

**MANO A MANO
INTERNATIONAL
PARTNERS**

REPORT ON AUDIT

DECEMBER 31, 2017



LETHERT, SKWIRA, SCHULTZ & Co. LLP

CERTIFIED PUBLIC ACCOUNTANTS ♦ BUSINESS CONSULTANTS

Helping Business Conduct Business Since 1918

INDEPENDENT AUDITOR'S REPORT

**To the Board of Directors
of Mano A Mano International Partners**

We have audited the accompanying financial statements of **Mano A Mano International Partners** (a nonprofit organization), which comprise the statement of financial position as of **December 31, 2017**, and the related statements of activities and changes in net assets 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

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of **Mano A Mano International Partners** as of **December 31, 2017**, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited **Mano A Mano International Partners's** 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our reported dated June 18, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended **December 31, 2016**, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 13 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

November 15, 2018

Lethert, Skwira, Schultz & Co. LLP

LETHERT, SKWIRA, SCHULTZ & CO. LLP

MANO A MANO INTERNATIONAL PARTNERS

<u>INDEX</u>	<u>PAGE NO.</u>
Statements of Financial Position.....	1
Statements of Activities and Changes in Net Assets.....	2
Statements of Cash Flows.....	3
Notes to Financial Statements.....	4-12

SUPPLEMENTARY INFORMATION

Schedules of Functional Expenses.....	13
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MANO A MANO INTERNATIONAL PARTNERS

Statements of Financial Position

December 31, 2017

(with comparative totals for 2016)

	2017			2016
<u>ASSETS</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Total</u>
Cash	\$ 417,931	\$ 878,080	\$ 1,296,011	\$ 1,209,724
Contributions receivable, current (Note 3)	-	850,000	850,000	100,000
Inventory	13,470	490,673	504,143	208,316
Allowance for obsolescence	-	(24,500)	(24,500)	(10,100)
Short-term investments (Notes 4 and 5)	2,418,405	-	2,418,405	32,234
Prepayments	4,987	-	4,987	14,300
Employee advance	-	-	-	1,508
Total Current Assets	2,854,793	2,194,253	5,049,046	1,555,982
 <u>Property and Equipment</u>				
Land	234,800	-	234,800	234,800
Building	368,987	-	368,987	368,987
Building improvements	29,650	-	29,650	-
Vehicle	23,808	-	23,808	23,808
Total	657,245	-	657,245	627,595
Less: Accumulated depreciation	61,306	-	61,306	48,734
Total Property and Equipment	595,939	-	595,939	578,861
 Total Assets	\$ 3,450,732	\$ 2,194,253	\$ 5,644,985	\$ 2,134,843
 <u>LIABILITIES AND NET ASSETS</u>				
<u>Current Liabilities</u>				
Current maturities of long-term debt	13,988	-	13,988	13,399
Accounts payable	7,137	-	7,137	2,623
Accrued payroll and related	7,686	-	7,686	6,611
Accrued expenses	2,647	-	2,647	-
Total Current Liabilities	31,458	-	31,458	22,633
 <u>Long-Term Debt (Note 6)</u>				
Mortgage payable	290,352	-	290,352	301,799
Less: Debt issuance Costs	-	-	-	916
Total	290,352	-	290,352	300,883
Less: Current maturities	13,988	-	13,988	13,399
Total Long-Term Debt	276,364	-	276,364	287,484
 <u>Net Assets (Note 7)</u>	3,142,910	2,194,253	5,337,163	1,824,726
 TOTAL LIABILITIES AND NET ASSETS	\$ 3,450,732	\$ 2,194,253	\$ 5,644,985	\$ 2,134,843

The accompanying notes are an integral part of this financial statement.

MANO A MANO INTERNATIONAL PARTNERS
 Statements of Activities and Changes in Net Assets
 Year Ended **December 31, 2017**
 (with comparative totals for 2016)

	<u>2017</u>			<u>2016</u>
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Total</u>
<u>Support</u>				
Contributions	\$ 3,911,732	\$ 508,709	\$ 4,420,441	\$ 1,399,042
In-kind medical surplus, transportation and related	-	1,639,657	1,639,657	1,459,242
In-kind other	395,161	-	395,161	348,608
Miscellaneous	17,563	-	17,563	49,335
Investment income	212,269	-	212,269	2,236
Net Assets Released from Restrictions	<u>939,037</u>	<u>(939,037)</u>	<u>-</u>	<u>-</u>
Total Support	5,475,762	1,209,329	6,685,091	3,258,463
<u>Expenses</u>				
<u>Program Services</u>				
Program services	2,751,173	-	2,751,173	2,430,684
<u>Supporting Services</u>				
Management and general	207,568	-	207,568	181,460
Fund raising	213,913	-	213,913	170,176
Total Supporting Services	<u>421,481</u>	<u>-</u>	<u>421,481</u>	<u>351,636</u>
Total Expenses	<u>3,172,654</u>	<u>-</u>	<u>3,172,654</u>	<u>2,782,320</u>
Increase in Net Assets	2,303,108	1,209,329	3,512,437	476,143
Net Assets, Beginning of Year	<u>839,802</u>	<u>984,924</u>	<u>1,824,726</u>	<u>1,348,583</u>
Net Assets, End of Year	<u>\$ 3,142,910</u>	<u>\$ 2,194,253</u>	<u>\$ 5,337,163</u>	<u>\$ 1,824,726</u>

The accompanying notes are an integral part of this financial statement.

MANO A MANO INTERNATIONAL PARTNERS

Statements of Cash Flows
Year Ended **December 31, 2017**
(with comparative totals for 2016)

<u>Cash Flows From Operating Activities</u>	<u>2017</u>	<u>2016</u>
Increase in net assets	\$ 3,512,437	\$ 476,143
Adjustments to reconcile increase in net assets to net cash provided by operating activities:		
Depreciation	12,572	11,861
Amortization	916	916
Increase (decrease) in cash flows from:		
Contributions receivable	(750,000)	(89,101)
Inventory	(281,427)	46,807
Employee advances	1,508	(1,508)
Prepayments	9,313	1,130
Deposits	-	2,000
Accounts payable	4,514	(7,922)
Accrued payroll and related	1,075	1,780
Accrued expenses	2,647	-
Net Cash Provided by Operating Activities	2,513,555	442,106
<u>Net Cash Used by Investing Activities</u>		
Purchase of property and equipment	(29,650)	(3,150)
Short-term investments	(2,386,171)	(17,091)
Net Cash Used by Investing Activities	(2,415,821)	(20,241)
<u>Cash Flows Used by Financing Activities</u>		
Payments of long-term debt	(11,447)	(12,799)
Net Increase in Cash	86,287	409,066
Cash, Beginning of Year	1,209,724	800,658
Cash, End of Year	\$ 1,296,011	\$ 1,209,724

Supplemental Disclosures of Cash Flows Information

During the years ended **December 31, 2017** and 2016, the Organization made interest payments of **\$12,517** and \$13,343, respectively.

The accompanying notes are an integral part of this financial statement.

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

NOTE 1 NATURE OF ORGANIZATION

Mano A Mano International Partners(the "Organization) is guided by the simple premise that groups of committed individuals can reach across national boundaries to make a dramatic difference in the lives of others. The power of this premise has been demonstrated by the extent to which the Organization has grown. Mano a Mano was established in 1994 and has created an infrastructure for health care and economic development in hundreds of rural communities. This infrastructure is constructed, supported, and run by Bolivians. Mano a Mano accomplishes its work in Bolivia through three counterpart organizations which it helped create: Mano a Mano – Bolivia, which focuses on health and education; Mano a Mano - Nuevo Mundo (New World), which addresses the economic development aspect of its mission; and, Mano a Mano – Apoyo Aereo (Air Support), which provides emergency air rescue to rural communities and air transport for Mano a Mano and other organizations with similar missions. These organizations are headquartered in the Andean city of Cochabamba, located in the Department (state) of Cochabamba.

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
AND USE OF ACCOUNTING ESTIMATES****Financial Statement Presentation**

The financial statements have been prepared in conformity with the disclosure requirements of generally accepted accounting standards for not-for-profit organizations. Under these provisions, net assets and revenues, expenses, gains, and losses are classified on the existence or absence of donor imposed restrictions.

Accordingly, the Organization's net assets and changes thereto are classified and reported as follows:

Unrestricted net assets have no donor imposed restrictions, or the donor imposed restrictions have expired. Unrestricted net assets may be designated for specific purposes by the Board of Directors.

Temporarily restricted net assets have donor imposed restrictions that are satisfied either by the passage of time or expenditures that meet the donor specified purpose.

Permanently restricted net assets have donor imposed restrictions which do not expire.

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
AND USE OF ACCOUNTING ESTIMATES (CONTINUED)**

Accounting 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Organization considers all highly liquid debt instruments with an original maturity of three months or less to be cash equivalents.

Contributions Receivable

Donor restricted contributions are reported as increases in temporarily or permanently restricted net assets, depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets. Contributions that are restricted by the donor are reported as unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized.

Contributions receivable expected to be collected in greater than one year are reflected in the financial statements at the present value of their net realizable value, using risk-free interest rates applicable to the years in which the promises are to be received. Amortization of the discounts is recorded as contribution revenue.

Inventory

Inventory consists of donated and purchased medical supplies and crafts and is recorded at fair market value if donated or cost if purchased. The obsolescence reserve is set up to account for the decline in value on the items. Due to the quick turn around on inventory obsolescence reserve is estimated at the actual bad inventory. During the current year there was no obsolete inventory held at year-end.

Property and Equipment

Property and equipment are stated at cost less accumulated depreciation. Depreciation is provided on the straight-line method over the following estimated useful lives:

Building	40 Years
Vehicle	5 Years

Maintenance and repairs of property and equipment are charged to operations, and major renewals in excess of \$5,000 are capitalized.

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements

December 31, 2017 and 2016**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
AND USE OF ACCOUNTING ESTIMATES (CONTINUED)****Intangible Assets**

The Organization amortizes mortgage acquisition costs over the term of the mortgage.

Contributions

The Organization follows the "Accounting for Contributions Received and Contributions Made" standard, contributions are recognized when the donor makes a promise to give that is, in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the year in which the contributions are recognized. All other contributions are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Contributions are considered to be available for unrestricted use unless specifically restricted by the donor.

Donated Materials and Services

Donated materials are reflected as contributions in the financial statements at their estimated fair values at the date of receipt. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received. In-kind contributions, consisting primarily of medical supplies, totaled **\$2,034,818** and \$1,807,850 for the years ended **December 31, 2017** and 2016, respectively.

For the years ended **December 31, 2017** and 2016, the value of contributed services meeting the requirements for recognition in the financial statements was **\$395,161** and \$348,608, respectively.

Donated services, which consisted of 19,000 hours by volunteers, did not meet recognition criteria under generally accepted accounting principles and, accordingly, are not included in the Statements of Activities and Changes in Net Assets.

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements

December 31, 2017 and 2016

**NOTE 2 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
AND USE OF ACCOUNTING ESTIMATES (CONTINUED)**

Income Taxes

The Organization was granted tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and similar state provisions. The Organization is not classified as a private foundation. Accordingly, no provision for income taxes has been provided for in these financial statements.

The Organization follows a "more likely than not" criterion for recognizing the tax benefits. The Organization has identified no such exposures. The current tax years open are 2015 through 2017. During the upcoming 12 months, the Organization expects no material changes to occur related to Accounting for Uncertainty in Income Taxes. The Organization recognizes interest and penalties related to income taxes and accrued unrecognized tax benefits in interest and penalties. The amount of interest and penalties expensed totaled **\$0** and \$0 for the years ended **December 31, 2017** and 2016, respectively.

Functional Expense Allocation

The majority of expenses can generally be directly identified with the program or supporting service to which they relate and are charged accordingly. Other expenses by function are allocated to components of these services based on allocation measures determined by management.

Vacation Pay

Employees of the Organization earn a vested right to compensation for unused vacation and personal absence time. Accordingly, the Organization has made an accrual for vacation and personal absence compensation that employees have earned but have not taken.

NOTE 3 CONTRIBUTIONS RECEIVABLE

Contributions receivable at **December 31, 2017** and 2016, are measured at present value. No allowance for uncollectible receivables is deemed necessary by management. Collection of receivables is expected as follows:

	<u>2017</u>	<u>2016</u>
Due in one year	\$ 350,000	\$ 100,000
Due in two to five years	<u>500,000</u>	<u>-</u>
Total Contributions Receivable	\$ <u>850,000</u>	\$ <u>100,000</u>

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

NOTE 4 INVESTMENTS

As of **December 31, 2017** and 2016, the Organization held investments as follows:

	2017			2016		
	<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain</u>	<u>Cost</u>	<u>Market Value</u>	<u>Unrealized Gain</u>
Mutual Funds	\$ 2,269,905	\$ 2,418,405	\$ 148,500	\$ -	\$ -	\$ -
Common Stock	\$ -	\$ -	\$ -	\$ 32,234	\$ 32,234	\$ -

NOTE 5 FAIR VALUE MEASUREMENTS

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted market prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy are described as follows:

Level 1 Inputs to the valuation methodology are unadjusted quoted market prices for identical assets or liabilities in active markets that the Organization has the ability to access.

Level 2 Inputs to the valuation methodology include:

- quoted prices for similar assets or liabilities in active markets
- quoted prices for identical or similar assets or liabilities in inactive markets
- inputs other than quoted prices that are observable for the asset or liability
- inputs that are derived principally from or corroborated by observable market data by correlation or other means

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability

Level 3 Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

Following is a description of the valuation methodologies used for assets measured at fair value. There have been no changes in the methodologies used at **December 31, 2017** and 2016.

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

NOTE 5 FAIR VALUE MEASUREMENTS (CONTINUED)

Level 1 Fair Value Measurements

The fair value of common stock is based on quoted net assets values of the shares held by the Organization at year-end.

The Organization's investments are reported at fair value in the accompanying Statements of Financial Position.

	<u>Fair Value</u>	Quoted Prices in Active Markets for Identical Assets <u>(Level 1)</u>
<u>December 31, 2017</u>		
Mutual Funds		
Growth	\$ 369,001	\$ 369,001
Blended	1,070,288	1,070,288
Money Market	188,968	188,968
Fixed Income	790,148	790,148
Total	<u>\$ 2,418,405</u>	<u>\$ 2,418,405</u>
<u>December 31, 2016</u>		
Stocks		
Industrial goods	\$ 32,234	\$ 32,234

NOTE 6 LONG-TERM DEBT

Long-term debt consists of the following:

	<u>2017</u>	<u>2016</u>
Mortgage payable to bank bearing interest at 4.25% with monthly installments of \$2,179, matures December, 2032. Secured by land and building.	\$ 290,352	\$ 301,799
Less: Unamortized debt issuance costs	-	916
Less: Current maturities	<u>13,988</u>	<u>13,399</u>
Total Long-Term Debt	<u>\$ 276,364</u>	<u>\$ 287,484</u>

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

NOTE 6 LONG-TERM DEBT (CONTINUED)

The aggregate annual maturities of long-term debt at **December 31, 2017**, are as follows:

<u>Year Ended December 31,</u>	<u>Amount</u>
2018	\$ 13,988
2019	14,603
2020	15,213
2021	15,913
2022	16,612
After 2022	<u>200,035</u>
	<u><u>\$ 276,364</u></u>

NOTE 7 TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consist of the following:

	<u>2017</u>	<u>2016</u>
Constructing, equipping, and staffing health clinics in Bolivia	\$ 193,836	\$ 123,960
Garden project and miscellaneous	1,036,435	626,194
Emergency air	497,809	32,896
Medical inventory	<u>466,173</u>	<u>201,874</u>
Total Temporarily Restricted Net Assets	<u>\$ 2,194,253</u>	<u>\$ 984,924</u>

Corresponding assets were as follows:

	<u>2017</u>	<u>2016</u>
Cash	\$ 878,080	\$ 684,280
Accounts payable	-	(1,230)
Contributions receivable	850,000	100,000
Inventory - medical supplies	<u>466,173</u>	<u>201,874</u>
Total Temporarily Restricted Net Assets	<u>\$ 2,194,253</u>	<u>\$ 984,924</u>

NOTE 8 RELATED PARTY TRANSACTIONS

The president of the Board of the Organization is an honorary board member of Mano a Mano - Bolivia, Mano a Mano - Apoyo Aereo, and Mano a Mano - Nuevo Mundo. These organizations, which are located in Bolivia, are recipients of grants from the Organization. As an honorary board member, the president has veto power over any disbursements that are contrary to the mission of the Organization.

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

NOTE 8 RELATED PARTY TRANSACTIONS (CONTINUED)

Grants paid to the recipient organizations were as follows for the years ended December 31:

	<u>2017</u>	<u>2016</u>
Mano a Mano - Bolivia	\$ 188,924	\$ 158,177
Mano a Mano - Apoyo Aereo	119,116	41,299
Mano a Mano - International	200,208	190,889
Mano a Mano - Nuevo Mundo	<u>467,172</u>	<u>196,000</u>
Total Related Party Grants	\$ <u>975,420</u>	\$ <u>586,365</u>

NOTE 9 OPERATING LEASES

The Organization had a copier lease signed in 2013 for sixty months at \$111 per month. This is an operating lease.

The following is a schedule of future minimum lease payments under operating leases:

<u>Year Ended December 31,</u>	<u>Amount</u>
2018	\$ <u>222</u>

NOTE 10 COMMITMENTS AND CONTINGENCIES

During the years ended **December 31, 2017** and 2016, one donor accounted for **38%** and 21%, respectively, of the Organization's support and revenues.

NOTE 11 CONCENTRATIONS OF CREDIT RISK ARISING FROM CASH DEPOSITED IN EXCESS OF INSURED LIMITS

Financial instruments that potentially subject the Organization to concentrations of credit risk consist principally of cash. The Organization maintains its cash balances at two financial institutions. Accounts at these institutions are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. Accounts at other institutions may be privately insured.

At **December 31, 2017** and 2016, amounts not insured by the FDIC were approximately **\$1,036,695** and \$969,100, respectively.

NOTE 12 NEW ACCOUNTING PRONOUNCEMENTS

MANO A MANO INTERNATIONAL PARTNERS

Notes to Financial Statements
December 31, 2017 and 2016

NOTE 12 NEW ACCOUNTING PRONOUNCEMENTS (CONTINUED)

The Financial Accounting Standards Board has issued an accounting standard that will result in significant changes to financial reporting and disclosures for nonprofit organizations. The amendments are intended to make immediate improvements that address complexity of net asset classifications, clarify on information regarding liquidity and availability of cash, transparency in reporting of financial performance measures, consistency in reporting expenses by function and nature and utility of the statement of cash flows. The provision of this statement are effective for the Organization's financial statements for the year beginning after December 31, 2018.

The Financial Accounting Standards Board has issued an accounting standard that will result in changes to the timing of when a Organization will recognize income. Revenues will be recognized when the promised goods or services are transferred to its customers in an amount that reflects the consideration to which the Organization expects to be entitled in exchange for those goods or services. This standard also included expanded disclosure requirements that result in an entity providing users of financial statements with comprehensive information about the nature, amount, timing and uncertainty of revenue and cash flows arising from the Organization's contracts with customers. The provisions of this statement are effective for the Organization's financial statements for the year ending December 31, 2019.

NOTE 13 SUBSEQUENT EVENTS

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through **November 15, 2018**, the date the financial statements were available to be issued.

MANO A MANO INTERNATIONAL PARTNERS
Schedules of Functional Expenses
Year Ended **December 31, 2017**
(with comparative totals for 2016)
(See Independent Auditor's Report on Additional Information)

	<u>2017</u>			<u>2016</u>	
	<u>Program Services</u>	<u>Management and General</u>	<u>Fund Raising</u>	<u>Total</u>	<u>Total</u>
Salaries	\$ 242,713	\$ 123,939	\$ 149,759	\$ 516,411	\$ 482,922
Employee benefits	3,135	1,529	2,625	7,289	5,132
Payroll taxes	4,866	2,376	4,074	11,316	11,261
Total Salaries and Related Benefits	250,714	127,844	156,458	535,016	499,315
Donated materials	-	14,400	-	14,400	(2,700)
Grants to Bolivia	2,333,732	-	-	2,333,732	2,102,382
Professional services	7,593	10,750	639	18,982	24,532
Office supplies	938	1,213	606	2,757	2,446
Other supplies	1,817	1,211	3,702	6,730	3,045
Telephone	1,652	1,152	2,203	5,007	4,521
Postage	227	124	1,200	1,551	2,242
Occupancy costs	358	4,122	-	4,480	19,817
Utilities	784	9,019	-	9,803	8,274
Repairs and maintenance	478	5,491	-	5,969	9,075
Printing and publications	4,075	2,803	5,859	12,737	6,248
Travel	124,835	-	-	124,835	55,220
Vehicle expense	608	785	393	1,786	931
Interest	4,130	2,879	5,508	12,517	13,343
Bank charges	1,966	1,230	2,407	5,603	533
Payroll fees	721	972	109	1,802	1,509
Insurance	4,549	5,685	6,011	16,245	12,943
Real estate taxes	40	26	34	100	3,838
Miscellaneous	-	15,540	-	15,540	567
Volunteer expenses	2,457	-	-	2,457	1,540
Fund raising expenses	-	-	26,169	26,169	(78)
Amortization	366	229	321	916	916
Other expenses	332	208	408	948	-
Depreciation	8,801	1,885	1,886	12,572	11,861
Total Expenses	\$ 2,751,173	\$ 207,568	\$ 213,913	\$ 3,172,654	\$ 2,782,320