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DEVELOPMENTS in LITERACY

FINANCIAL STATEMENTS
DECEMBER 31, 2015



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
Developments in Literacy, Inc.

I have audited the accompanying financial statements of Developments in Literacy, Inc. (a nonprofit organization) which comprise the statement of financial position as of December 31, 2015, and the related statements of activities and cash flows for the year 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

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I 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, I 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.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Developments in Literacy, Inc. as of December 31, 2015, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.



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To the Board of Directors of
Developments in Literacy, Inc.

Report on Summarized Comparative Information

I have previously audited the Developments in Literacy Inc.'s 2014 financial statements, and my report dated January 16, 2016, expressed an unmodified opinion on those audited financial statements. In my opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Other Matter

My audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 6 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 my opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

A handwritten signature in black ink that reads 'Troy Yoshida'.

Troy Yoshida CPA, Inc.
Garden Grove, CA
March 15, 2017

DEVELOPMENTS IN LITERACY, INC.
STATEMENT OF FINANCIAL POSITION
DECEMBER 31, 2015
(with summarized totals for 2014)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2015 Totals</u>	<u>2014 Totals</u>
ASSETS				
CURRENT ASSETS:				
Cash	\$ 822,388	\$ 82,782	\$ 905,170	\$ 1,010,806
Current Portion of Pledges Receivable, Net	45,000	-	45,000	124,707
Prepaid Expenses	<u>13,747</u>	<u>-</u>	<u>13,747</u>	<u>8,469</u>
TOTAL CURRENT ASSETS	881,135	82,782	963,917	1,143,982
 PROPERTY & EQUIPMENT, Net	 -	 -	 -	 49
 OTHER ASSETS:				
Investments	574,855	-	574,855	740,772
Deposits	<u>4,802</u>	<u>-</u>	<u>4,802</u>	<u>4,802</u>
TOTAL OTHER ASSETS	<u>579,657</u>	<u>-</u>	<u>579,657</u>	<u>745,574</u>
 TOTAL ASSETS	 <u>\$ 1,460,792</u>	 <u>\$ 82,782</u>	 <u>\$ 1,543,574</u>	 <u>\$ 1,889,605</u>
 LIABILITIES & NET ASSETS				
CURRENT LIABILITIES:				
Accounts Payable	\$ 32,070	\$ -	\$ 32,070	\$ 87,073
Accrued Liabilities	<u>15,864</u>	<u>-</u>	<u>15,864</u>	<u>9,904</u>
TOTAL CURRENT LIABILITIES	47,934	-	47,934	96,977
 NET ASSETS:				
Unrestricted				
Designated	500,000	-	500,000	500,000
Undesignated	912,858	-	912,858	1,102,411
Temporarily Restricted	<u>-</u>	<u>82,782</u>	<u>82,782</u>	<u>190,217</u>
TOTAL NET ASSETS	<u>1,412,858</u>	<u>82,782</u>	<u>1,495,640</u>	<u>1,792,628</u>
 TOTAL LIABILITIES & NET ASSETS	 <u>\$ 1,460,792</u>	 <u>\$ 82,782</u>	 <u>\$ 1,543,574</u>	 <u>\$ 1,889,605</u>

DEVELOPMENTS IN LITERACY, INC.
STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2015
(with summarized totals for 2014)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2015 Totals</u>	<u>2014 Totals</u>
REVENUES AND OTHER SUPPORT				
Fundraising	\$ 2,031,192	\$ -	\$ 2,031,192	\$ 1,781,954
Contributions	662,568	-	662,568	993,226
Interest and Dividend Income	9,787	-	9,787	17,652
Net Unrealized Gain (Loss)	(820)	-	(820)	17,269
Net Assets Released from Time Restriction	<u>107,435</u>	<u>(107,435)</u>	<u>-</u>	<u>-</u>
TOTAL REVENUES AND OTHER SUPPORT	2,810,162	(107,435)	2,702,727	2,810,101
EXPENSES				
Program Services	\$ 2,502,098	\$ -	\$ 2,502,098	\$ 2,402,971
Supporting Services				
Management and General	165,452	-	165,452	159,175
Fundraising	<u>332,165</u>	<u>-</u>	<u>332,165</u>	<u>378,157</u>
TOTAL EXPENSES	2,999,715	-	2,999,715	2,940,303
CHANGE IN NET ASSETS	\$ (189,553)	\$ (107,435)	\$ (296,988)	\$ (130,202)
NET ASSETS AT BEGINNING OF YEAR	<u>\$ 1,602,411</u>	<u>\$ 190,217</u>	<u>\$ 1,792,628</u>	<u>\$ 1,922,830</u>
NET ASSETS AT END OF YEAR	<u><u>\$ 1,412,858</u></u>	<u><u>\$ 82,782</u></u>	<u><u>\$ 1,495,640</u></u>	<u><u>\$ 1,792,628</u></u>

DEVELOPMENTS IN LITERACY, INC.
STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2015
(with summarized totals for 2014)

	Program Services	Supporting Services		2015 Totals	2014 Totals
		Management and General	Fundraising		
Education:					
Personnel	\$ 1,384,272	\$ -	\$ -	\$ 1,384,272	\$ 1,257,780
Other	1,900	-	-	1,900	-
Facilities Exp	49,435	-	-	49,435	75,750
Equip & Furniture Exp	-	-	-	-	42,196
Books & Materials	14,784	-	-	14,784	77,332
Student Services & Activities	2,031	-	-	2,031	3,778
Scholarships	8	-	-	8	37,054
Training & Monitoring	38,635	-	-	38,635	34,154
Monitoring & Evaluations	978	-	-	978	3,053
Curriculum Development	25,816	-	-	25,816	7,206
Library Establishment	1,942	-	-	1,942	14,397
IT Program	11,465	-	-	11,465	82,477
Operating Expenses	461,595	-	-	461,595	318,829
Capital Costs	192,835	-	-	192,835	112,516
Professional Fees	6,492	-	-	6,492	9,849
Travel Expense	99	-	-	99	8,399
Direct Fundraising Event Expense	-	-	229,297	229,297	251,613
Bank and Credit Card Fees	-	43,386	650	44,036	28,035
Database and Software	168	8,428	-	8,596	9,662
Depreciation	-	51	-	51	77
Insurance	-	3,874	-	3,874	6,604
Marketing	3,000	28,138	10,508	41,646	32,590
Miscellaneous	-	822	17,784	18,606	29,817
Newsletter	-	-	-	-	1,554
Payroll & Related Expenses	262,659	15,644	52,819	331,122	392,705
Postage and Printing	-	2,391	8,004	10,395	13,695
Professional Fees	18,053	41,044	3,000	62,097	25,985
Rent	25,726	6,843	1,593	34,162	19,550
Small Equipment	140	889	-	1,029	1,016
Supplies	-	3,635	8,510	12,145	8,575
Telephone	-	2,684	-	2,684	3,317
Travel	65	6,896	-	6,961	14,915
Website	-	727	-	727	1,748
Bad Debt	-	-	-	-	14,075
TOTAL EXPENSES	\$ 2,502,098	\$ 165,452	\$ 332,165	\$ 2,999,715	\$ 2,940,303

DEVELOPMENTS IN LITERACY, INC.
STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2015
(with summarized totals for 2014)

	2015	2014
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ (296,988)	\$ (130,202)
Adjustments to Reconcile Change in Net Assets		
To Net Cash Provided by Operating Activities:		
Depreciation	\$ 51	\$ 77
Unrealized (Gain) Loss on Investment	820	(17,269)
Changes in Operating Assets and Liabilities:		
(Increase) Decrease in Pledges Receivable	79,707	(60,009)
(Increase) Decrease in Prepaid Expenses	(5,278)	(5,000)
(Increase) Decrease in Deposits	-	326
Increase (Decrease) in Accounts Payable	(55,003)	76,122
Increase (Decrease) in Accrued Liabilities	5,960	646
	(270,731)	(135,309)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	(270,731)	(135,309)
CASH FLOWS FROM INVESTING ACTIVITIES		
Change in Investments	165,095	(393,515)
NET CASH PROVIDED (USED) BY INVESTING ACTIVITIES	165,095	(393,515)
NET INCREASE (DECREASE) IN CASH & CASH EQUIVALENTS	(105,636)	(528,824)
BEGINNING CASH AND CASH EQUIVALENTS	\$ 1,010,806	\$ 1,539,630
ENDING CASH AND CASH EQUIVALENTS	\$ 905,170	\$ 1,010,806

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
December 31, 2015

1. Summary of Significant Accounting Policies

Nature of Organization

Developments in Literacy, Inc. (“the Organization”) was founded in February 1997 as a California nonprofit public benefit corporation. The purpose of the Organization is to promote literacy and provide education to underprivileged children in Pakistan. The Organization’s support comes entirely from donor contributions.

Basis of Presentation

The Organization follows the provisions of Statement of Financial Accounting Standards (“SFAS”) No. 117, *Financial Statements of Not-for-Profit Organizations*. Under SFAS No. 117, the Organization reports amounts in the accompanying financial statements for each of three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

Unrestricted Net Assets – Net assets that are not subject to donor-imposed restrictions. Unrestricted net assets generally result from unrestricted contributions and interest and dividends, less expenses incurred in providing services and fundraising and other administrative expenses.

Temporarily Restricted Net Assets – Net assets that are subject to donor-imposed restrictions that require the passage of time or the occurrence of a specific event to become available for unrestricted use.

Permanently Restricted Net Assets – Net assets are subject to donor-imposed restrictions that may be maintained permanently while permitting the Organization to use or expense part or all of the income derived from the donated assets.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

1. Summary of Significant Accounting Policies – (Continued)

Basis of Presentation – (continued)

The Organization also follows the provisions of SFAS No. 116, *Accounting for Contributions Received and Contributions Made*. Under SFAS No. 116, the Organization records gifts of cash and other assets as temporarily restricted net assets if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, a stipulated time restriction ends or a purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from donor restrictions. Donor-restricted contributions, whose restrictions are met within the fiscal year, are reported as unrestricted revenues, gains and other support.

Use of Estimates and Assumptions

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and 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 those estimates.

Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting in accordance with the accounting principles generally accepted in the United States of America.

Cash and Cash Equivalents

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of less than three months.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

1. Summary of Significant Accounting Policies – (Continued)

Concentration of Credit Risk

The Organization occasionally maintains deposits in excess of federally insured limits. The risk is managed by maintaining all deposits in high quality financial institutions.

Investments

The Organization carries investments in marketable securities with readily determinable fair values and all investments in debt securities at their fair values in the Statement of Financial Position. Unrealized gains and losses are included in the change in net assets in the accompanying Statement of Activities.

Property and Equipment

Property and equipment are stated at fair value at the date of donation or at cost, if purchased. Depreciation is computed using the straight-line method over the estimated useful lives of ten years for furniture and equipment and five years for computers. It is the policy of the Organization to capitalize assets costing \$1,000 or more with a useful life exceeding one year.

Promises to Give

Unconditional promises to give (i.e. contributions) are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Conditional promises to give (i.e. contributions) are recognized when the conditions on which they depend are substantially met.

Revenues and Support

The Organization receives the majority of its revenues from donors at fundraising events.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

1. Summary of Significant Accounting Policies – (Continued)

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and in the Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The major programs of the Organization are as follows:

Cooperation for Advancement Rehabilitation and Education (CARE)

The Organization's partnership with CARE began in 2002. The objective of this project is to provide quality, marketable education to underprivileged children in the Sheikhpura District of the Punjab Province.

Orangi

The objective of this project is to provide quality education through teacher training, strengthening curriculum and grassroots collaboration in the outskirts of Northwest Orangi. This project began in 2001.

Indus Resource Center (IRC)

The Organization's partnership with IRC began in 2001. The objective of this project is to provide quality education through teacher training, strengthening curriculum and grassroots collaboration in the Khairpur district of Karachi.

Kala Shah Kaku (KSK)

The objective of this project is to provide quality education through teacher training, strengthening curriculum and grassroots collaboration for children living in the low income housing scheme of Khuda Ki Basti in the Sheikhpura district. This project began in 2009.

Khwendo Kor (KK)

The objective of this project is to provide quality education through grassroots collaboration and efforts, and mobilize local resources to address the social sector needs of underserved communities, particularly for women and girls living in the North West Frontier Province of Pakistan. The Organization's partnership with KK began in 2001.

Naz Old Boys Welfare Association (NOWA)

The objective of this project is to provide quality primary education for girls in the remote villages of Khairpur. The Organization's partnership with NOWA began in 1998.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

1. Summary of Significant Accounting Policies – (Continued)

Functional Allocation of Expenses – (continued)

Islamabad Central Territory (ICT)

The objective of this project is to provide quality education through teacher training, strengthening curriculum and grassroots collaboration in the underserved communities in ICT. This project began in 2006.

Rural Rawalpindi (RRP)

The objective of this project is to provide quality education through teacher training, strengthening curriculum and grassroots collaboration in areas of Rural Rawalpindi. This project began in late 2003.

Mansehra

The objective of this project is to provide quality education through teacher training, strengthening curriculum and grassroots collaboration in Mansehra District, in Khyber Pakhtunwa. This project began in 2006.

Income Taxes

The Organization is a not-for-profit organization, as described in Section 501(c)(3) of the Internal Revenue Code and corresponding state law. Accordingly, the Organization is exempt from federal and state income taxes. The Organization takes no tax positions that it considers to be uncertain.

Subsequent Events

Management has evaluated subsequent events through March 15, 2017 the date on which the financial statements were available to be issued and concluded that no subsequent events have occurred that would require recognition in the financial statements or disclosure in the notes to the financial statements.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

2. Cash & Cash Equivalents

The total cash held by the Organization at December 31, 2015 totaled \$905,171 maintained in various accounts. Balances in bank accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. As of December 31, 2015 the Organization had balances in bank accounts in excess of insured limits totaling \$201,191.

3. Contributed Services

A substantial number of unpaid volunteers have made significant contributions to the different Organization program services. The value of these contributions is not reflected in these statements since they do not meet the criteria for recognition as contributed services.

4. Pledges Receivable

In addition to contributions received during the fiscal year, many donors have made pledges for current and future contributions. Pledges are primarily made at fundraisers and through the Organization's website. Pledges receivable at December 31, 2015 was \$45,000 as shown below.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

4. Pledges Receivable – (Continued)

Pledges receivable as of December 31, 2015 are as follows:

Unrestricted pledges receivable	54,907
Less: Allowance for doubtful pledges	<u>(9,907)</u>
Total Pledges Receivable	<u>\$ 45,000</u>

5. Property and Equipment

Property and equipment consist of the following:

Computers	\$8,768
Furniture and equipment	<u>1,000</u>
	9,768
Less accumulated depreciation	<u>(9,768)</u>
Total Property and Equipment (net)	<u>\$ 0</u>

Depreciation expense for the year ended December 31, 2015 totaled \$51.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

6. Investments

Investments are reported on the basis of quoted market prices at December 31, 2015 and consist primarily of mutual funds and stocks, as follows:

	<u>Fair Value</u>
Stocks	\$83,840
Mutual Funds	<u>491,015</u>
	<u>\$574,855</u>

7. Designated Net Assets

The Board of Directors has designated a cash reserve for future operations of \$500,000 as of December 31, 2015.

8. Temporarily Restricted Net Assets

Temporarily restricted net assets at December 31, 2015 totaled \$82,782 and consists of donations restricted by time.

9. Financial Statement Summarized Prior Year Information

The financial statements include certain prior-year summarized comparative information in total but not by the net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2014 from which the summarized information was derived.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

10. Commitments

The Organization entered into a 51 month operating lease for office space which expires in May 2018. Future minimum lease commitments as of December 31, 2015 for the years ended December 31 are as follows:

<u>Year</u>	<u>Amount</u>
2016	\$27,153
2017	\$27,972
2018	\$12,006

11. Developments in Literacy, Pakistan

The Organization is affiliated with an entity named Developments in Literacy, Pakistan. The Organization sends money to Developments in Literacy, Pakistan to support the programs of the Organization. Developments in Literacy, Pakistan then distributes the money to the schools that the Organization supports. The amount of money sent to each school is determined by letters of agreement between the Organization and the schools. The Board of Developments in Literacy, U.S.A. occasionally authorizes more money to be distributed to a school based on specific needs. The Organization also pays for the majority of expenses incurred by the Developments in Literacy, Pakistan office.

Expenses for program services of \$2,192,285 are for educational projects and disaster relief provided by Developments in Literacy, Pakistan.

DEVELOPMENTS IN LITERACY, INC.
NOTES TO FINANCIAL STATEMENTS
(Continued)
December 31, 2015

12. Developments in Literacy, Pakistan – (continued)

The Organization monitors the finances of Developments in Literacy, Pakistan. A majority of the expenses for Developments in Literacy, Pakistan are paid using funds generated by the fundraising activities of the Organization.

The Organization is disclosing the following summarized financial data for Developments in Literacy, Pakistan as of December 31, 2015:

Total Assets	\$ 963,507
Total Liabilities, including	
\$398,613 of deferred revenue	\$ 487,119
Total Net Assets	\$ 476,388
Total Revenues	\$ 3,239,265
Total Expenses	\$ 3,239,265