

THE WATER PROJECT, INC.
FINANCIAL STATEMENTS
DECEMBER 31, 2014

TABLE OF CONTENTS

| | |
|---------------------------------------------------------|----|
| Independent auditor's report..... | 1 |
| Statements of financial position | 3 |
| Statements of activities and changes in net assets..... | 4 |
| Statements of cash flows | 5 |
| Notes to financial statements..... | 6 |
| Statements of functional expenses..... | 11 |



HESSION & PARE, P.C.

CERTIFIED PUBLIC ACCOUNTANTS

62 Stark Street, Manchester, New Hampshire 03101
603-669-5477 FAX 603-669-0197

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
The Water Project, Inc.
Concord, New Hampshire

We have audited the accompanying financial statements of The Water Project, Inc., (a nonprofit organization), which comprise the statement of financial position as of December 31, 2014 and 2013, 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 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.

Board of Directors
The Water Project, Inc.

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 The Water Project, Inc. as of December 31, 2014 and 2013, 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.

Prior year summarized comparative information has been derived from The Water Project, Inc.'s 2013 financial statements, and in our report dated June 10, 2014, we expressed an unqualified opinion on those financial statements.

Other Matter

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 11 is presented for purposes of additional analysis and is not a required part of the 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.

Hession ; Park, P.C.

Manchester, New Hampshire
June 9, 2015

THE WATER PROJECT, INC.

STATEMENTS OF FINANCIAL POSITION

As of December 31, 2014 and 2013

ASSETS

| | <u>2014</u> | <u>2013</u> |
|-------------------------------|-------------------|-------------------|
| Current assets | | |
| Cash and cash equivalents | \$ 361,870 | \$ 243,403 |
| Contributions receivable | 171,138 | 40,375 |
| Deposit | <u>740</u> | <u>740</u> |
| Total current assets | 533,748 | 284,518 |
| Property and equipment | | |
| Furniture and equipment | 9,757 | 6,893 |
| Software | <u>6,425</u> | <u>6,425</u> |
| | 16,182 | 13,318 |
| Less accumulated depreciation | <u>(9,703)</u> | <u>(5,856)</u> |
| Property and equipment, net | <u>6,479</u> | <u>7,462</u> |
| Total assets | <u>\$ 540,227</u> | <u>\$ 291,980</u> |

LIABILITIES AND NET ASSETS

| | | |
|----------------------------------|-------------------|-------------------|
| Current liabilities | | |
| Accounts payable | \$ 9,418 | \$ 599 |
| Accrued expenses | <u>17,775</u> | <u>8,027</u> |
| Total current liabilities | 27,193 | 8,626 |
| Unrestricted net assets | <u>513,034</u> | <u>283,354</u> |
| Total liabilities and net assets | <u>\$ 540,227</u> | <u>\$ 291,980</u> |

See notes to financial statements.

THE WATER PROJECT, INC.

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

For the Years Ended December 31, 2014 and 2013

| | <u>2014</u> | <u>2013</u> |
|--------------------------------------------|--------------|--------------|
| Support and revenues | | |
| Contributions | \$ 2,126,666 | \$ 1,832,740 |
| Product sales | 7,151 | 1,579 |
| Interest income | 43 | 32 |
| | <hr/> | <hr/> |
| Total support and revenues | 2,133,860 | 1,834,351 |
| | <hr/> | <hr/> |
| Expenses | | |
| Program | 1,541,796 | 1,647,704 |
| Fundraising and development | 160,471 | 119,017 |
| Management and general | 201,913 | 171,317 |
| | <hr/> | <hr/> |
| Total expenses | 1,904,180 | 1,938,038 |
| | <hr/> | <hr/> |
| Increase (decrease) in net assets | 229,680 | (103,687) |
| Unrestricted net assets, beginning of year | 283,354 | 387,041 |
| | <hr/> | <hr/> |
| Unrestricted net assets, end of year | \$ 513,034 | \$ 283,354 |
| | <hr/> <hr/> | <hr/> <hr/> |

See notes to financial statements.

THE WATER PROJECT, INC.

STATEMENTS OF CASH FLOWS

For the Years Ended December 31, 2014 and 2013

| | <u>2014</u> | <u>2013</u> |
|--------------------------------------------------------------------------------------------|-------------------|-------------------|
| Cash flows from operating activities | | |
| Increase (decrease) in net assets | \$ 229,680 | \$ (103,687) |
| Adjustments to reconcile change in net assets to net cash provided by operating activities | | |
| Depreciation | 3,846 | 3,620 |
| Increase in contributions receivable | (130,763) | (1,297) |
| Decrease in inventory | - | 4,036 |
| Increase (decrease) in accounts payable | 8,819 | (8,304) |
| Increase in accrued expenses | 9,748 | 3,423 |
| | <u>121,330</u> | <u>(102,209)</u> |
| Net cash provided by (used in) operating activities | | |
| | <u>121,330</u> | <u>(102,209)</u> |
| Cash flows (used in) investing activities | | |
| Purchase of property and equipment | <u>(2,863)</u> | <u>-</u> |
| Net increase (decrease) in cash and cash equivalents | 118,467 | (102,209) |
| Cash and cash equivalents, beginning of year | <u>243,403</u> | <u>345,612</u> |
| Cash and cash equivalents, end of year | <u>\$ 361,870</u> | <u>\$ 243,403</u> |

THE WATER PROJECT, INC.

NOTES TO FINANCIAL STATEMENTS

Note 1. NATURE OF OPERATIONS

The Water Project, Inc. (the "Organization") is a not-for-profit corporation, which was incorporated on December 5, 2007. The Organization is an independent organization based in Concord, New Hampshire that aims to bring relief to communities throughout the world who suffer needlessly from a lack of access to clean water. Specifically, the Organization distributes contributed funds directly to national and international organizations that assist underdeveloped communities in gaining access to clean drinking water. The Organization's major sources of support and revenue are contributions from the general public.

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Significant accounting policies

The Organization prepares its financial statements in accordance with generally accepted accounting principles promulgated in the United States of America (U.S. GAAP) for not-for-profit entities. The significant accounting and reporting policies used by the Organization are described subsequently to enhance the usefulness and understandability of the financial statements.

Net assets

The categories, unrestricted, temporarily restricted and permanently restricted net assets are defined as follows:

Unrestricted – Net assets that are not subject to donor-imposed stipulations. Unrestricted net assets may be designated for specific purposes by action of the Board of Directors.

Temporarily Restricted – Net assets whose use is limited by law or donor-imposed stipulations that will either expire with the passage of time or be fulfilled or removed by actions of the Organization. There were no temporarily restricted net assets at December 31, 2014 and 2013.

Permanently Restricted – Reflects the historical cost of gifts (and in certain circumstances, the earnings from those gifts), subject to donor-imposed stipulations, which require the corpus to be invested in perpetuity to produce income for general or specific purposes. There were no permanently restricted net assets at December 31, 2014 and 2013.

THE WATER PROJECT, INC.

NOTES TO FINANCIAL STATEMENTS

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Use of estimates

The Organization uses estimates and assumptions in preparing financial statements in accordance with generally accepted accounting principles in the United States of America. Those estimates and assumptions affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Comparative totals

The financial statements include certain prior-year summarized comparative information in total. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2013, from which the summarized information was derived.

Cash and cash equivalents

Cash and cash equivalents include all highly liquid investments and money market accounts purchased with remaining maturities of three months or less.

Inventory

Inventory of saleable supplies are stated at the lower of cost or market determined by the first-in, first-out method.

Property and equipment

Property and equipment are recorded at cost, or in the case of donated assets, at fair market value. Depreciation is provided on the straight-line method by charging to expense amounts to recover the cost of these assets over their estimated useful lives as follows:

| | |
|-------------------------|-------------|
| Furniture and equipment | 3 - 7 years |
|-------------------------|-------------|

Expenditures for maintenance and repairs are charged to expense as incurred and purchases in excess of \$500 are capitalized as additions to property and equipment.

THE WATER PROJECT, INC.

NOTES TO FINANCIAL STATEMENTS

Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (concluded)

Contributions

Contributions receivable are recognized upon notification of a donor's unconditional promise to give to the Organization. Unconditional promises to give that are expected to be collected in less than one year are measured at net realizable value because that amount results in a reasonable estimate of fair value in accordance with the *Contributions Received* section of the FASB ASC. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets, depending on the nature of the restrictions. 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 are reported in the Statement of Activities and Changes in Net Assets as assets released from restrictions.

The Organization provides an allowance for doubtful collections when deemed necessary, which is based upon a review of prior collection history, type of contribution, and nature of fundraising activity. Balances that are still outstanding after management has used reasonable collection efforts are written-off through a charge to the allowance for doubtful accounts. At December 31, 2014 and 2013, the Organization did not record an allowance for doubtful accounts.

Income taxes

The Water Project, Inc. is a not-for-profit organization that is exempt from income taxes under Section 501 (c)(3) of the Internal Revenue Code and comparable state law as a charitable organization, whereby only unrelated business income, as defined by Section 509 (a)(1) of the Code is subject to federal income taxes. The Water Project, Inc. currently has no unrelated business income. Accordingly, no provision for income taxes has been recorded.

The income tax filings for the tax years before 2011 are no longer subject to examination by federal and state taxing authorities.

Reclassification

Certain 2013 amounts have been reclassified to conform to 2014 classification. These reclassifications had no effect on the increase in net assets for 2013.

THE WATER PROJECT, INC.

NOTES TO FINANCIAL STATEMENTS

Note 3. FAIR VALUE MEASUREMENTS

Generally accepted accounting principles establish a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels:

Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority.

Level 2 inputs consist of quoted prices for similar assets in active markets, quoted prices for identical or similar assets in inactive markets, or observable inputs other than quoted market prices.

Level 3 inputs consist of inputs that are unobservable and significant to the fair value measurement and have the lowest priority.

The Organization uses appropriate valuation techniques based on available inputs to measure the fair value of its unconditional promises to give. An asset's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques must maximize the use of observable inputs and minimize the use of unobservable inputs.

Note 4. CONTRIBUTIONS RECEIVABLE

Contributions receivable are reported at their fair value, which is estimated as the present value of expected future cash inflows on a non-recurring basis. There was no discount rate considered whereby all outstanding contributions receivable are due within one year. As discussed in Note 3, the valuation technique used by the Organization is a Level 3 measure because there are no observable market transactions.

THE WATER PROJECT, INC.

NOTES TO FINANCIAL STATEMENTS

Note 5. LEASE COMMITMENT

During 2011, the Organization entered into an agreement to lease office space in Concord, New Hampshire under a noncancelable agreement that expires in July 2015 with the option to renew on a month to month basis. Total rent expense for the years ended December 31, 2014 and 2013 amounted to \$17,502 and \$16,920, respectively.

Future minimum lease payments are as follows:

| <u>Year ending December 31,</u> | <u>Amount</u> |
|-------------------------------------|------------------|
| 2015 | <u>\$ 11,200</u> |

Note 6. CONCENTRATIONS OF CREDIT RISK

Financial instruments which potentially subject the Organization to concentrations of credit risk consisted primarily of cash and cash equivalents. The Organization maintains cash and cash equivalent accounts at various financial institutions. From time to time, the Organization's accounts at such institutions may exceed the Federal Deposit Insurance Corporation (FDIC) insurance limit. The Organization has not experienced losses in such accounts and management does not believe it is exposed to significant credit risk on its cash and cash equivalents.

Note 7. SUBSEQUENT EVENTS

The Organization has evaluated subsequent events through June 9, 2015, the date which the financial statements were available to be issued, and have not evaluated subsequent events after that date. No subsequent events were identified that would require disclosure in the financial statements for the year ended December 31, 2014.

THE WATER PROJECT, INC.

STATEMENTS OF FUNCTIONAL EXPENSES

For the Years Ended December 31, 2014 and 2013

| | <u>Program</u> | <u>Fundraising and Development</u> | <u>Management and General</u> | <u>2014</u> | <u>2013</u> |
|-------------------------------------|---------------------|--------------------------------------------|-----------------------------------|---------------------|--------------------|
| Salaries and wages | \$ 203,419 | \$ 102,324 | \$ 92,264 | \$ 398,007 | \$ 287,187 |
| Employee benefits | 24,929 | 12,685 | 12,511 | 50,125 | 45,689 |
| Payroll taxes | 15,967 | 8,026 | 7,232 | 31,225 | 24,201 |
| Total salaries and related expenses | 244,315 | 123,035 | 112,007 | 479,357 | 357,077 |
| Program grants | 1,242,736 | - | - | 1,242,736 | 1,393,459 |
| Bank fees | - | - | 38,113 | 38,113 | 26,357 |
| Website services | 15,240 | 5,080 | 5,080 | 25,400 | 22,610 |
| Facilities and equipment | 12,745 | 5,786 | 6,410 | 24,941 | 25,237 |
| Legal and professional | - | - | 17,071 | 17,071 | 18,768 |
| Contract services | 8,306 | 7,234 | - | 15,540 | 29,920 |
| Travel | 14,798 | - | - | 14,798 | 18,990 |
| Printing | - | 3,703 | 3,703 | 7,406 | 12,828 |
| Other | - | - | 7,155 | 7,155 | 966 |
| Telephone and internet | 2,264 | 2,264 | 2,332 | 6,860 | 5,455 |
| Postage and shipping | - | 4,613 | 1,153 | 5,766 | 6,021 |
| Licenses and permits | - | 5,328 | - | 5,328 | 4,239 |
| Public relations and development | - | 2,837 | - | 2,837 | 3,412 |
| Software and cloud services | 1,392 | 464 | 464 | 2,320 | - |
| Insurance | - | - | 1,976 | 1,976 | 2,542 |
| Subscriptions and publications | - | - | 1,599 | 1,599 | 869 |
| Supplies | - | - | 863 | 863 | 805 |
| Staff development | - | 127 | 21 | 148 | - |
| Cost of product sales | - | - | 120 | 120 | 4,863 |
| Total expenses before depreciation | 1,541,796 | 160,471 | 198,067 | 1,900,334 | 1,934,418 |
| Depreciation | - | - | 3,846 | 3,846 | 3,620 |
| Total expenses | <u>\$ 1,541,796</u> | <u>\$ 160,471</u> | <u>\$ 201,913</u> | <u>\$ 1,904,180</u> | <u>\$1,938,038</u> |

See auditor's report on supplementary information.