

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

CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2013

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 accompanying consolidated financial statements of Helping Hand for Relief and Development, Inc. and its overseas operations (the Organization), which comprise the consolidated statement of financial position as of December 31, 2013 and the related consolidated statements of activities and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated financial statements based on our audit. We did not audit the financial statements of Helping Hand for Relief & Development, Pakistan, Helping Hand for Relief & Development, Kenya, and Helping Hand for Relief & Development, Jordan (Overseas Operations), which statements reflect total assets of 59%, as of December 31, 2013, and the total support and revenues of 65%, for the year then ended as related to consolidated totals. Those statements were audited by other auditors whose reports have been furnished to us, and our opinion, insofar as it relates to the amounts included for Overseas Operations, 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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.

Independent Auditor's Report
(Continued)

Auditor's Responsibility (Continued)

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 consolidated financial statements.

We believe that our audit and report of the other auditors provides a reasonable basis for our opinion.

Opinion

In our opinion based on our audit and the reports 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, 2013, 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.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The consolidated statement of functional expenses as identified in the table of contents 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.

Detroit, MI
September 29, 2014

Helping Hand for Relief and Development, Inc.

Consolidated Statement of Financial Position December 31, 2013

ASSETS

Current Assets

Cash and Cash Equivalents (Note 2)	\$ 7,918,586
Investments (Note 3)	208,802
Accounts Receivable, net of Allowances	402,393
Notes Receivable (Note 5)	998,124
Inventory	6,107,415
Prepaid Expenses	157,473
Other Current Assets	153,577
Total Current Assets	15,946,370

Fixed Assets (Note 4)

Land	412,143
Other Fixed Assets	906,179
Capital WIP	1,034,985
Less: Accumulated Depreciation	(445,409)
Total Fixed Assets	1,907,898

Other Assets

Security Deposit	13,182
Total Other Assets	13,182

TOTAL ASSETS **\$ 17,867,450**

LIABILITIES AND NET ASSETS

Current Liabilities

Accounts Payable	\$ 232,713
Accrued Liability	162,507
Total Current Liabilities	395,220

Total Liabilities **395,220**

Net Assets

Unrestricted	(9,259,804)
Temporarily Restricted (Note 7)	26,732,034
Total Net Assets	17,472,230

TOTAL LIABILITIES AND NET ASSETS **\$ 17,867,450**

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, 2013

<u>SUPPORT AND REVENUE</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Contributions from Public	\$ 1,081,630	\$ 11,379,387	\$ 12,461,017
In-Kind Revenue	-	16,058,388	16,058,388
Miscellaneous Income	122,525	-	122,525
Net Assets Released from Restrictions:			
Satisfaction of Service Restrictions (Note 7)	25,281,063	(25,281,063)	-
Total Support and Revenue	26,485,218	2,156,712	28,641,930
<u>EXPENSES</u>			
Program Services:			
Education	1,125,843	-	1,125,843
Health and Medical	1,180,194	-	1,180,194
Orphans	1,901,540	-	1,901,540
Emergency	2,249,970	-	2,249,970
Water for Life	370,821	-	370,821
Family Support	335,916	-	335,916
Community Development	100,000	-	100,000
Seasonal	2,113,040	-	2,113,040
In-Kind	16,840,872	-	16,840,872
Total Program Services	26,218,196	-	26,218,196
Supporting Services:			
Management and General	1,118,643	-	1,118,643
Fund Raising	1,191,317	-	1,191,317
Total Supporting Expenses	2,309,960	-	2,309,960
Total Expenses	28,528,156	-	28,528,156
Other Non-Operating Income/(Expenses)			
Profit on Deposits and Investments	101,181	-	101,181
Total Non-Operating	101,181	-	101,181
Change in Net Assets	(1,941,757)	2,156,712	214,955
Net Assets - Beginning of Year	(6,800,776)	24,575,322	17,774,546
Adjustment per ASC 830 (Note 1)	(517,271)	-	(517,271)
Net Assets - End of Year	\$ (9,259,804)	\$ 26,732,034	\$ 17,472,230

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, 2013

CASH FLOWS FROM OPERATING ACTIVITIES

Change in Net Assets	\$	214,955
Adjustments to Reconcile Change in Net Assets to Cash Provided by Operations		139,254
Depreciation		3,525
Loss on Disposal of Asset		

Change in:

Accounts Receivable	(760,338)
Other Current Assets	(634)
Pledge Receivable	2,000
Prepays	(67,091)
Other Assets	(379,824)
Inventory	49,724
Accounts Payable	(148,277)
Accrued Liabilities	(11,519)
Net Cash Used in Operating Activities	(958,225)

CASH FLOWS FROM INVESTING ACTIVITIES

Purchase of Investments	(55,471)
Purchase of Fixed Assets	(538,764)
Proceeds from sale of Fixed Assets	71
Net Cash Used in Investing Activities	(594,164)

CASH FLOWS FROM FINANCING ACTIVITIES

Proceeds from Notes Receivable	66,799
Net Cash Provided by Financing Activities	66,799

Decrease in Cash	(1,485,590)
Effect of Currency Exchange Rate	541,025
Cash and Cash Equivalents - Beginning of Year	8,863,151
Cash and Cash Equivalents - End of Year	\$ 7,918,586

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

1) NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

The consolidated financial statements included are those of Helping Hand for Relief & Development – USA, Helping Hand for Relief & Development – Pakistan, Helping Hand for Relief & Development – Kenya, and Helping Hand for Relief & Development – Jordan; hereby referred to as “the Organization”. Helping Hand for Relief & Development USA has control and economic relationships with aforementioned three entities. 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 Kenya and Jordan organizations were established in the years 2011 and 2013, respectively. 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.

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.

Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)
December 31, 2013

1) NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

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 financing.

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

The Organization also operates stores under the business name “Shop N’ Help” at two locations in the US. These stores sell handcrafted items made at the Skill Development Centers operated by the Organization at its overseas locations. The revenue and expenses for the stores during the year was \$7,552 and \$5,244, respectively.

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.

During the year, there were no permanently restricted net assets.

1) NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Foreign Currency Translation

Financial statements in currencies other than United State dollars are revalued for accounting as per FASB Accounting Standards Codification Topic 830, *Foreign Currency Matters*. 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 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 Statement of Financial Position date. The revenues and expenses were translated using average rates during the year. The resulting foreign currency translation adjustment of \$517,271 is recorded as a separate component of net assets in the accompanying consolidated financial statements.

Contributions

In accordance with FASB Accounting Standards Codification Subtopic 958-605, *Revenue Recognition*, 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 Accounts

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, 2013. The Organization maintained an allowance of \$307,622 for doubtful accounts.

Investments

The Organization has adopted Accounting Standards Codification Topic *Not-for-Profit Entities: Investments—Debt and Equity Securities* 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.

Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)
December 31, 2013

1) NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

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.

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, 2013

1) NATURE OF ACTIVITIES AND 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.

Inventory

The Organization has two types of inventory on hand at December 31, 2013. This includes (1) priced inventory items for sale at "Shop N' Help" stores; and (2) inventory of donated items (In-Kind).

The Organization utilizes three inventory valuation methods during the year ended December 31, 2013. These methods include: (1) current price located on a publicly

Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued) December 31, 2013

1) NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Inventory (Continued)

available website if the inventory item is a match for the website item when donated; (2) Salvation Army prices if the donated items are used (not new); (3) lower of the cost or net realizable value if items are for sale.

At December 31, 2013, the Organization had \$44,828 in "Shop N' Help" inventory.

In-Kind

Donated marketable securities, property and equipment and other non cash donations are recorded as contributions at their fair values at the date of donation.

During 2013, the Organization received \$16,058,388 in in-kind donations out of which \$6,062,587 is not utilized in the current year and is shown as in-kind inventory.

No amounts have been reflected in the financial statements for donated services. The Organization generally pays for services requiring specific expertise. However, many individuals volunteer their time and perform a variety of task that assist the Organization with specific assistance program, campaign, solicitations and various committee assignments.

2) CASH AND CASH EQUIVALENTS

The total cash held by the Organization at December 31, 2013, includes \$7,537,003 in monies that are not covered by insurance provided by the federal government.

3) INVESTMENTS

Investments consist of Amana Mutual Funds Trust Growth Fund, and are carried at fair value at December 31, 2013. The following table summarizes the Organization's investments based on inputs used to determine their values as of December 31, 2013:

	2013			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	\$ 208,802	-	-	\$208,802

Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)
December 31, 2013

4) FIXED ASSETS

The fixed assets as of December 31, 2013 comprised of the following:

	<u>Amount</u>
Non Depreciable Assets	
Land	\$ 412,143
Capital WIP	1,034,985
Total Non Depreciable Assets	<u>1,447,128</u>
Depreciable Assets	
Building	128,132
Computers	206,898
Office Equipment	88,059
Furniture, Fixtures & Equipment	166,122
Medical Equipment	26,555
Vehicles	290,413
Total Depreciable Assets	<u>906,179</u>
Total Assets	2,353,307
Less: Accumulated Depreciation	(445,409)
Total Fixed Assets	<u><u>\$ 1,907,898</u></u>

5) NOTES RECEIVABLE

Notes Receivable includes \$998,124 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.

Helping Hand for Relief and Development, Inc.

Notes to the Consolidated Financial Statements (Continued)
December 31, 2013

7) TEMPORARILY RESTRICTED NET ASSETS

Net assets released from restrictions by incurring expenses satisfying the purpose specified by the donors for the year ended December 31, 2013 were as follows:

<u>Program</u>	<u>Amount</u>
Education	\$ 552,510
Health and Medical	990,242
Orphans	1,901,540
Emergency	2,249,968
Water for Life	370,821
Family Support	262,068
Seasonal	2,113,042
In kind	16,840,872
	<u><u>\$ 25,281,063</u></u>

Temporarily restricted net assets available for specific programs as of December 31, 2013, were \$26,732,034.

8) SUBSEQUENT EVENTS

The Organization evaluated all subsequent events through September 29, 2014, 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, 2013

Expenditures	Education	Health and Medical	Orphans	Emergency	Water for Life	Family Support
Program Expenditure	\$ 138,971	\$ 76,270	\$ 101,938	\$ 224,905	\$ -	\$ -
In-Kind Expenses	-	-	-	-	-	-
Salaries and Wages	35,697	32,366	202,868	273,626	39,501	14,322
Contractors	25,617	23,227	145,585	196,364	28,347	10,278
Payroll Taxes and Benefits	3,135	2,843	17,817	24,032	3,469	1,258
Employee Benefits	12,630	11,451	71,777	96,813	13,976	5,067
Legal and Professional	937	850	5,326	7,184	1,037	376
Conference and Seminars	844	765	4,797	6,470	934	339
Advertising	2,337	2,119	13,279	17,910	2,586	937
Printing	7,313	6,631	41,562	56,059	8,093	2,934
Video/Film/TV	2,093	1,897	11,892	16,040	2,316	840
Telephone and Internet	3,997	3,624	22,716	30,639	4,423	1,604
Website Expenses	18	16	100	134	19	7
Fundraising Expenses	14,918	13,526	84,778	114,347	16,507	5,985
Travel/Air Tickets	6,211	5,631	35,295	47,605	6,872	2,492
Auto Rentals and Maintenance	1,634	1,481	9,284	12,522	1,808	655
Gas & Mileage	2,235	2,026	12,700	17,130	2,473	897
Postage	4,528	4,105	25,731	34,705	5,010	1,817
Utilities	654	593	3,718	5,015	724	262
Office Supplies	572	519	3,252	4,386	633	230
Bank Charges and Merchant Fee	4,540	4,117	25,804	34,805	5,025	1,822
Rent/Parking and Other Occupancy	5,071	4,597	28,817	38,868	5,611	2,034
Misc. Expenses	23	21	130	175	25	9
Bad Debt Expense	-	-	-	-	-	-
Shipping & Storage	-	163,350	-	653,399	-	-
Indirect Cost	538	480	3,057	4,123	595	216
Depreciation	-	-	-	-	-	-
Pakistan Operations	698,216	796,771	865,254	316,413	133,922	281,535
Kenya Operations	153,114	19,982	163,414	-	86,915	-
Jordan Operations	-	936	649	16,299	-	-
Total	\$ 1,125,843	\$ 1,180,194	\$ 1,901,540	\$ 2,249,968	\$ 370,821	\$ 335,916

Helping Hand for Relief and Development, Inc.

Consolidated Statement of Functional Expenses (Continued) Year Ended December 31, 2013

Expenditures	Community Development	Seasonal	In-Kind	Total Program Services	Management & General	Fund Raising	Total Expenditures
Program Expenditure	\$ 100,000	\$ 461,665	\$ -	\$ 1,103,749	\$ -	\$ -	\$ 1,103,749
In-Kind Expenses	-	-	15,823,046	15,823,046	-	-	15,823,046
Salaries and Wages	-	205,046	-	803,426	185,406	247,208	1,236,040
Contractors	-	147,148	-	576,566	133,054	177,405	887,025
Payroll Taxes and Benefits	-	18,009	-	70,563	16,284	21,712	108,559
Employee Benefits	-	72,548	-	284,262	65,599	87,466	437,327
Legal and Professional	-	5,383	-	21,093	4,868	6,490	32,451
Conference and Seminars	-	4,849	-	18,998	4,384	5,846	29,228
Advertising	-	13,421	-	52,589	12,136	16,181	80,906
Printing	-	42,009	-	164,601	63,885	50,647	279,133
Video/Film/TV	-	12,020	-	47,098	10,869	14,491	72,458
Telephone and Internet	-	22,960	-	89,963	20,760	27,681	138,404
Website Expenses	-	101	-	395	91	121	607
Fundraising Expenses	-	85,688	-	335,749	77,481	103,307	516,537
Travel/Air Tickets	-	35,674	-	139,780	32,257	43,009	215,046
Auto Rentals and Maintenance	-	9,384	-	36,768	8,485	11,313	56,566
Gas & Mileage	-	12,837	-	50,298	11,607	15,476	77,381
Postage	-	26,007	-	101,903	23,516	31,355	156,774
Utilities	-	3,758	-	14,724	3,398	4,531	22,653
Office Supplies	-	3,287	-	12,879	2,972	3,963	19,814
Bank Charges and Merchant Fee	-	26,081	-	102,194	23,583	31,442	157,219
Rent/Parking and Other Occupancy	-	29,126	-	114,124	26,336	35,115	175,575
Misc. Expenses	-	131	-	514	119	158	791
Bad Debt Expense	-	-	-	-	-	255,182	255,182
Shipping & Storage	-	-	-	816,749	-	-	816,749
Indirect Cost	-	3,090	-	12,099	350	1,218	13,667
Depreciation	-	-	-	-	9,996	-	9,996
Pakistan Operations	-	608,858	204,502	3,905,471	233,478	-	4,138,949
Kenya Operations	-	206,839	671,744	1,302,008	98,104	-	1,400,112
Jordan Operations	-	57,123	141,580	216,587	49,625	-	266,212
Total	\$ 100,000	\$ 2,113,042	\$ 16,840,872	\$ 26,218,196	\$ 1,118,643	\$ 1,191,317	\$ 28,528,156