FINANCIAL STATEMENTS



PAN AMERICAN DEVELOPMENT FOUNDATION

FOR THE YEAR ENDED SEPTEMBER 30, 2012
WITH SUMMARIZED FINANCIAL
INFORMATION FOR 2011

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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees
Pan American Development Foundation
Washington, D.C.

We have audited the accompanying statement of financial position of the Pan American Development Foundation (the Foundation) as of September 30, 2012, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit. The financial statements of the Foundation as of September 30, 2011 were audited by other auditors, whose report dated March 22, 2012, expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Foundation's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Foundation as of September 30, 2012, and the change in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated April 16, 2013, on our consideration of Foundation's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

April 16, 2013

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Gelman Kozenberg & Freedman

STATEMENT OF FINANCIAL POSITION AS OF SEPTEMBER 30, 2012 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2011

ASSETS

CURRENT ASSETS	2012	2011		
Cash and cash equivalents Strategic Development Fund (Note 2) Accounts and grants receivable Advances to subcontractors Undesignated donated goods Prepaid expenses and other assets Property and equipment, net of accumulated depreciation and amortization of \$830,727 and \$789,414, for 2012 and 2011, respectively (Notes 3 and 6)	\$ 16,185,376 759,980 4,369,888 554,247 397,080 511,289	\$ 13,548,821 759,600 2,062,840 297,312 142,224 397,379		
TOTAL ASSETS	\$ <u>23,114,265</u>	\$ <u>17,539,950</u>		
LIABILITIES AND NET ASSETS				
LIABILITIES				
Accounts payable and accrued liabilities (Note 6) Refundable advances, Non-Federal Refundable advances, Federal	\$ 7,554,393 11,118,982 52,672	\$ 2,972,585 10,150,057 450,170		
Total liabilities	18,726,047	13,572,812		
NET ASSETS				
Unrestricted: Undesignated Board designated (Note 2)	2,241,969 759,980	1,609,430 759,600		
Total unrestricted net assets	3,001,949	2,369,030		
Temporarily restricted (Note 4)	1,386,269	1,598,108		
Total net assets	4,388,218	3,967,138		
TOTAL LIABILITIES AND NET ASSETS	\$ <u>23,114,265</u>	\$ <u>17,539,950</u>		

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED SEPTEMBER 30, 2012 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2011

		2012		2011
	I I mana adminder al	Temporarily	T-4-1	T-4-1
SUPPORT AND REVENUE	Unrestricted	Restricted	Total	Total
Grants and contributions (Note 9) Donated goods and supplies	\$ 46,349,143	\$ 1,000,334	\$ 47,349,477	\$ 44,147,760
(Note 5) Shipping reimbursements and	-	6,178,235	6,178,235	6,174,666
subsidies (Note 10) Other income (Note 2) Net assets released from donor	172,956 186,302	- -	172,956 186,302	109,719 106,422
restrictions (Note 4)	<u>7,390,408</u>	(7,390,408)		
Total support and revenue	_54,098,809	(211,839)	53,886,970	_50,538,567
EXPENSES				
Program Services: Creating Economic Opportunities Strengthening Communities and	29,176,917	-	29,176,917	30,464,488
Civil Society Responding to Natural Disasters	8,813,342 _10,278,373	-	8,813,342 10,278,373	4,123,227 _10,937,703
Total program services	48,268,632	-	48,268,632	45,525,418
Supporting Services: Management and General Development	4,855,150 <u>342,108</u>	<u>-</u>	4,855,150 342,108	4,978,057 <u>323,286</u>
Total supporting services	<u>5,197,258</u>	-	5,197,258	<u>5,301,343</u>
Total expenses	53,465,890		53,465,890	50,826,761
Change in net assets	632,919	(211,839)	421,080	(288,194)
Net assets at beginning of year	2,369,030	1,598,108	3,967,138	4,255,332
NET ASSETS AT END OF YEAR	\$ <u>3,001,949</u>	\$ <u>1,386,269</u>	\$ <u>4,388,218</u>	\$ <u>3,967,138</u>

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Supporting Services					_	2011			
	anagement nd General	Devel	opment		Total upporting Services		Total Expenses		Total Expenses
\$	2,431	\$	-	\$	2,431	\$	29,954,489	\$	24,910,270
	922,462 3,054,098 383,745 288,969 74,795 81,061 16,685 9,346 21,558		1,386 667,402 33,052 36,346 32 3,066 70 754		923,848 3,321,500 416,797 325,315 74,827 84,127 16,755 10,100 21,558		11,460,229 8,627,848 1,794,555 1,125,706 181,096 168,087 104,615 24,082 25,183		12,130,219 9,027,652 2,786,468 1,405,082 180,647 149,674 101,170 20,478 115,101
\$_	4,855,150	\$3	42,108	\$ _	5,197,258	\$_	53,465,890	\$ _	50,826,761

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED SEPTEMBER 30, 2012 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2011

CASH FLOWS FROM OPERATING ACTIVITIES	_	2012	_	2011
	•	404 000	•	(000.404)
Change in net assets	\$	421,080	\$	(288,194)
Adjustments to reconcile change in net assets to net cash provided by operating activities:				
Depreciation and amortization		195,357		197,167
Receipt of donated goods		(6,178,235)		(6,174,666)
Donated goods placed in service		5,923,379		6,776,659
(Increase) decrease in:				
Accounts and grants receivable		(2,307,048)		11,447
Advances to subcontractors		(256,935)		1,267,419
Undesignated donated goods		-		(2,000)
Prepaid expenses and other assets		(113,910)		(52,629)
Increase (decrease) in:				
Accounts payable and accrued liabilities		4,581,808		(496,389)
Refundable advances	_	571,427	_	3,021,661
Net cash provided by operating activities	_	2,836,923	_	4,260,475
CASH FLOWS FROM INVESTING ACTIVITIES				
Purchase of property and equipment		(199,988)		(63,168)
Purchase of Strategic Development Fund assets	_	(380)	_	(682)
Net cash used by investing activities		(200,368)	_	(63,850)
Net increase in cash and cash equivalents		2,636,555		4,196,625
Cash and cash equivalents at beginning of year	-	13,548,821	_	9,352,196
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$_	16,185,376	\$_	13,548,821

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

The Pan American Development Foundation (the Foundation) is a non-profit organization created in 1962 through a unique agreement between the Organization of American States (OAS) and the private sector. The Foundation, located in Washington, D.C. creates public-private partnerships to assist the least advantaged people in Latin American and the Caribbean. The Foundation engages community-based groups, non-governmental organizations (NGOs), municipal governments and the private sector in the process of implementing appropriate solutions for sustainable development. Through these partnerships, the Foundation seeks to achieve excellence and lasting programmatic impact in creating economic opportunities and social progress; strengthening capacities of individuals, communities and civil society; and preparing for and responding to natural disasters and other humanitarian crises. These activities are funded primarily through foreign and United States Government grants and contracts, and other non-Federal grants and contributions.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

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 generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended September 30, 2011, from which the summarized information was derived.

Cash and cash equivalents -

The Foundation considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Through December 31, 2012, the Dodd-Frank Wall Street Reform and Consumer Protection Act ("Dodd-Frank Act") provides temporary unlimited deposit insurance coverage for non-interest bearing transaction accounts at all Federal Deposit Insurance Corporation (FDIC) - insured depository institutions (the "Dodd-Frank Deposit Insurance Provision"). The Foundation maintains a portion of its cash balances at financial institutions in non-interest bearing accounts; thereby, all of these cash balances are protected by the FDIC under this Act.

At times during the year, the Foundation maintains a portion of its cash balances in interestbearing accounts at financial institutions in excess of the Federal Deposit Insurance Corporation (FDIC) limits. Management believes the risk in these situations to be minimal.

As of September 30, 2012 and 2011, the Foundation held approximately \$10,900,000 and \$3,700,000, respectively, of cash and cash equivalents in foreign countries. The majority of such funds are not insured.

Strategic Development Fund -

The Strategic Development Fund consisted of cash and cash equivalents as of September 30, 2012 and 2011. The funds are invested according to the Foundation's approved investment policy. Its primary objective is the preservation of principal and a high level of liquidity. Interest earned is included in other income in the accompanying Statement of Activities and Change in Net Assets.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Accounts and grants receivable -

Accounts and grants receivable approximate fair value. Management considers all amounts to be fully collectible within one year. Accordingly, an allowance for doubtful accounts has not been established.

Donated goods and supplies -

Donated goods consist of donated health service equipment and tools inventory and are valued at fair market value at the date of donation. Items which have not yet been distributed to a recipient are capitalized as inventory, shown on the Statement of Financial Position as Undesignated donated goods. The allowance for obsolete inventory is reviewed and calculated annually by management and is primarily used for computer hardware that is not in workable condition; if a piece of hardware is considered unusable it is then deducted from inventory at the same value at which it was originally recorded. There was no provision for obsolete inventory as of September 30, 2012 and 2011.

Furthermore, the Foundation reports donated goods and supplies contributions as temporarily restricted support when received as these goods are received with donor stipulations that limit their use. When the goods are designated by the Foundation to a potential recipient, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as a release from restriction.

As of September 30, 2012 and 2011, undesignated donated goods consisted of tools and equipment in the amounts of \$397,080 and \$142,224, respectively.

Property and equipment -

Property and equipment in excess of \$5,000 are capitalized and stated at cost. Property and equipment are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to five years. Leasehold improvements are amortized over the remaining life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred. Property and equipment purchased with federal funds are expensed and charged to the corresponding program.

Income taxes -

The Foundation is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. The Foundation is not a private foundation.

Uncertain tax positions -

In June 2006, the Financial Accounting Standards Board (FASB) released FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes. For the years ended September 30, 2012 and 2011, the Foundation has documented its consideration of FASB ASC 740-10 and determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements. Federal Form 990, *Return of Organization Exempt from Income Tax*, is subject to examination by the Internal Revenue Service, generally for three years after it is filed.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Net asset classification -

The net assets are reported in two self-balancing groups as follows:

- Unrestricted net assets include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of the Foundation and include both internally designated and undesignated resources.
- Temporarily restricted net assets include revenue and contributions subject to donorimposed stipulations that will be met by the actions of the Foundation and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as net assets released from restrictions.

Grants and contributions -

Unrestricted and temporarily restricted contributions and grants are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

The Foundation receives funding under grants and contracts from the U.S. and foreign governments, international organizations and other grantors for direct and indirect program costs. This funding is subject to contractual restrictions, which must be met through incurring qualifying expenses for particular programs. Accordingly, such grants are considered exchange transactions and are recorded as unrestricted income to the extent that related expenses are incurred in compliance with the criteria stipulated in the grant agreements.

Grants receivable represents amounts due from funding organizations for reimbursable expenses incurred in accordance with the grant agreements. Grant funding received in advance of incurring the related expenses is recorded as a refundable advance.

Shipping reimbursements and subsidies -

Shipping reimbursements and subsidies represent financial contributions given to the Foundation to support the related costs of shipping health supplies, tools and equipment.

Use of estimates -

The preparation of the 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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (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 Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Foreign currency translation -

The dollar ("Dollars") is the functional currency for the Foundation's operations. Transactions in currencies other than Dollars are translated into Dollars at the rate of exchange in effect during the month of the transaction. The exchange gains resulting from such transactions totaled \$179,377 and \$68,116 for the years ended September 30, 2012 and 2011, respectively, and are included in other income on the Statement of Activities and Change in Net Assets.

Assets and liabilities denominated in non-U.S. currency are translated into Dollars at the exchange rate in effect at the date of the Statement of Financial Position.

Reclassification -

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. These reclassifications had no effect on the previously reported changes in net assets.

2. STRATEGIC DEVELOPMENT FUND

The Strategic Development Fund consisted of the following at September 30, 2012 and 2011, respectively:

	<u> </u>			2011		
	_Fa	air Value	Fa	air Value		
Cash and Cash Equivalents	\$	759,980	\$	759,600		

The Strategic Development Fund earned interest income of \$380 and \$682 during the years ended September 30, 2012 and 2011, respectively. Furthermore, the value of the Strategic Development Fund represents the aggregate amount reported as Board designated net assets (unrestricted), which are not subject to donor-imposed restrictions, but are designated for use by the Board of Trustees.

3. PROPERTY AND EQUIPMENT

Property and equipment consisted of the following at September 30, 2012 and 2011, respectively:

		2012	_	2011
Furniture and equipment Leasehold improvements Vehicles, software and other	\$ 	637,446 207,730 321,956	\$	605,486 259,015 256,687
Total property and equipment Less: Accumulated depreciation and amortization		1,167,132 (830,727)	_	1,121,188 (789,414)
NET PROPERTY AND EQUIPMENT	\$_	336,405	\$_	331,774

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

3. PROPERTY AND EQUIPMENT (Continued)

Depreciation and amortization expense totaled \$195,357 and \$197,167 during the years ended September 30, 2012 and 2011, respectively.

4. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at September 30, 2012 and 2011:

	_	2012		2011
Creating Economic Opportunities Strengthening Communities and Civil Society Responding to Natural Disasters	\$	633,999 264,854 487,416	\$	784,101 236,925 577,082
TOTAL TEMPORARILY RESTRICTED NET ASSETS	\$_	1,386,269	\$_	1,598,108

The following temporarily restricted net assets were released from donor restrictions by incurring programmatic expenses, thus satisfying the restricted purposes specified by the donors:

	_	2012	_	2011
Creating Economic Opportunities Strengthening Communities and Civil Society Responding to Natural Disasters	\$	7,196,662 68,108 125,638	\$	7,343,550 42,373 152,552
TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS	\$_	7,390,408	\$_	7,538,475

5. DONATED GOODS AND SUPPLIES

During the years ended September 30, 2012 and 2011, the Foundation was the beneficiary of donated goods, which allow the Foundation to provide greater resources for the benefit of its various programs.

The following donated goods have been included in temporarily restricted revenue during the years ended September 30, 2012 and 2011:

	2012		2011
Health Service Equipment	\$ 5,099,56	8 \$	4,922,294
Tools for Training	1,078,66	7	1,252,372
	\$ <u>6,178,23</u>	<u>5</u> \$	6,174,666

The following programs have benefited from the donated goods placed in service for the years ended September 30, 2012 and 2011:

	2012	2011
Creating Economic Opportunities	\$ <u>5,923,379</u>	\$ <u>6,776,659</u>

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

6. LEASE COMMITMENTS

The Foundation has entered into a non-cancelable operating lease agreement with the Organization for American States (see Note 10) for office space, which commenced on April 1, 2004 and through subsequent amendments, expires on March 31, 2013. The Foundation also acquired additional office space under an agreement that is currently set to expire on August 31, 2013.

In addition the Foundation has entered into an equipment lease (for a Xerox copier) that is set to expire in December 2013, and that liability is included in "accounts payable and accrued liabilities" in the Statement of Financial Position for the amounts of \$16,432 and \$29,260 as of September 30, 2012 and 2011, respectively. The cost of the leased asset was \$50,800 as of September 30, 2012 and 2011; the related accumulated amortization on this leased asset aggregated \$34,925 and \$22,225 as of September 30, 2012 and 2011, respectively.

Following is a schedule of the future minimum lease payments under the aforementioned leases:

Year Ending September 30,	Operating <u>Lease</u>		Equipment <u>Lease</u>		Total	
2013 2014	\$	287,279 -	\$ 	13,450 3,363	\$	300,729 3,363
	\$	287,279	\$	16,813	\$	304,092

The Foundation also leases office space in Haiti and Colombia under operating leases which are renewable annually as they do not require a long-term occupancy commitment. Rent expense (worldwide) for the years ended September 30, 2012 and 2011 totaled \$463,797 and \$448,485, respectively.

7. RETIREMENT PLAN

The Foundation maintains a defined contribution retirement savings plan for all qualified employees who have met certain length of service requirements. The Foundation makes contributions equal to 10% of eligible employees' base salaries. These contributions are immediately vested. Upon termination, death or retirement, employees are entitled to the current value of the contributions in their accounts. Retirement savings plan expenses totaled \$217,969 and \$214,282, for the years ended September 30, 2012 and 2011, respectively.

8. FOREIGN OPERATIONS

The Foundation maintains field offices in Colombia and Haiti, which are funded under awards from USAID, the State Department, the World Bank, corporate donors, local organizations and NGOs; these local offices provide the following: (1.) assistance to persons displaced by violence, (2.) vocational training for low-income people, (3.) agro forestry programs to promote soil conservation and reforestation, (4.) medical equipment and supplies to health care facilities, and (5.) tools for vocational training addressing the most critical needs of disaster victims and to better prepare them for future natural disasters. The future results of these programs could be adversely affected by a number of potential factors such as currency devaluation and/or changes in the political climate.

NOTES TO FINANCIAL STATEMENTS SEPTEMBER 30, 2012 AND 2011

9. CONTINGENCY

The Foundation receives grants from various agencies of the United States Government; such grants are subject to audit under the provisions of OMB Circular A-133. The ultimate determination of amounts received under the United States Government grants is based upon the allowance of costs reported to and accepted by the United States Government as a result of the audits. Audits in accordance with the provisions of OMB Circular A-133 have been completed for all required fiscal years through 2012. Until such audits have been accepted by the United States Government, there exists a contingency to refund any amount received in excess of allowable costs. Management is of the opinion that no material liability will result from such audits.

10. RELATED PARTY

The Foundation, while separate from the Organization of American States (OAS), has a working agreement with OAS (approved by the OAS General Assembly) under which the Foundation received (during the years ended September 30, 2012 and 2011) a grant of \$131,800 and \$102,949, respectively, for general operating support. In addition, under the agreement, the Permanent Council of the OAS may appoint a representative to the Foundation's Executive Committee and two of the 18 Trustees of the Foundation are officials of the OAS General Secretariat.

11. SUBSEQUENT EVENTS

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through April 16, 2013, the date the financial statements were issued