarized on a program basis in the statement of activities.

## 1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### Functional Allocation of Expenses (Continued)

Costs are allocated between fund raising, management and general and the appropriate program based on evaluations of the related benefits. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide the overall support and direction of the Organization.

### Cash and Cash Equivalents

Cash includes cash on hand and cash in checking and savings accounts. For financial statement purposes, the Organization considers all highly liquid debt instruments purchased with maturity of three months or less to be cash equivalents. Cash equivalents are carried at cost, which approximates market value.

### Fixed Assets

The Organization capitalizes all expenditures for property and equipment in excess of \$500. Purchased property and equipment are carried at cost. Depreciation is recorded on a straight line basis over the estimated useful life of the asset.

### Fair Value Measurements

The Organization uses fair value measurements in the preparation of its financial statements, which utilize various inputs, including those that can be readily observable, corroborated, or are generally unobservable. The Organization utilizes market-based data and valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. Additionally, the Organization applies assumptions that market participants would use in pricing an asset or liability, including assumptions about risk.

ASC 820 establishes a framework for measuring fair value, which includes a hierarchy based on the quality of inputs used to measure fair value, and provides specific disclosure requirements based on the hierarchy. ASC 820 requires the categorization of financial assets and liabilities, based on the inputs to valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets and liabilities and the lowest priority to unobservable inputs.

The various levels of the ASC 820 fair value hierarchy are described as follows:

- Level 1 – Financial assets and liabilities whose values are based on unadjusted quoted market prices for identical assets and liabilities in an active market that the Organization has the ability to access.

# Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)  
December 31, 2011

## 1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

### Fair Value Measurements (continued)

- Level 2 – Financial assets and liabilities whose values are based on quoted prices in markets that are not active or model inputs that are observable for substantially the full term of the asset or liability.
- Level 3 – Financial assets and liabilities whose values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement.

ASC 820 requires the use of observable market data, when available, in making fair value measurements. When inputs used to measure fair value fall within different levels of the hierarchy, the level within which the fair value measurement falls is categorized.

### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions. This will affect the reported amounts of assets and liabilities, 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 these estimates.

### Income Taxes

The Organization adopted the FASB Accounting Standards Codification Topic, *Accounting for Uncertainty in Income Taxes*, which addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Organization may recognize the tax benefit from an uncertain tax position only if it is more-likely than-not that the tax position will be sustained on examination by taxing authorities, based on technical merits of the position. The tax benefits recognized in the financial statements from such as position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. The guidance on accounting for uncertainty in income taxes also addressed de-recognition, classification, interest and penalties on income taxes, and accounting in interim periods. The Organization's federal tax returns for the prior three years remain subject to examination by the Internal Revenue Service.

## 2) CASH AND CASH EQUIVALENTS

The total cash held by the Organization at December 31, 2011, includes \$2,243,789 in monies that are not covered by insurance provided by the federal government.

# Helping Hand for Relief and Development, Inc.

## Notes to the Consolidated Financial Statements (Continued) December 31, 2011

### 3) INVESTMENTS

Investments consist of Amana Mutual Funds Trust Growth Fund, and are carried at fair value at December 31, 2011. The following table summarizes the Organization's investments based on inputs used to determine their values as of December 31, 2011:

	2011			Total
	Fair Value Measurements			
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Other Unobservable Inputs (Level 3)	
Amana Mutual Funds Trust Growth Fund	\$ 124,790	-	-	\$ 124,790

### 4) FIXED ASSETS

The fixed assets are comprised of the following:

	2011
<b>Non Depreciable Assets</b>	
Land	\$ 439,969
Capital WIP	619,802
<b>Total Non Depreciable Assets</b>	<b>1,059,771</b>
<b>Depreciable Assets</b>	
Building	98,107
Computers	128,797
Office Equipment	62,795
Furniture, Fixtures & Equipment	114,719
Medical Equipment	22,890
Vehicles	212,022
<b>Total Depreciable Assets</b>	<b>639,330</b>
Less: Accumulated Depreciation	(228,837)
<b>Total Fixed Assets</b>	<b>\$ 1,470,264</b>

# Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)  
December 31, 2011

## 5) NOTES RECEIVABLE

The Organization has advanced a loan to Islamic Circle of North America in the amount of \$150,000 at 7.25% to be repaid in 180 equal monthly installments in accordance with Islamic principles of financing. The balance receivable as of December 31, 2011 on this loan is \$71,635 and is due immediately upon demand. Notes Receivable includes \$388,560 of interest-free loans issued in Pakistan which are due within a year. These loans are provided to the needy under Islamic mode of financing.

## 6) CONTINGENCIES

The Organization is exposed to various contingent liabilities which are not reflected in the accompanying financial statements. The Organization's management is of the opinion that insurance coverage is adequate to cover any potential losses. No such liabilities have been asserted, and therefore, no estimation of loss has been made.

## 7) TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are available for specific programs and have the following balances as of December 31, 2011:

<u>Program</u>	<u>Amount</u>
Education	\$ 148,974
Health and Medical	538,038
Orphans	1,060,324
Emergency	11,600,873
Water for Life	210,556
Countries restricted	631,630
Rehabilitation Infrastructure	
Fund & Micro Finance Portfolio	<u>1,461,982</u>
	<u>\$ 15,652,377</u>

Net assets released from restrictions by incurring expenses satisfying the purpose specified by the donors amounted to \$9,425,244 for the year ended December 31, 2011.

## 8) SUBSEQUENT EVENTS

The Organization evaluated all subsequent events through October 31, 2012, the date the financial statements were available to be issued. No subsequent event was noted that required adjustments or disclosures in the financial statements.

## **Consolidated Statement of Functional Expenses**

# Helping Hand for Relief and Development, Inc.

## Consolidated Statement of Functional Expenses Year Ended December 31, 2011

Expenditures	Education	Health and Medical	Orphans	Emergency	Water for Life	Family Support
Program Expenditure	\$ 94,600	\$ 73,959	\$ 269,759	\$ 286,330	\$ 24,000	\$ 100
In-Kind Expenses	-	-	-	-	-	-
Salaries and Wages	24,247	23,733	71,899	210,135	15,289	17,348
Contractors	14,597	14,288	43,284	126,503	9,204	10,443
Payroll Taxes and Benefits	5,640	5,521	16,725	48,881	3,556	4,035
Legal and Professional	735	720	2,181	6,374	460	526
Conference and Seminars	5,909	5,784	17,522	51,210	3,726	4,228
Advertising	10,009	9,797	29,681	86,745	6,311	7,161
Brochures and Posters	7,641	7,479	22,657	66,217	4,818	5,467
Postage	5,572	5,454	16,522	48,288	3,513	3,986
Video/Film/TV	4,190	4,102	12,426	36,317	2,642	2,998
Telephone and Internet	1,347	1,318	3,994	11,672	849	964
Website Expenses	94	92	279	815	59	67
Travel/Air Tickets	5,456	5,340	16,178	47,281	3,440	3,903
Auto Rentals and Maintanance	448	439	1,329	3,885	283	321
Gas & Mileage	1,168	1,143	3,463	10,122	736	836
Utilities	339	331	1,004	2,935	214	242
Office Supplies	775	759	2,298	6,718	489	555
Bank charges	356	349	1,056	3,087	225	255
Rent/Parking and Other occupancy	4,161	4,073	12,339	36,063	2,624	2,977
Credit Card	2,079	2,035	6,165	18,019	1,311	1,488
Misc. Expenses	105	103	311	909	66	75
Bad Debt Expense -Pledges	2,359	2,309	6,995	20,428	1,487	1,688
Shipping & Storage	23,696	140,818	70,267	102,682	-	16,954
Indirect cost	1,004	981	2,977	8,700	633	718
Depreciation	-	-	-	-	-	-
Pakistan Operations	305,502	846,351	828,039	523,062	50,834	99,165
<b>Total</b>	<b>\$ 522,029</b>	<b>\$ 1,157,278</b>	<b>\$ 1,459,350</b>	<b>\$ 1,763,378</b>	<b>\$ 136,769</b>	<b>\$ 186,500</b>

# Helping Hand for Relief and Development, Inc.

## Consolidated Statement of Functional Expenses Year Ended December 31, 2011

Expenditures	Community Development	Seasonal	In-Kind	Total Program Services	Management & General	Fund Raising	Total Expenditures
Program Expenditure	\$ 104,670	\$ 525,458	\$ -	\$ 1,378,876	\$ -	\$ -	\$ 1,378,876
In-Kind Expenses	-	-	2,252,267	2,252,267	-	-	2,252,267
Salaries and Wages	8,295	57,277	-	428,223	25,427	194,646	648,296
Contractors	4,994	34,481	-	257,794	59,491	79,321	396,606
Payroll Taxes and Benefits	1,930	13,323	-	99,611	41,444	66,167	207,222
Legal and Professional	252	1,737	-	12,985	5,676	9,714	28,375
Conference and Seminars	2,022	13,958	-	104,359	41,743	62,615	208,717
Advertising	3,424	23,644	-	176,772	-	75,760	252,532
Brochures and Posters	2,614	18,049	-	134,942	-	57,832	192,774
Postage	1,906	13,162	-	98,403	39,362	59,043	196,808
Video/Film/TV	1,434	9,899	-	74,008	-	31,718	105,726
Telephone and Internet	461	3,181	-	23,786	9,514	14,271	47,571
Website Expenses	32	222	-	1,660	-	712	2,372
Travel/Air Tickets	1,866	12,887	-	96,351	38,541	57,811	192,703
Auto Rentals and Maintenance	153	1,059	-	7,917	3,167	4,750	15,834
Gas & Mileage	400	2,759	-	20,627	8,251	12,376	41,254
Utilities	116	800	-	5,981	2,392	3,588	11,961
Office Supplies	265	1,831	-	13,690	5,476	8,214	27,380
Bank charges	122	841	-	6,291	2,516	3,774	12,581
Rent/Parking and Other Occupancy	1,424	9,830	-	73,491	6,000	34,067	113,558
Credit Card	711	4,912	-	36,720	14,688	22,033	73,441
Misc. Expenses	36	251	-	1,856	738	1,111	3,705
Bad Debt Expense -Pledges	824	5,573	-	41,663	-	-	41,663
Shipping & Storage	8,107	55,976	-	418,500	-	-	418,500
Indirect cost	343	2,371	-	17,727	-	-	17,727
Depreciation	-	-	-	-	6,157	-	6,157
Pakistan Operations	-	856,654	2,598,868	6,108,475	244,651	31,725	6,384,851
<b>Total</b>	<b>\$ 146,401</b>	<b>\$ 1,670,135</b>	<b>\$ 4,851,135</b>	<b>\$ 11,892,975</b>	<b>\$ 555,234</b>	<b>\$ 831,248</b>	<b>\$ 13,279,457</b>