COMBINED FINANCIAL STATEMENTS

For the Years Ended December 31, 2015 and 2014

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INDEPENDENT AUDITOR'S REPORT

Board of Directors

Haiti Outreach and

Haiti Outreach/Collaboration Avec Haiti

Minnetonka, Minnesota

I have audited the accompanying combined statements of financial position of Haiti Outreach (HO) and Haiti Outreach/Collaboration Avec Haiti (HO/CH), both nonprofit organizations, as of December 31, 2015 and 2014 and the related combined statements of activity, functional expenses and cash flows for the years then ended. These financial statements are the responsibility of HO and HO/CH's management. My responsibility is to express an opinion on these combined financial statements based on the audit.

Management's Responsibility for the Combined Financial Statements

Management is responsible for the preparation and fair presentation of these combined 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

My responsibility is to express an opinion on these combined financial statements based on the audit. I conducted the 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. (Continued)

INDEPENDENT AUDITOR'S REPORT, continued

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 combined financial statements referred to above present fairly, in all material respects, the combined financial position of HO and HO/CH as of December 31, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Sherry D. Heffernan, Ltd.

April 20, 2016

Haiti Outreach, Inc. (HO) and Haiti Outreach/Collaboration Avec Haiti (HO/CH) Combined Statement of Financial Position December 31, 2015 and 2014

				2015						2014		
					O	Combined						Combined
	NATIONAL PROPERTY.	НО	-	НО/СН	Alexandre Comment	Total		НО		но/сн		Total
ASSETS												A service de la company de la
Cash and cash equivalents	6	261,297	69	31,200	69	292,497	8	93,144	69	16,901	S	110,045
Promises to give		29,214				29,214		17,760		1		17,760
Grants receivable		120,000		1		120,000		230,916		. "		230,916
Accounts receivable		12,024		56,402		68,426		491		51,960		52,451
Deposits		'		1		T				3,186		3,186
Fixed Assets:						1						
Land		Т,		14,891		14,891		7		18,200		18.200
Buildings		1		347,455		347,455		-1		424,667		424,667
Equipment		1		244,822		244,822		į		299,227		299,227
Vehicles				75,109		75,109				66,866		66,866
		1		682,277		682,277		Ĭ ×		808,960		808.960
Accumulated depreciation		1		314,363		314,363		1		338,021		338,021
				367,914		367,914				470,939		470,939
TOTAL ASSETS	₩	422,535	€	455,516	€9	878,051	4	342,311	69	542,986	↔	885,297
LIABILITIES												
Accounts payable	69	15,735	8	ĭ	69	15,735	69	14,758	69		Θ	14,758
Accrued expenses		3,476		3,486		6,962		2,122		3,385		5,507
TOTAL LIABILITIES		19,211		3,486		22,697		16,880		3,385		20,265
NET ASSETS												
Unrestricted net assets		208,443		452,030		660,473		95,345		539,601		634,946
Temporarily restricted		194,881		I.		194,881		230,086		1		230,086
TOTAL NET ASSETS		403,324		452,030		855,354		325,431		539,601		865,032
TOTAL LIABILITIES AND NET ASSETS	€	422,535	4	455,516	49	878,051	₩	342,311	4	542,986	43	885,297

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

Haiti Outreach, Inc. (HO) and

Haiti Outreach/Collaboration Avec Haiti (HO/CH)
Combined Statement of Activities
December 31, 2015 and 2014

		20	2015			2014	14	
			Combining	Combined			Combining	Combined
	Э	НО/СН	Entries	Total	유	НО/СН	Entries	Total
UNRESTRICTED NET ASSETS								
SUPPORT AND REVENUES								
Contributions	\$ 346,517	€	69	\$ 346,517	\$ 429,077	\$ 150,000	49	\$ 579 077
Grant from HO	,	489,000	(489,000)	ī	1	471,500	(471,500)	
Well drilling and other program income	61,026	341,917	L	402,943	110,503	123,391		233.894
Educational trip income	75,364	Ţ	ī	75,364	73,528	ī		73.528
Guest house income	2,490	35,750	ī	38,240	099	37,021	x	37,681
Miscellaneous income	118	7,895	Î	8,013	137	13,576	ï	13,713
Special event revenue including contributions	110,317		ī	110,317	95,463	ī		95.463
Less: Costs of direct benefits to donors	11,685	1	1	11,685	13,198	1	1	13,198
	98,632	1	1	98,632	82,265	1	1	82,265
Total net assets released from restrictions	529,526		1	529,526		1	1	1
TOTAL UNRESTRICTED SUPPORT	1,113,673	874,562	(489,000)	1,499,235	696,170	795,488	(471,500)	1.020.158
AND REVENUE								
EXPENSES								
Program services	861,131	854,359	(489,000)	1,226,490	743,657	769,090	(471,500)	1.041.247
Management and general	65,601	22,724	ī	88,325	54,794	23,156		77,950
Fundraising	73,843	I	1	73,843	52,100	1	1	52,100
TOTAL UNRESTRICTED EXPENSES	1,000,575	877,083	(489,000)	1,388,658	850,551	792,246	(471,500)	1,171,297
INCREASE (DECREASE) IN UNRESTRICTED	113,098	(2,521)	1	110,577	(154,381)	3,242	1	(151,139)

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

NET ASSETS

Continued next page

Haiti Outreach, Inc. (HO) and Haiti Outreach/Collaboration Avec Haiti (HO/CH) Combined Statement of Activities, continued December 31, 2015 and 2014

		2015	2			2014	4	
	НО	но/сн	Combining Entries	Combined Total	НО	но/сн	Combining Entries	Combined
Balance Forward: INCREASE (DECREASE) IN UNRESTRICTED NET ASSETS	113,098	(2,521)		110,577	(154,381)	3,242) - -	(151,139)
TEMPORARILY RESTRICTED NET ASSETS Contributions	494.321		1	494.321	230 086			230 086
Net assets released from restrictions	(529,526)	1		(529,526)		1		
IN TEMPORARILY RESTRICTED NET ASSETS NET ASSETS	(35,205)		1	(35,205)	230,086	ì	T.	230,086
INCREASE (DECREASE) IN NET ASSETS BEFORE TRANSLATION ADJUSTMENTS	77,893	(2,521)		75,372	75,705	3,242	٠.	78,947
Foreign currency translation adjustments	1	(85,050)	1	(85,050)	1	(25,083)		(25,083)
INCREASE (DECREASE) IN NET ASSETS	77,893	(87,571)	ï	(9,678)	75,705	(21,841)	Y.	53,864
NET ASSETS AT BEGINNING OF YEAR	325,431	539,601		865,032	249,726	561,442		811,168
NET ASSETS AT END OF YEAR	\$ 403,324	\$ 452,030	ر ج	\$ 855,354	\$ 325,431	\$ 539,601	· ·	\$ 865,032

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

Haiti Outreach, Inc. (HO) and Haiti Outreach/Collaboration Avec Haiti (HO/CH) Combined Statement of Cash Flows December 31, 2015 and 2014

			2015				2014	4	
	I	9 P	но/сн	Combined Total		유	НО/СН	- H	Combined Total
CASH FLOWS FROM OPERATING ACTIVITIES		A HARACOCANA PARTICIPATO DE LA PARTICIPATO DEL PARTICIPATO DE LA PARTICIPATO DEL PARTICIPATO DE LA PAR							
Increase (decrease) in net assets before	Θ	77,893 \$	(2,521)	\$ 75,372	69	75,705	69	3,242 \$	78,947
translation adjustment									
Adjustments to reconcile increase (decrease) in									
net assets to net cash provided (used) by									
operating activities:									
Depreciation		Ţ.	42,000	42,000		1	4	44,054	44,054
(Increase) decrease in:									
Promises to give)	(11,454)	, II	(11,454)		39,205		£	39,205
Grants receivable		110,916		110,916		(230,916)		Ý,	(230,916)
Accounts receivable)	(11,533)	(4,442)	(15,975)		72,810	(36	(36,149)	36,661
Deposits		п	3,186	3,186		1	<u>.</u>	(3,186)	(3,186)
Accounts payable		277	ì	977		5,529			5,529
Accrued expenses		1,354	101	1,455		2,084		(683)	1,545
Deferred revenue			1			1		- 1	1
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES		168,153	38,324	206,477		(35,583)		7,422	(28,161)
CASH FLOWS FROM INVESTING ACTIVITIES									
Purchase of vehicle			(22,000)	(22,000)		1		1	1
NET CASH USED BY INVESTING ACTIVITIES		1	(22,000)	(22,000)		1		-	
Effect of exchange rate changes on cash			(2,025)	(2,025)		1		(1,513)	(1,513)
NET INCREASE (DECREASE) IN CASH	-	168,153	14,299	182,452		(35,583)	4)	5,909	(29,674)
CASH AT BEGINNING OF YEAR		93,144	16,901	110,045		128,727	10	10,992	139,719
CASH AT END OF YEAR	\$ 26	261,297 \$	31,200	\$ 292,497	ь	93,144	91	16,901 \$	110,045

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

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Haiti Outreach, Inc. (HO) and Haiti Outreach/Collaboration Avec Haiti (HO/CH) Combined Statement of Functional Expenses December 31, 2015

			Н				НО/СН			Combining Entries	Combined Total
		Management		Fund-			Management	nt			
	Program	and General	21	raising	Total	Program	and General	<u>m</u>	Total		
Salaries, taxes and benefits	\$ 120,321	\$ 46,317	69	55,702	\$ 222,340	\$ 206,750	\$ 12,890	8	219,640	. ↔	\$ 441,980
Contractors	26,866	10,406		ij	37,272				r		37,272
Grants to HO/CH	489,000	1		1	489,000	1		1	T	(489,000)	1
Specific program expenses:											
Haiti group trips	43,005	1		1	43,005	1,658		ī	1,658	ì	44,663
Project labor	1	1		1	,	63,121		1	63,121	1	63,121
Equipment and tools	ī			1		10,728		ī	10,728	1	10,728
Parts, repairs and maintenance	99,170	- 1		1	99,170	171,186		1	171,186	1	270,356
Diesel, fuel and gas		1		1	1	69,250			69,250	, (69,250
Shipping and customs	13,192	1		1	13,192	32,517			32,517		45,709
Project materials	31,262				31,262	168,459		,	168,459	1	199,721
Travel		1		t		29,720		1	29,720	1	29,720
Guesthouse and meals	6,192	1		1	6,192	22,975		1	22,975		29,167
Office expenses	13,304	3,980		9,704	26,988	6,645	3,621	_	10,266	r	37,254
Postage and printing	1,763	1,763		5,290	8,816	556			556		9,372
Rent	5,533	2,217		2,558	10,308	7,558			7,558	x	17,866
Telephone and internet	1,274	511		589	2,374	18,121	2,013	8	20,134	ï	22,508
Travel, airfare and hotels	10,249	407		1	10,656	7,315		ī	7,315	i	17,971
Depreciation	1	1		1	1	37,800	4,200	0	42,000		42,000
			•		1 1 1						
Total expenses	\$ 861,131	\$ 65,601	A	73,843	\$ 1,000,575	804,308	\$ 77,724	A	877,083	(488,000)	4 1,388,658
	86.1%	9.9%	oli.	7.3%	%6.96%	97.4%	2.6%	%	100.0%		

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

Haiti Outreach, Inc. (HO) and Haiti Outreach/Collaboration Avec Haiti (HO/CH) Combined Statement of Functional Expenses December 31, 2014

			오				НО/СН		Combining Entries	Combined Total
		Management	Fund-				Management			
	Program	and General	raising	-	Total	Program	and General	Total		
Salaries, taxes and benefits	\$ 97,118	\$ 41,686	\$ 38,513	13 \$	177,317	\$ 187,034	\$ 12,621	\$ 199,655	€	\$ 376,972
Contractors	16,010	8,170			24,180	,	i.	ii	ï	24,180
Grants to HO/CH	471,500	1		1	471,500	1	ı	1	(471,500)	ï
Specific program expenses:										
Haiti group trips	38,188	1		ī	38,188	1,175	T.	1,175	£	39,363
Project labor	ì	1		ï	1	79,989	1	79,989	K	79,989
Equipment and tools	1,644	1		1	1,644	11,696	1	11,696	ji	13,340
Parts, repairs and maintenance	54,813	1		t.	54,813	130,985	C	130,985		185,798
Diesel, fuel and gas	1	T		1	1	69,594	i,	69,594	•	69,594
Shipping and customs	10,813	1		q	10,813	22,778	1	22,778		33,591
Project materials	28,392			ı	28,392	137,979	1	137,979		166,371
Travel	1	1		r	. 1	25,753	1	25,753	í	25,753
Guesthouse and meals		1		1	1	24,890	ľ	24,890	1	24,890
Office expenses	5,625	2,555	5,214	14	13,394	7,048	3,982	11,030	ľ	24,424
Postage and printing	1,518	759	5,311	11	7,588	1,151		1,151	ī	8,739
Rent	9,033	1,290	2,581	81	12,904	2,928	L	2,928	ķ	15,832
Telephone and internet	1,685	241	4	481	2,407	19,336	2,148	21,484	1	23,891
Travel, airfare and hotels	7,318	93		1	7,411	7,105	ī	7,105	7	14,516
Depreciation		1		1	1	39,649	4,405	44,054	1	44,054
Total constitution	743 667	£4 704	\$ 27	9	050 551	000 092	22.450			6
lotal expellodo	0000				00,000	000,000	4 23,130	92,240	(471,300)	1,171,237
	87.4%	6.5%	9	6.1%	100.1%	97.1%	2.9%	100.0%		

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

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Notes to Combined Financial Statements December 31, 2015 and 2014

1) Organizational Purpose

Haiti Outreach, Inc. (HO) is a 501(c)(3) nonprofit based in Minnesota that works with communities in Haiti on water, sanitation, hygiene, and education projects that communities initiate, help build and sustain.

Haiti Outreach/Collaboration Avec Haiti (HO/CH) is a Haiti Civil Society Organization based in Pignon, Haiti. It is engaged in community development projects in Haiti to improve the Haitian's quality of life and help them become self-sufficient. HO/CH's primary activities consist of providing fresh water wells in rural Haiti, local water systems in small towns and training Haitian community groups in their management. Haiti Outreach has made four public schools possible and supports Haitian committees in the schools' management. Haiti Outreach also operates a guesthouse for foreign aid workers and Haitian visitors to Pignon.

The organizations are hereinafter referred to as HO, HO/CH or the organizations.

2) Summary of Significant Accounting Policies Combined Financial Statements

The financial statements include the accounts of HO and HO/CH. All significant intraentity transactions and accounts are eliminated.

Basis of Accounting and Presentation

The financial statements of the organizations have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities. The organizations are required to report information regarding their financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

Unrestricted assets are resources over which the Board of Directors has discretionary control. Temporarily restricted assets are resources which are subject to a donor imposed restriction which generally will be satisfied by organizational actions or the passage of time. Permanently restricted resources are subject to a donor imposed restriction that such assets are restricted permanently.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the organizations consider all unrestricted cash and other highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

Notes to Combined Financial Statements

2) Summary of Significant Accounting Policies, continued

Foreign Currency Translation

HO/CH conducts the majority of its operations using the Haitian currency, gourdes. For purposes of these financial statements gourde transactions have been translated into U.S. dollars at an exchange rate of approximately 51 and 45 gourdes per one U.S. dollar, in 2015 and 2014, respectively.

Substantially all assets and liabilities of the Haitian operations are translated at year-end exchange rates; support, revenues and expense are translated at the average exchange rates during the year. Translation gains and losses are recorded as a component of unrestricted net assets within net assets. All other foreign currency gains and losses are included in the statement of activity in other income or expenses, net.

Cumulative translation adjustments were approximately -\$78,000 and -\$15,000 at December 31, 2015 and 2014, respectively. Other foreign currency gains and losses were insignificant.

Concentrations of Credit Risk

Financial instruments that potentially subject the organizations to concentrations of credit risk consist principally of temporary cash investments and unconditional promises to give. The organizations place temporary cash investments with financial institutions as noted below. Concentrations of credit risk with respect to unconditional promises receivable are limited due to the financial stability of the contributors. HO's unconditional promises to give include amounts from one donor comprising 80% of the balance at December 31, 2015 and one donor comprising 92% of the balance at December 31, 2014.

Concentrations of Credit Risk Arising from Cash Deposits in Excess of Insured Limits

HO maintains its deposits in one financial institution located in the Twin Cities. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At December 31, 2015 there were no uninsured cash balances.

At December 31, 2015 HO/CH had \$31,200 in cash or deposits in Haitian financial institutions that are not insured by the FDIC.

Concentration of Revenue and Support

In 2015 HO received approximately 63% of its total revenues and support from three donors. In 2014 HO received approximately 37% of its total revenues and support from one donor.

Notes to Combined Financial Statements

2) Summary of Significant Accounting Policies, continued Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probably uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. There have been no charges to bad debt expense or the valuation allowance.

Promises to Give

Unconditional promises to give 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.

Property and Equipment

The organizations capitalize all expenditures for property and equipment in excess of \$2,000. Purchased property and equipment are recorded at cost. Donated property is carried at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over estimated useful lives of three to thirty years. Replacements, maintenance and repairs which do not improve or extend the lives of the assets are expensed as incurred.

Contributions and Support

Contributions received are recorded as increases in unrestricted, temporarily restricted, or permanently restricted net assets, depending on the existence and/or nature of any donor restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

Deferred Revenues

Revenue from program service contracts is recognized as it is earned through expenditure in accordance with the agreements.

Notes to Combined Financial Statements

2) Summary of Significant Accounting Policies, continued

Contributed Services

Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by the organizations. The organizations received approximately 2,700 volunteer hours in 2015 and in 2014. No amounts have been reflected in the financial statements for donated services.

Expense Allocation

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

Income Taxes

HO has a tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and Minnesota Statute 290.05. It has been classified as an organization that is not a private foundation under Section 509(a)(2) of the Internal Revenue Code and contributions by donors are tax deductible. HO/CH is recognized as a United Nations, Nongovernmental Organization (NGO).

3) Unconditional Promises to Give

HO's unconditional promises to give of \$29,214 and \$17,760 at December 31, 2015 and 2014 are collectible in one year.

At December 31, 2015 HO had a conditional promise to receive \$332,421 based on performance requirements to be met in 2016. The amount is due by August 31, 2016. Because the conditions for payment by the donor of these promises have not been met as of December 31, 2015, these amounts are not included in 2015 revenues and are not included in contributions receivable at December 31, 2015.

4) Operating Leases

HO leases office space under an operating lease which expires September 30, 2018. Monthly rent is currently \$859 which includes utilities, real estate taxes and insurance. Rent expense was \$10,308 and \$12,904 for the years ended December 31, 2015 and 2014, respectively.

Notes to Combined Financial Statements

4) Operating Leases, continued

Future minimum lease payments under operating leases that have remaining terms in excess of one year as of December 31, 2015 are:

Year Ending December 31,	<u>Amount</u>
2016	\$ 10,308
2017	10,398
2018	7,892
	\$ 28,598

5) Restrictions on Net Assets

HO's temporarily restricted net assets are \$194,881 and \$230,086 as of December 31, 2015 and 2014, respectively, and are available for future year programs.

6) Related Party Transactions

HO's office lease was with a corporation owned by a former Board member through July 2014.

HO annually grants to HO/CH amounts required to complete the program activities in Haiti as agreed to and developed by both organizations. The amounts granted were \$489,000 in 2015 and \$471,500 in 2014 and are eliminated in the combined totals of the financial statements.

7) Grantor or Donor Restrictions

Certain contributions or grants from donors and program service contracts are subject to special audit by the donor or contractor. Such audits could result in claims against the organization for disallowed costs or noncompliance with grantor or contract restrictions. No provision has been made for any liabilities that may arise from such audits since the amounts, if any, cannot be determined at this date.

8) Income Taxes

HO has evaluated its potential exposure for uncertain tax positions and management has expressed there are no uncertain tax positions as of December 31, 2015. Tax returns for the past three tax years remain open for examination by tax jurisdictions.

9) Subsequent Events

The organizations have evaluated subsequent events through April 20, 2016, the date the financial statements were available to be issued. The organizations are not aware of any subsequent events that require recognition or disclosure in the financial statements.