

HELEN KELLER INTERNATIONAL INCORPORATED

***CONSOLIDATED FINANCIAL STATEMENTS AND
REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS***

JUNE 30, 2017

HELEN KELLER INTERNATIONAL INCORPORATED

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REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

Board of Trustees
Helen Keller International Incorporated
New York, New York

We have audited the accompanying consolidated financial statements of Helen Keller International Incorporated (a New York not-for-profit corporation) (“HKI”) which comprise the consolidated statement of financial position as of June 30, 2017, and the related consolidated statements of activities and changes in net assets, cash flows and functional expenses 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 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 consolidated 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 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 of 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 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 consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of HKI as of June 30, 2017, 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.

**Board of Trustees
Helen Keller International Incorporated
New York, New York**

Report on Summarized Comparative Information

We have previously audited HKI's 2016 consolidated financial statements, and our report dated January 4, 2017, expressed an unmodified audit opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Tait, Weller & Baker LLP

**Philadelphia, Pennsylvania
January 19, 2018**

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

June 30, 2017 And 2016

	<u>2017</u>	<u>2016</u>
ASSETS		
Cash and cash equivalents	\$ 7,988,189	\$ 8,869,891
Cash held in international offices	10,300,895	3,413,854
Investments	2,362,770	2,451,556
Grants receivable	9,599,375	9,919,256
Contributions receivable	12,097,661	10,302,586
Beneficial interest in perpetual and restricted trusts	1,095,976	1,025,963
Fixed assets, net	1,998,714	1,884,092
Security deposits and other assets	<u>1,453,607</u>	<u>1,635,818</u>
Total assets	<u>\$ 46,897,187</u>	<u>\$ 39,503,016</u>
LIABILITIES		
Accounts payable and accrued expenses	\$ 4,743,795	\$ 4,109,441
Deferred revenue	7,548,692	3,944,612
Loan payable	467,870	-
Severance accrual – international offices	<u>1,137,934</u>	<u>1,215,504</u>
Total liabilities	<u>13,898,291</u>	<u>9,269,557</u>
NET ASSETS		
Unrestricted	7,731,868	7,867,648
Temporarily restricted	24,220,700	21,384,062
Permanently restricted	<u>1,046,328</u>	<u>981,749</u>
Total net assets	<u>32,998,896</u>	<u>30,233,459</u>
Total liabilities and net assets	<u>\$ 46,897,187</u>	<u>\$ 39,503,016</u>

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Years Ended June 30, 2017 With Summarized Information For 2016

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>2017</u>	<u>2016</u>
Operating Support and Revenue					
Support					
Contributions – corporations, foundations, and individuals	\$ 11,444,459	\$ 14,421,809	\$ -	\$ 25,866,268	\$ 20,905,043
Contributions – medicines and other (in-kind)	147,781,911	-	-	147,781,911	160,516,250
Legacies and trusts	330,794	-	-	330,794	203,822
Grants – U.S. Government agencies	47,262,350	-	-	47,262,350	34,082,689
Grants – Non U.S. Government agencies	3,091,133	-	-	3,091,133	13,696,960
Net assets released from restrictions	<u>12,101,666</u>	<u>(12,101,666)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total support	<u>222,012,313</u>	<u>2,320,143</u>	<u>-</u>	<u>224,332,456</u>	<u>229,404,764</u>
Revenue					
Program and other revenue	184,380	501,107	-	685,487	273,889
Dividends and interest income	<u>5,867</u>	<u>9,954</u>	<u>-</u>	<u>15,821</u>	<u>37,316</u>
Total revenue	<u>190,247</u>	<u>511,061</u>	<u>-</u>	<u>701,308</u>	<u>311,205</u>
Total operating support and revenue	<u>222,202,560</u>	<u>2,831,204</u>	<u>-</u>	<u>225,033,764</u>	<u>229,715,969</u>
Expenses					
Program services:					
ChildSight®	1,749,107	-	-	1,749,107	1,295,755
Famine and Other Relief Services	-	-	-	-	1,665,446
Nutrition, including Vitamin A	37,696,346	-	-	37,696,346	35,507,745
International Eye Health	1,286,351	-	-	1,286,351	1,117,167
Neglected Tropical Diseases	22,513,604	-	-	22,513,604	19,326,901
Distribution of medicines and other (in-kind), primarily for blindness prevention	<u>147,781,911</u>	<u>-</u>	<u>-</u>	<u>147,781,911</u>	<u>160,524,815</u>
Total program services	<u>211,027,319</u>	<u>-</u>	<u>-</u>	<u>211,027,319</u>	<u>219,437,829</u>
Support services					
Management and general	9,571,819	-	-	9,571,819	9,233,102
Fundraising	<u>1,798,042</u>	<u>-</u>	<u>-</u>	<u>1,798,042</u>	<u>1,335,657</u>
Total support services	<u>11,369,861</u>	<u>-</u>	<u>-</u>	<u>11,369,861</u>	<u>10,568,759</u>
Total expenses	<u>222,397,180</u>	<u>-</u>	<u>-</u>	<u>222,397,180</u>	<u>230,006,588</u>
Excess (deficit) of revenue over expenses	(194,620)	2,831,204	-	2,636,584	(290,619)
Other Changes					
Net realized and unrealized (losses) gains on investments	58,840	-	-	58,840	(10,552)
Change in perpetual and restricted trusts	<u>-</u>	<u>5,434</u>	<u>64,579</u>	<u>70,013</u>	<u>(74,065)</u>
Change in net assets	(135,780)	2,836,638	64,579	2,765,437	(375,236)
Net Assets					
Beginning of year	<u>7,867,648</u>	<u>21,384,062</u>	<u>981,749</u>	<u>30,233,459</u>	<u>30,608,695</u>
End of year	<u>\$ 7,731,868</u>	<u>\$ 24,220,700</u>	<u>\$ 1,046,328</u>	<u>\$ 32,998,896</u>	<u>\$ 30,233,459</u>

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED STATEMENTS OF CASH FLOWS

Years Ended June 30, 2017 And 2016

	<u>2017</u>	<u>2016</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
<i>Change in net assets</i>	\$ 2,765,437	\$ (375,236)
<i>Adjustments to reconcile change in net assets to net cash used in operating activities</i>		
Depreciation and amortization	715,273	651,162
Net realized/unrealized (gain) loss on investments	(58,840)	10,552
Loss on disposal of fixed assets	19,849	2,623
Change in perpetual and restricted trusts	(70,013)	74,065
Changes in operating assets and liabilities		
Cash held in international offices	(6,887,041)	1,419,906
Grants receivable	319,881	1,578,525
Contributions receivable	(1,795,075)	(2,971,487)
Security deposits and other assets	182,211	(311,125)
Accounts payable and accrued expenses	634,354	532,388
Deferred revenue	3,604,080	(11,180,868)
Severance accrual – international offices	<u>(77,570)</u>	<u>24,946</u>
Net cash used in operating activities	<u>(647,454)</u>	<u>(10,544,549)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Decrease in invested cash and cash equivalents	150,418	7,872,823
Purchases of investments	(2,792)	(3,759)
Purchases of fixed assets	<u>(849,744)</u>	<u>(1,006,226)</u>
Net cash (used in) provided by investing activities	<u>(702,118)</u>	<u>6,862,838</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from loan	<u>467,870</u>	<u>-</u>
Net cash provided by financing activities	<u>467,870</u>	<u>-</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	(881,702)	(3,681,711)
CASH AND CASH EQUIVALENTS		
Beginning of year	<u>8,869,891</u>	<u>12,551,602</u>
End of year	<u>\$ 7,988,189</u>	<u>\$ 8,869,891</u>

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2017 With Summarized Information For 2016

Expenses	Program Services	Supporting Services			Totals	
		Management And General	Fundraising	Total	2017	2016
Personnel	\$ 24,108,789	\$ 6,316,299	\$ 1,038,674	\$ 7,354,973	\$ 31,463,762	\$ 29,857,627
Travel (staff and trainees)	5,003,109	503,120	17,673	520,793	5,523,902	6,046,723
Subgrants	21,005,170	-	-	-	21,005,170	15,651,215
Meetings, conferences and training workshops	403,966	13,963	936	14,899	418,865	841,167
Equipment, supplies and maintenance	1,385,324	442,461	13,386	455,847	1,841,171	1,704,413
Program supplies	2,914,564	-	-	-	2,914,564	2,318,907
Vehicles and vehicle maintenance	1,684,813	3,827	88	3,915	1,688,728	2,559,740
Professional fees and services	2,800,196	574,376	30,457	604,833	3,405,029	3,375,454
Advertising and broadcasting	344,266	-	46,809	46,809	391,075	396,206
Postage	58,195	6,470	8,818	15,288	73,483	85,578
Direct mail	-	-	550,867	550,867	550,867	457,770
Telephone and communication	615,827	172,829	20,574	193,403	809,230	1,159,763
Depreciation	521,918	193,355	-	193,355	715,273	627,097
Occupancy	1,544,121	905,139	-	905,139	2,449,260	2,555,497
Printing	524,100	6,742	6,722	13,464	537,564	1,179,305
Other expense	<u>331,050</u>	<u>433,238</u>	<u>63,038</u>	<u>496,276</u>	<u>827,326</u>	<u>649,811</u>
Total expenses before in-kind	63,245,408	9,571,819	1,789,042	11,369,861	74,615,269	69,466,273
Medicines and other (in-kind)	<u>147,781,911</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>147,781,911</u>	<u>160,540,315</u>
Total expenses	<u>\$ 211,027,319</u>	<u>\$ 9,571,819</u>	<u>\$ 1,798,042</u>	<u>\$ 11,369,861</u>	<u>\$ 222,397,180</u>	<u>\$ 230,006,588</u>

See notes to financial statements.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS

June 30, 2017 And 2016

(1) NATURE OF ORGANIZATION AND TAX-EXEMPT STATUS

Helen Keller International Incorporated (“*HKI*”) is the oldest U.S. not-for-profit organization devoted to fighting and treating preventable blindness throughout the world. HKI has expanded to include a range of program interventions to prevent malnutrition and improve health outcomes.

The mission of HKI is to save and improve the sight and lives of the world’s vulnerable by combatting the causes and consequences of blindness, poor health and malnutrition through programs based on evidence and research. HKI actively combats the following conditions linked to blindness, disease and death: malnutrition (including micronutrient malnutrition), cataract, diabetic retinopathy, retinopathy of prematurity, refractive error and neglected tropical diseases including onchocerciasis (river blindness), trachoma, intestinal worms, schistosomiasis and lymphatic filariasis. HKI operates in three regions (Africa, Asia and the Americas), encompassing approximately twenty-two countries.

Working with ministries of health, nongovernmental agencies, and local health workers, HKI provides the expertise, training, technical assistance, and other resources to establish evidence based programs in health and eye care within the existing health care systems of host countries.

HKI Support, Inc. (“*HKI Support*”) was formed as a tax-exempt organization, in which HKI is its sole member. HKI Support’s mission is to support the exempt purpose of HKI.

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies followed by HKI are described below:

BASIS OF PRESENTATION

The financial statements include the accounts of HKI and HKI Support. Significant intercompany transactions have been eliminated in consolidation.

CASH AND CASH EQUIVALENTS

Cash consists of cash on deposit in interest-bearing accounts, certificates of deposit and demand deposits. Cash equivalents consist of highly liquid investments, with original maturities of 91 days or less.

USE OF ESTIMATES

The preparation of financial statements, in conformity with accounting principles generally accepted in the United States of America, requires management to make estimates and assumptions that affect 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 revenue and expenses during the reporting period. Actual results may differ from those estimates.

FAIR VALUE OF FINANCIAL INSTRUMENTS

For the years ended June 30, 2017 and 2016, the fair value of HKI’s marketable securities is based on quoted market prices. Similarly, the carrying value of all other financial instruments potentially subject to value risk (principally consisting of cash, accounts receivable, and accounts payable) approximates fair value.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

CONCENTRATION OF MARKET AND CREDIT RISK

HKI periodically, maintains cash balances in excess of insured limits. Accounting Standards Codification (“ASC”) 825 “*Financial Instruments*” identifies these items as a concentration of credit risk requiring disclosure, regardless of degree of risk. The risk is managed by monitoring the financial institutions in which deposits are made.

Market risk represents the potential loss HKI faces due to the decrease in the value of marketable securities. Credit risk represents the potential loss HKI faces due to the possible nonperformance by obligors and counterparts of the terms of their contracts. Market risk is contained by limiting investments in marketable securities to certificates of deposit, U.S. Government securities, and balanced mutual funds and limiting the holdings in any one security.

MARKETABLE SECURITIES

Marketable securities are carried at fair value with unrealized gains and losses included in the statement of activity and changes in net assets. Donated securities are recorded at their fair value at the date of donation. Dividend and interest income is recorded as earned.

CASH HELD IN INTERNATIONAL OFFICES

Cash held in international offices primarily represents cash in foreign bank accounts that will be used for program activities and is principally located in Asia and Africa. Cash held in international offices includes both cash advanced to field offices by headquarters and cash disbursed directly to field offices by donors.

CONTRIBUTIONS OF MEDICAL SUPPLIES, MEDICINES AND OTHER (IN-KIND)

Contributions of medical supplies consist of supplies received from major pharmaceutical companies and are used to fight and prevent blindness. Donated supplies are recorded at estimated fair value based upon the pricing source inputs which considers wholesale prices and donor values on date of receipt. During the years ended June 30, 2017 and 2016, HKI received and distributed \$147,117,000 and \$160,500,750, respectively, of the product Mectizan from a donor for the treatment of onchocerciasis. As a result, contributions – medicines and other (in-kind) and expenses consists primarily of the value of the product Mectizan.

BENEFICIAL INTERESTS IN PERPETUAL AND RESTRICTED TRUSTS

Beneficial interests in perpetual trusts include HKI’s respective share of the fair value of the total funds held in trust by others for which HKI is the recipient of all or a percentage of the income. HKI has an irrevocable right to receive the income earned on the trust assets, but the trust assets must be held in perpetuity. HKI is also the recipient under a restricted trust whereby HKI receives 10% of the annual income of the trust. The trust terminates in 2041, at which time 10% of the corpus and any accumulated income of the trust will be distributed to HKI.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

FIXED ASSETS

Purchased fixed assets are recorded at cost. Contributed fixed assets are recorded at their estimated fair value. Depreciation is provided based upon the estimated useful lives of the assets (3 to 7 years) using the straight-line method. Leasehold improvements are amortized over the life of the lease, using the straight-line method. Amounts not deemed significant are expensed in the year of purchase and allocated to functional areas based upon actual usage.

DEFERRED REVENUE

HKI records revenue when expenditures are incurred under U.S. and certain foreign government contracts or other exchange transactions. Deferred revenue represents funds received in excess of expenses incurred under these exchange transactions. This deferred revenue will be recognized and expended in future periods.

CONTRIBUTIONS

HKI records unconditional promises to give (pledges) as a receivable and revenue in the year pledged, net of the discount to present value of the future cash flows. Gifts of cash and other assets are recorded as contributions when received and are reported as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose of the restriction is accomplished, temporarily restricted net assets are then classified to unrestricted net assets and reported in the statement of activities as **“net assets released from restrictions.”**

NET ASSETS

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of HKI and changes therein are classified and reported as follows:

Unrestricted net assets include the revenues and expenses associated with the principal mission of HKI.

Temporarily restricted net assets include gifts for which donor-imposed restrictions have not been met.

Permanently restricted net assets include the following:

- ◆ Endowment Fund – Endowment funds include gifts and contributions on which the donor has imposed a restriction requiring that the original corpus must be invested in perpetuity, with only the related income to be made available for use in accordance with the restrictions of the donor.
- ◆ Beneficial Interest in Perpetual Trusts – Beneficial interest in perpetual trusts represents a contribution which the donor has placed with a third party. HKI has the irrevocable right to receive the income earned on the trust assets in perpetuity, but cannot receive the assets held in trust.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

FOREIGN CURRENCY TRANSACTIONS

Transactions gains and losses that arise from exchange rate fluctuations denominated in foreign currency are included in program services in the statement of activity and changes in net assets, as incurred. Translation gains (losses) amounted to approximately \$2,400 and (\$107,700) in 2017 and 2016, respectively.

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 changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services.

INCOME TAXES

Under provisions of the Internal Revenue Code Section 501(c)(3) and the applicable income tax regulations, HKI is exempt from taxes on income. Therefore, no provision for income taxes has been made. HKI has not been classified as a private foundation.

Management has reviewed the tax positions for each of the open fiscal tax years (2014 - 2016) or expected to be taken in HKI's fiscal 2017 tax return and has concluded that there are no significant uncertain tax positions that would require recognition in the financial statements.

PRIOR YEAR INFORMATION

The financial statements include certain prior year summarized comparative information, in total, but not by 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 financial statements of HKI, as of, and for the year ended, June 30, 2016, from which the summarized information was derived.

RECLASSIFICATIONS

Certain reclassifications were made to the 2016 financial statements to conform to the 2017 presentation.

(3) MARKETABLE SECURITIES

As of June 30, 2017 and 2016, the cost and the fair value of marketable securities were as follows:

	<u>2017</u>		<u>2016</u>	
	<u>Cost</u>	<u>Fair Value</u>	<u>Cost</u>	<u>Fair Value</u>
Cash and Money Market Funds	\$ 947,053	\$ 947,053	\$ 695,715	\$ 695,715
Certificates of Deposit	884,716	884,716	1,286,469	1,286,472
U.S. Government Agency – FNMA	49,600	53,961	49,599	56,220
Mutual Funds	<u>386,859</u>	<u>477,040</u>	<u>374,940</u>	<u>413,149</u>
	<u>\$ 2,268,228</u>	<u>\$ 2,362,770</u>	<u>\$ 2,406,723</u>	<u>\$ 2,451,556</u>

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

HKI utilized various methods to measure the fair value of its investments on a recurring basis. Generally accepted accounting principles established a hierarchy that prioritizes inputs to valuation methods. The three levels of inputs are described below:

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access.

Level 2 – Observable inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. These inputs may include quoted prices for the identical instrument on an inactive market, prices for similar instruments, interest rates, prepayment speeds, credit risk, yield curves, default rates and similar data.

Level 3 – Unobservable inputs for the asset or liability, to the extent relevant observable inputs are not available, representing the Organization’s own assumptions about the assumptions a market participant would use in valuing the asset or liability, and would be based on the best information available.

The inputs methodology used for valuing securities are not necessarily an indication of the risk associated with investing in those securities.

The summary of inputs used to value the HKI’s investments as of June 30, 2017 and 2016 are as follows:

	2017			
	Total	Level 1	Level 2	Level 3
Investments				
Cash and Money Market Funds	\$ 947,053	\$ 947,053	\$ -	\$ -
Certificates of Deposit	884,716	884,716	-	-
U.S. Government Agency - FNMA	53,961	-	53,961	-
Mutual Funds	<u>477,040</u>	<u>477,040</u>	<u>-</u>	<u>-</u>
	<u>\$2,362,770</u>	<u>\$2,308,809</u>	<u>\$53,961</u>	<u>\$ -</u>
Beneficial Interest in perpetual and restricted trusts	<u>\$1,095,976</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,095,976</u>
	2016			
	Total	Level 1	Level 2	Level 3
Investments				
Cash and Money Market Funds	\$ 695,715	\$ 695,715	\$ -	\$ -
Certificates of Deposit	1,286,472	1,286,472	-	-
U.S. Government Agency - FNMA	56,220	-	56,220	-
Mutual Funds	<u>413,149</u>	<u>413,149</u>	<u>-</u>	<u>-</u>
	<u>\$2,451,556</u>	<u>\$2,395,336</u>	<u>\$56,220</u>	<u>\$ -</u>
Beneficial Interest in perpetual and restricted trusts	<u>\$1,025,963</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,025,963</u>

There were no transfers between Level 1 and 2 for the years ended June 30, 2017 and 2016.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

The changes in the Beneficial Interest in perpetual and restricted trusts measured at fair value for which HKI used Level 3 inputs to determine fair value are as follows:

	<u>2017</u>	<u>2016</u>
Beginning balance	\$ 1,025,963	\$ 1,100,028
Realized/unrealized (loss) gains – net/change in valuation	<u>70,013</u>	<u>(74,065)</u>
Ending balance	<u>\$ 1,095,976</u>	<u>\$ 1,025,963</u>

The beneficial interest in perpetual and restricted trusts is measured at the fair value of the underlying investments. Since HKI does not have access to the underlying investments, fair value measurement is Level 3.

(4) CONTRIBUTIONS RECEIVABLE

Contributions receivable are due as follows:

	<u>2017</u>	<u>2016</u>
Due in less than one year	\$ 7,171,222	\$ 7,236,831
Due in one to five years	<u>4,980,609</u>	<u>3,077,041</u>
Total contributions receivable	12,151,831	10,313,872
Less: Discount at 1.24% and 0.45% at June 30, 2017 and 2016, respectively	<u>(54,170)</u>	<u>(11,286)</u>
Net present value of contributions receivable	<u>\$12,097,661</u>	<u>\$10,302,586</u>

No allowance for uncollectible contributions receivable has been recorded at June 30, 2017 and 2016 based on management's estimate of collectability.

(5) FIXED ASSETS

Fixed assets, as of June 30, 2017 and 2016, were comprised of the following:

	<u>2017</u>	<u>2016</u>
Furniture and equipment	\$ 1,968,012	\$ 1,255,760
Leasehold improvements	43,099	43,099
Field office furniture, vehicles and equipment	<u>4,200,347</u>	<u>4,399,645</u>
	6,211,458	5,698,504
Less: accumulated depreciation and amortization	<u>(4,212,744)</u>	<u>(3,814,412)</u>
	<u>\$ 1,998,714</u>	<u>\$ 1,884,092</u>

Field office furniture and equipment are located primarily in Asia and Africa.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

(6) NET ASSETS

TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at June 30, 2017 and 2016, respectively, are available for the following purposes:

	<u>2017</u>	<u>2016</u>
ChildSight®	\$ 1,548,792	\$ 1,740,322
Neglected Tropical Diseases	6,316,455	1,283,620
Nutrition	15,932,422	17,803,144
International Eye Health	<u>423,031</u>	<u>556,976</u>
	<u>\$ 24,220,700</u>	<u>\$ 21,384,062</u>

During the year ended June 30, 2017, net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes.

Temporarily restricted net assets:

ChildSight®	\$ 1,686,644
Neglected Tropical Diseases	1,150,671
Nutrition	8,756,980
International Eye Health	<u>507,371</u>
	<u>\$ 12,101,666</u>

PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets at June 30, 2017 and 2016, respectively, are available for the following purposes:

	<u>2017</u>	<u>2016</u>
Beneficial interest in perpetual trusts	\$ 1,024,234	\$ 959,655
Endowment funds	<u>22,094</u>	<u>22,094</u>
	<u>\$ 1,046,328</u>	<u>\$ 981,749</u>

(7) EMPLOYEE RETIREMENT PLAN

HKI has a defined contribution (money purchase) plan, which qualifies under section 403(b) of the Internal Revenue Code. An employee becomes eligible for participation upon reaching twenty-one years of age. HKI matches up to 5% of gross salary for qualified employees of the plan. Plan contributions by HKI were approximately \$465,100 and \$402,800 for the years ended June 30, 2017 and 2016, respectively.

HKI has also established a non-qualified retirement plan for eligible employees working overseas who are not United States citizens or resident aliens. HKI contributes 5% of gross salary to the plan for eligible employees. Employer contributions under the plan were approximately \$117,900 and \$113,400 for the years ended June 30, 2017 and 2016, respectively.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

(8) LOAN PAYABLE

Effective August 5, 2015, HKI has a loan facility from a foundation with an initial available balance of 1,500,000 Australian dollars (approximately \$1,151,000). HKI could draw on the facility through July 1, 2017 to assist with the implementation of the new enterprise resource planning system. Advances on the loan accrue interest at a rate of 1.53%. The accrued interest is payable at the end of each calendar year, however, the foundation agrees to donate the interest paid back to HKI. Quarterly payments of principal begin on July 1, 2018 with the final payment due July 1, 2020. Any outstanding loan balance would be collateralized by grants receivable (excluding U.S. and foreign governments) and unrestricted contributions receivable. The balance outstanding as of June 30, 2017 was \$467,870. There was no balance outstanding on the loan facility as of June 30, 2016.

Principal payments under the terms of the loan are as follows:

<u>Year Ending June 30,</u>	<u>Payments</u>
2019	\$ 112,289
2020	149,718
2021	<u>205,863</u>
	<u>\$ 467,870</u>

(9) COMMITMENTS AND CONTINGENCIES

LEASE

HKI currently leases office space in New York City under a lease which expires January 2018. HKI signed a new lease for office space at a different location which commences January 2018 and expires December 2025. In addition, HKI leases certain office equipment under operating leases expiring through April 2022. Most international office leases are paid in advance or are month-to-month basis.

The minimum annual rentals payable under the leases are as follows:

<u>Year Ending June 30,</u>	<u>Amounts Per Lease Agreements</u>
2018	\$ 965,500
2019	798,100
2020	829,400
2021	747,000
2022	710,300
Thereafter	<u>2,495,500</u>
Future minimum lease payments	<u>\$ 6,545,800</u>

Rent expense for the years ended June 30, 2017 and 2016 was approximately \$1,660,900 and \$1,565,500, respectively.

HELEN KELLER INTERNATIONAL INCORPORATED

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2017 And 2016

As of June 30, 2017, there was an outstanding letter of credit in the amount of \$237,900 from a financial institution to the landlord in lieu of a security deposit for the current office space lease. The letter of credit is secured by a certificate of deposit that exceeds the total amount available under the letter of credit. Under the new office space lease there is a \$100,000 letter of credit to the landlord in lieu of a security deposit.

GRANTS

Grant awards received from the U.S. Government and certain other grantors are subject to audit by those grantors. In the opinion of management, no material liability exists, if any, in connection therewith which would materially affect the financial position of HKI.

Additionally, under the terms of the U.S. Government grants, which are made based upon the acceptance by the U.S. Government of the program proposals submitted by HKI, amounts are stipulated for both direct program costs and HKI administrative overhead costs. The administrative overhead rate used by HKI, while provisionally approved, is subject to review and final approval by the U.S. Government. The HKI administrative overhead rate has been approved through June 30, 2016. Management believes that any adjustment to the 2017 administrative overhead rate, if any, will not have a material effect on the financial position or operating results of HKI.

(10) SUBSEQUENT EVENTS

Subsequent events after the balance sheet through the date that the financial statements were available for issuance, January 19, 2018 have been evaluated in the preparation of the financial statements and management has determined that there are no subsequent events that would require disclosure or adjustment in the financial statements.