

Combined Financial Statements Together with  
Report of Independent Certified Public Accountants

**SMILE TRAIN, INC. AND AFFILIATES**

June 30, 2017 and 2016

# SMILE TRAIN, INC. AND AFFILIATES

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## **REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS**

To the Board of Directors  
**Smile Train, Inc. and Affiliates:**

### **Report on the financial statements**

We have audited the accompanying combined financial statements of Smile Train, Inc. and Affiliates (“Smile Train”), which comprise the combined statements of financial position as of June 30, 2017 and 2016, and the related combined statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the combined financial statements.

### **Management’s responsibility for the 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 combined 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 combined financial statements based on our audits. We conducted our audits 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 combined financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor’s judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to Smile Train’s preparation and fair presentation of the combined 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 Smile Train’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 combined 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 combined financial statements referred to above present fairly, in all material respects, the financial position of Smile Train, Inc. and Affiliates as of June 30, 2017 and 2016, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

**Supplementary information**

Our audits were conducted for the purpose of forming an opinion on the combined financial statements as a whole. The supplemental Combining Schedule of Financial Position and Combining Schedule of Activities and Changes in Net Assets as of and for the year ended June 30, 2017 are presented for purposes of additional analysis and are not a required part of the combined financial statements. Such supplementary information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the combined financial statements. The information has been subjected to the auditing procedures applied in the audits of the combined financial statements and certain additional procedures. These additional procedures included comparing and reconciling the information directly to the underlying accounting and other records used to prepare the combined financial statements or to the combined financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the supplementary information is fairly stated, in all material respects, in relation to the combined financial statements as a whole.



New York, New York  
May 14, 2018

**SMILE TRAIN, INC. AND AFFILIATES**  
**Combined Statements of Financial Position**  
**As of June 30, 2017 and 2016**

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<b>ASSETS</b>	<b>2017</b>	<b>2016</b>
Cash and cash equivalents	\$ 9,879,067	\$ 18,472,484
Investments	275,739,064	246,551,056
Contributions receivable, net	1,103,267	1,049,642
Prepaid expenses and other assets	1,870,415	1,115,551
Property and equipment, net	<u>17,174,239</u>	<u>935,874</u>
Total assets	<u>\$ 305,766,052</u>	<u>\$ 268,124,607</u>
 <b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Grants and contracts payable	\$ 4,345,877	\$ 3,536,464
Accounts payable and accrued expenses	3,325,044	3,673,342
Deferred rent payable	<u>28,632</u>	<u>57,264</u>
Total liabilities	<u>7,699,553</u>	<u>7,267,070</u>
 <b>NET ASSETS</b>		
Unrestricted	297,445,807	260,246,940
Temporarily restricted	<u>620,692</u>	<u>610,597</u>
Total net assets	<u>298,066,499</u>	<u>260,857,537</u>
Total liabilities and net assets	<u>\$ 305,766,052</u>	<u>\$ 268,124,607</u>

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

**SMILE TRAIN, INC. AND AFFILIATES**  
**Combined Statement of Activities and Changes in Net Assets**  
For the year ended June 30, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>SUPPORT AND REVENUE</b>			
Contributions	\$ 88,713,262	\$ 955,734	\$ 89,668,996
Contributions in-kind	76,411,550	-	76,411,550
Investment income, net	25,801,189	-	25,801,189
Other income	4,151,112	-	4,151,112
Loss in currency transactions	(85,330)	-	(85,330)
Net assets released from restriction:			
Satisfaction of purpose restrictions	<u>945,639</u>	<u>(945,639)</u>	<u>-</u>
Total support and revenue	<u>195,937,422</u>	<u>10,095</u>	<u>195,947,517</u>
<b>EXPENSES</b>			
Program services:			
Treatment	110,276,927	-	110,276,927
Training	1,188,554	-	1,188,554
Public education	<u>21,884,671</u>	<u>-</u>	<u>21,884,671</u>
Total program services	<u>133,350,152</u>	<u>-</u>	<u>133,350,152</u>
Support services:			
Management and general	2,091,677	-	2,091,677
Fundraising	<u>23,296,726</u>	<u>-</u>	<u>23,296,726</u>
Total supporting services	<u>25,388,403</u>	<u>-</u>	<u>25,388,403</u>
Total expenses	<u>158,738,555</u>	<u>-</u>	<u>158,738,555</u>
Changes in net assets	37,198,867	10,095	37,208,962
Net assets, beginning of year	<u>260,246,940</u>	<u>610,597</u>	<u>260,857,537</u>
Net assets, end of year	<u>\$ 297,445,807</u>	<u>\$ 620,692</u>	<u>\$ 298,066,499</u>

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

**SMILE TRAIN, INC. AND AFFILIATES**  
**Combined Statement of Activities and Changes in Net Assets**  
**For the year ended June 30, 2016**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>SUPPORT AND REVENUE</b>			
Contributions	\$ 86,009,378	\$ 641,704	\$ 86,651,082
Contributions in-kind	63,463,514	-	63,463,514
Investment loss, net	(6,086,977)	-	(6,086,977)
Other income	490,298	-	490,298
Loss in currency transactions	(148,828)	-	(148,828)
Net assets released from restriction:			
Satisfaction of purpose restrictions	<u>627,029</u>	<u>(627,029)</u>	<u>-</u>
Total support and revenue	<u>144,354,414</u>	<u>14,675</u>	<u>144,369,089</u>
<b>EXPENSES</b>			
Program services:			
Treatment	104,565,641	-	104,565,641
Training	1,321,074	-	1,321,074
Public education	<u>12,834,183</u>	<u>-</u>	<u>12,834,183</u>
Total program services	<u>118,720,898</u>	<u>-</u>	<u>118,720,898</u>
Support services:			
Management and general	2,124,721	-	2,124,721
Fundraising	<u>22,626,740</u>	<u>-</u>	<u>22,626,740</u>
Total supporting services	<u>24,751,461</u>	<u>-</u>	<u>24,751,461</u>
Total expenses	<u>143,472,359</u>	<u>-</u>	<u>143,472,359</u>
Changes in net assets	882,055	14,675	896,730
Net assets, beginning of year	<u>259,364,885</u>	<u>595,922</u>	<u>259,960,807</u>
Net assets, end of year	<u>\$ 260,246,940</u>	<u>\$ 610,597</u>	<u>\$ 260,857,537</u>

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

**SMILE TRAIN, INC. AND AFFILIATES**  
**Combined Statement of Functional Expenses**  
For the year ended June 30, 2017

	Program Services				Supporting Services			
	Treatment	Training	Public Education	Total	Management and General	Fundraising	Total	Total
Grants	\$ 3,171,458	\$ 555,048	\$ 509,499	\$ 4,236,005	\$ -	\$ -	\$ -	\$ 4,236,005
Contracts with treatment partners	101,074,513	-	-	101,074,513	-	-	-	101,074,513
Medical advisory services	344,289	-	-	344,289	-	-	-	344,289
Salaries and employee benefits	1,942,410	398,690	507,678	2,848,778	1,222,747	4,262,824	5,485,571	8,334,349
Professional fees	1,916,446	67,538	81,726	2,065,710	375,833	568,527	944,360	3,010,070
Rents	424,402	72,328	87,523	584,253	250,269	438,757	689,026	1,273,279
Office expenses	421,114	61,682	74,641	557,437	178,626	406,600	585,226	1,142,663
Repairs and maintenance	225,198	8,258	9,993	243,449	15,900	50,067	65,967	309,416
Travel, food, and other	624,016	1,222	1,479	626,717	2,140	307,040	309,180	935,897
Printed program material and services	4,280	-	15,104,361	15,108,641	2,769	12,560,690	12,563,459	27,672,100
Advertising	1,555	-	5,478,986	5,480,541	-	4,558,004	4,558,004	10,038,545
Depreciation and amortization	127,246	23,788	28,785	179,819	43,393	144,217	187,610	367,429
Total	<u>\$ 110,276,927</u>	<u>\$ 1,188,554</u>	<u>\$ 21,884,671</u>	<u>\$ 133,350,152</u>	<u>\$ 2,091,677</u>	<u>\$ 23,296,726</u>	<u>\$ 25,388,403</u>	<u>\$ 158,738,555</u>

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



**SMILE TRAIN, INC. AND AFFILIATES**  
**Combined Statement of Functional Expenses**  
For the year ended June 30, 2016

	Program Services				Supporting Services			
	Treatment	Training	Public Education	Total	Management and General	Fundraising	Total	Total
Grants	\$ 2,185,160	\$ 711,349	\$ 493,770	\$ 3,390,279	\$ -	\$ -	\$ -	\$ 3,390,279
Contracts with treatment partners	96,660,141	-	-	96,660,141	-	-	-	96,660,141
Medical advisory services	144,658	-	-	144,658	-	-	-	144,658
Salaries and employee benefits	1,930,537	383,841	428,673	2,743,051	996,750	3,740,167	4,736,917	7,479,968
Professional fees	1,803,091	63,461	77,642	1,944,194	611,636	169,459	781,095	2,725,289
Rents	437,921	68,363	83,640	589,924	176,890	400,001	576,891	1,166,815
Office expenses	449,917	58,899	72,061	580,877	273,530	371,415	644,945	1,225,822
Repairs and maintenance	251,579	10,748	13,150	275,477	16,715	62,680	79,395	354,872
Travel, food, and other	567,975	871	1,065	569,911	14,846	277,909	292,755	862,666
Printed program material and services	353	-	8,013,735	8,014,088	-	13,008,511	13,008,511	21,022,599
Advertising	7,153	805	3,622,629	3,630,587	-	4,464,001	4,464,001	8,094,588
Depreciation and amortization	127,156	22,737	27,818	177,711	34,354	132,597	166,951	344,662
Total	<u>\$ 104,565,641</u>	<u>\$ 1,321,074</u>	<u>\$ 12,834,183</u>	<u>\$ 118,720,898</u>	<u>\$ 2,124,721</u>	<u>\$ 22,626,740</u>	<u>\$ 24,751,461</u>	<u>\$ 143,472,359</u>

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

**SMILE TRAIN, INC. AND AFFILIATES**  
**Combined Statements of Cash Flows**  
**For the years ended June 30, 2017 and 2016**

	<u>2017</u>	<u>2016</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Changes in net assets	\$ 37,208,962	\$ 896,730
Adjustments to reconcile changes in net assets to net cash provided by operating activities:		
Depreciation and amortization	367,429	344,662
Loss on sale of land	4,176	-
Net (appreciation) depreciation on investments	(20,708,678)	12,702,883
Donated securities	(2,121,552)	(607,564)
Donated land, furniture and equipment	(127,900)	(64,800)
Increase in contributions receivable	(53,625)	(343,387)
(Increase) decrease in prepaid expenses and other assets	(754,864)	1,203,634
Increase (decrease) in grants and contracts payable	809,413	(2,172,611)
(Decrease) increase in accounts payable and accrued expenses	(348,298)	1,905,404
Decrease in deferred rent payable	(28,632)	(28,598)
	<u>14,246,431</u>	<u>13,836,353</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of securities	(296,078,089)	(188,750,470)
Proceeds from sale of securities	289,720,311	182,223,513
Purchase of condominium	(16,807,507)	-
Proceeds from sale of land	355,824	-
Purchases of furniture and equipment	(30,387)	(102,153)
	<u>(22,839,848)</u>	<u>(6,629,110)</u>
Net cash used in investing activities	<u>(22,839,848)</u>	<u>(6,629,110)</u>
Net (decrease) increase in cash and cash equivalents	(8,593,417)	7,207,243
Cash and cash equivalents, beginning of year	<u>18,472,484</u>	<u>11,265,241</u>
Cash and cash equivalents, end of year	<u>\$ 9,879,067</u>	<u>\$ 18,472,484</u>

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

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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**1. ORGANIZATION**

**Nature of Operations**

Smile Train, Inc. and Affiliates (“Smile Train”) is an international children’s charity with a sustainable approach to a single, solvable problem: cleft lip and palate. Millions of children in developing countries with untreated clefts live in isolation, but more importantly, have difficulty eating, breathing and speaking. Cleft repair surgery is simple, and the transformation is immediate. Our sustainable model provides training, funding and resources to empower local doctors in 85+ developing countries to provide 100%-free cleft repair surgery and comprehensive cleft care in their own communities.

The Smile Train UK (“UK”), a non-profit organization, was incorporated in March 2006 under the laws of the United Kingdom as an affiliate of Smile Train, Inc. The Smile Train UK Trading Company Limited was incorporated in June 2014 under the Companies Act 2006 as a private company that is limited by shares with UK as the sole member.

The Smile Train Canada (“Canada”) was incorporated in July 2008 as a corporation without share capital under the Canada Corporations Act. On July 4, 2015, Smile Train Canada’s charitable status was revoked and the entity was dissolved during fiscal 2016.

The Smile Train India (“India”) was incorporated in August 2009 as a not-for-profit company under Section 25 of the Indian Companies Act 1956 as an affiliate of Smile Train, Inc.

The Smile Train Stiftung (“Germany”) was incorporated in October 2008 under civil law.

The Smile Train, Inc. Beijing Representative Office (“BRO”) was established in December 2013 as a non-governmental organization in China.

Yayasan Smile Train Indonesia (“Indonesia”) was incorporated as a Foundation in October 2014 pursuant to Pancasila and the 1945 Constitution of the Republic of Indonesia.

Smile Train Inc. established a branch office in the International Humanitarian City, Dubai, UAE in December 2014.

Smile Train Philippines Foundation, Inc. (“Philippines”) was incorporated as a non-stock, non-profit organization in April 2016 in accordance with the Corporation Code of the Philippines (Batas Pambansa Blg.68).

Associação Smile Train Brasil (“Brazil”) was incorporated in June 2015 as a private, non-profit organization, organized under Brazilian Laws for charitable and philanthropic purposes. UK, Canada, India, Germany, Indonesia, Philippines, and Brazil’s objectives are congruent with Smile Train’s mission. These objectives are achieved through an ongoing marketing campaign used to raise awareness and receive donations within the United Kingdom, Canada, India, Germany, Indonesia, Philippines, and Brazil. Donations, net of related costs, are then made to Smile Train, which has the infrastructure in place to carry out the collective mission.

Smile Train Real Estate LLC (“Real Estate”) was formed in March 2017 for the purpose of holding certain real estate assets, which were transferred to Real Estate from Smile Train, Inc. during the year ended June 30, 2017. Real Estate is a disregarded entity for tax purposes with Smile Train, Inc. being its sole

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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corporate member. The net assets and activities of Real Estate are reflected within the net assets and activities of Smile Train, Inc. on the accompanying combining schedules of financial position and activities and changes in net assets.

Smile Train France (“France”), Smile Train International, LLC, Fundación Smile Train Mexico, AC (“Mexico”), and The Smile Train Canada Foundation (“Canada Foundation”) are also affiliates of Smile Train, Inc. France was incorporated in October 2008 as a charity organization under the laws of the country. Smile Train International, LLC was formed in August 2013, exclusively to carry out the charitable and educational purposes of its sole member, Smile Train, Inc. Mexico was incorporated in February 2017 as a charity organization under the laws of the country. Canada Foundation was incorporated in September 2016 as a corporation without share capital under the Canada Corporations Act. These affiliates did not have any operating activities during the years ended June 30, 2017 and 2016.

**Tax Status**

The IRS has recognized Smile Train, Inc. as a public charity exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code (the “Code”); Smile Train has likewise obtained exemption from state and local taxes in New York and some other jurisdictions in which it operates.

The Smile Train UK is a registered charity and as such is potentially exempt from taxation on its income and gains, to the extent that they fall within the charity exemptions in the Corporation Tax Act 2010 or Section 256 Taxation of Chargeable Gains Act 1992. During the years ended June 30, 2017 and 2016, no tax charges arose from the charity’s commercial trading activities. The Smile Train UK Trading Company Limited is a private company and was established to carry the commercial trading activities of its sole member, The Smile Train UK.

Until July 5, 2015, The Smile Train Canada was classified as a registered charity as defined in paragraph 149(1)(f) of the Canada Corporations Act (the “Act”) and, therefore, was exempt from income taxes provided that it complies with donation and certain other requirements as specified by the Act.

Smile Train India is registered with the Indian Revenue Service in India but has no taxable income. Donations to this subsidiary are eligible for tax deductibility to the extent of 50% under Section 80G of the Indian Income Tax Act.

According to the certificate from the tax office in Munich, Germany, Smile Train Stiftung is recognized as a charitable foundation. Smile Train Stiftung exclusively and immediately serves non-profitable purposes according to Art. 51 et seqq. of the German fiscal code.

Yayasan Smile Train Indonesia is a non-profit institution in accordance with the Law Number 16 of 2001 as amended by Law Number 28 of 2004 concerning Foundation and all its amendment.

The Smile Train, Inc. Beijing Representative Office is a non-governmental organization and is subject to enterprise income tax and business tax pursuant to the Provisional Regulations of the People’s Republic of China. The BRO has been approved to use the actual income and costs and expenses tax return declaration method of the State Council which results in zero tax liability due to the nature of the BRO’s activities.

Smile Train Philippines Foundation, Inc. is registered as non-stock, non-profit organization, the Foundation falls under Section 30(E) of the Republic Act No. 8424, “An Act Amending the National Internal Revenue Code, as Amended, and for Other Purposes”. The receipts from activities conducted in pursuit of the

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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objectives for which the Foundation was established are exempt from income tax. However, any income arising from its real or personal properties, or from activities conducted for profit, regardless of the disposition made of such income, is subject to income tax.

**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Basis of Presentation**

The classification of Smile Train's net assets are based on the existence or absence of donor imposed restrictions. Amounts for each of the three classes of net assets (unrestricted, temporarily restricted and permanently restricted) are displayed in the accompanying combined statements of financial position and changes in each of those classes of net assets are displayed in the accompanying combining statements of activities and changes in net assets. The combined financial statements of Smile Train have been prepared in accordance with U.S. generally accepted accounting principles ("US GAAP"), which require Smile Train to report information regarding its combined financial position and activities according to the following net asset classifications:

Unrestricted net assets

Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. The unrestricted net assets may be used at the discretion of Smile Train's management and the Board of Directors.

Temporarily restricted net assets

Net assets subject to donor-imposed stipulations that will be met by actions of Smile Train and/or the passage of time.

Permanently restricted net assets

Net assets which include donor-imposed restrictions that stipulate that the resources are to be maintained in perpetuity. Income earned on permanently restricted net assets is available to be used in the unrestricted or temporarily restricted net asset class, based on stipulations by the donors. As of June 30, 2017 and 2016, Smile Train did not have any permanently restricted net assets.

The combined financial statements include the accounts of Smile Train and its affiliates, UK, Canada, India Germany, Indonesia, Philippines and Brazil. All intercompany balances and transactions have been eliminated in combination.

**Cash and Cash Equivalents**

Smile Train considers all highly liquid investments purchased with original maturities of three months or less to be cash equivalents, except for those amounts that are held in the investment portfolio which are considered to be invested for long-term purposes.

**Concentrations of Credit**

Financial instruments which potentially subject Smile Train to concentrations of credit risk consist primarily of cash and cash equivalents and investments. Smile Train maintains cash and cash equivalents and investments in depository accounts with creditworthy, high-quality financial institutions which, at times, may exceed federally insured limits. Smile Train has not experienced, nor does it anticipate, any losses with respect to such accounts and believes it is not exposed to any significant credit risk related to its cash, cash equivalents or investments.

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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**Investments**

Investments are measured and reported at fair value. Changes in fair value are reported as net investment income in the accompanying combined statements of activities and changes in net assets.

The fair value of debt and equity securities with a readily determinable fair value is based on quotations obtained from national security exchanges. The fair value of non-U.S. Treasury debt securities is determined by a nationally recognized independent pricing service.

Purchases and sales of securities are reflected on a trade-date basis. Gains and losses on sales of securities are based on average cost and are recorded in the combined statements of activities in the period in which the securities are sold. Dividends are accrued based on the ex-dividend date. Interest is recognized as earned.

The alternative investments are carried at net asset value (“NAV”) per share as provided by the investment managers as of the reporting date. Smile Train’s management reviews and evaluates the values provided by the investment managers and agrees with the valuation methods and assumptions used in determining their estimated fair value. Due to the inherent uncertainties of these estimates, these values may differ from the values that would have been reported had a ready market for such investments existed. In 2017 and 2016, these estimated fair values represented approximately 3% of total investments, each year.

All investment securities are exposed to various risks such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the amounts reported in the combined statements of financial position.

**Fair Value Measurements**

Smile Train accounts for fair value measurements under the accounting standard that establishes a hierarchy for the inputs used to measure fair value based on the nature of the data input which generally range from quoted prices for identical instruments in a principal trading market (Level 1) to estimates determined using related market data (Level 3). Multiple inputs may be used to measure fair value.

- Level 1: Measurements that are most observable are based on quoted prices of identical instruments obtained from principal markets in which they are traded. Closing prices are both readily available and representative of fair value. Market transactions occur with sufficient frequency and volume to ensure liquidity.
- Level 2: Measurements derived indirectly from observable inputs or from quoted prices from markets that are less liquid. Measurements may consider inputs that other market participants would use in valuing a portfolio, quoted market prices for similar securities, interest rates, credit risks, and others.
- Level 3: Measurements that are least observable are estimated from related market data, determined from sources with little or no market activity for comparable contracts, or are positions with longer durations.

Inputs are used in applying the various valuation techniques and broadly refer to the assumption that market participants use to make valuation decisions, including assumptions about risk. Inputs may include price

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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information, volatility statistics, specific and broad credit data, liquidity statistics, and other factors. A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. However, the determination of what constitutes "observable" requires significant judgment by Smile Train's management. Smile Train considers observable data to be that market data that is readily available, regularly distributed or updated, reliable and verifiable, not proprietary, and provided by independent sources that are actively involved in the relevant market. The categorization of a financial instrument within the hierarchy is based upon the pricing transparency of the instrument and does not necessarily correspond to Smile Train's perceived risk of that instrument.

**Contributions Receivable**

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discount is included in contributions. Conditional promises to give are not included as support until the conditions are met. As of June 30, 2017 and 2016, Smile Train's contributions receivable consisted of unconditional promises to give that are expected to be collected within one year and Smile Train was not aware of any conditional promises.

**Surgery Advances**

Smile Train advances money to Smile Train partners to either establish or help sustain cleft treatment programs. Surgery advances are included in prepaid expenses and other assets in the accompanying combined statements of financial position.

**Property and Equipment, Net**

Smile Train capitalizes property and equipment in excess of \$1,000, which are stated at cost less accumulated depreciation and amortization, including costs incurred related to the purchase and renovation of its condominium. Management periodically evaluates whether events or circumstances have occurred indicating that the carrying amount of long-lived assets may not be recovered. Depreciation and amortization are calculated using the straight-line method over the lesser of the estimated useful lives of the assets or the lease term. The useful lives range from three to thirty-nine years. Maintenance and repair costs are expensed as incurred.

**Grants and Contracts Payable**

Grants and contracts payable include all unconditional awards that have been authorized prior to Smile Train's fiscal year end, but remain unpaid as of June 30, 2017 and 2016. Conditional grants are expensed and considered an obligation in the period the conditions are substantially satisfied.

**Contributions**

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions. When a donor's restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished) temporarily restricted net assets are reclassified to unrestricted net assets and reported in the combined statement of activities and changes in net assets as net assets released from restrictions.

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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**Contributions In-Kind**

Contributions in-kind include donated services, materials, use of facilities and equipment and are recorded at their fair value on the date of donation. Volunteers have also donated time to Smile Train's program services and fundraising campaigns. These services were not reflected in the accompanying combined statement of activities and changes in net assets because they do not meet the necessary criteria for recognition under US GAAP.

**Advertising**

Smile Train expenses the cost of advertising as incurred. Advertising expense was \$10,038,545 and \$8,094,588 for the years ended June 30, 2017 and 2016, respectively.

Smile Train received donated print, radio, online banners and television public service announcements with a fair value of \$12,123,156 and \$3,356,911 for the years ended June 30, 2017 and 2016, respectively. Such amounts, which are based upon information provided by third-party media services, are recorded at their estimated fair value determined on the date of contribution and are reported as contributions in-kind and public education program expense on the accompanying consolidated statements of activities and functional expenses.

**Donated Securities**

Donated securities are promptly sold and recorded at their fair values as of the date they are received.

**Functional Allocation**

The costs of providing program services and other activities of Smile Train have been classified on a functional basis in the combined statement of activities and changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management allocates the direct costs of its operations to its programs and services based upon the percentage of direct labor costs charged to each program and supporting services by Smile Train's staff.

**Use of Estimates**

The preparation of the combined financial statements in conformity with US GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**Foreign Currency Translation**

The functional currencies for the UK, Canada, India, Germany, Indonesia, Philippines and Brazil are the pound sterling, Canadian dollars, Indian rupees, Euros, Indonesian rupiah, Philippine Peso and Brazilian Real respectively. All elements of the combined financial statements are translated using the appropriate exchange rate. For assets and liabilities, the exchange rate at the date of the combined statement of financial position is used. For support and revenues, expenses, and gains and losses, an appropriately weighted average exchange rate for the period is used to translate those amounts.

**Income Taxes**

Smile Train, Inc. follows guidance that clarifies the accounting for uncertainty in tax positions taken or expected to be taken in a tax return, including issues relating to financial statement recognition and measurement. This guidance provides that the tax effects from an uncertain tax position can only be



**SMILE TRAIN, INC. AND AFFILIATES**  
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**June 30, 2017 and 2016**

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recognized in the combined financial statements if the position is “more-likely-than-not” to be sustained if the position were to be challenged by a taxing authority. The assessment of the tax position is based solely on the technical merits of the position, without regard to the likelihood that the tax position may be challenged.

Smile Train, Inc. is exempt from income tax under IRC section 501(c)(3), though it is subject to tax on income unrelated to its exempt purpose, unless that income is otherwise excluded by the Code. Smile Train has processes presently in place to ensure the maintenance of its tax-exempt status; to identify and report unrelated income; to determine its filing and tax obligations in jurisdictions for which it has nexus; and to identify and evaluate other matters that may be considered tax positions. Smile Train has determined that there are no material uncertain tax positions that require recognition or disclosure in the combined financial statements.

**Subsequent Events**

Subsequent events have been evaluated through May 14, 2018, which is the date the combined financial statements were available to be issued. Smile Train is not aware of any subsequent event that would require recognition or disclosure in the combined financial statements.

**3. INVESTMENTS**

Investments held by Smile Train are reported at fair value and consisted of the following at June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Cash and cash equivalents	\$ 12,974,488	\$ 14,545,783
Equities - stocks and mutual funds	174,051,922	135,239,226
Fixed income - mutual funds	20,748,732	24,137,103
Real estate - mutual funds	2,522,908	5,694,989
Commodities - mutual funds	2,369,430	757,786
Arbitrage - mutual funds	5,451,863	2,086,717
Fixed income - government bonds	21,475,834	22,678,672
Fixed income - corporate bonds	30,100,724	32,383,585
Alternative assets - hedge funds	6,043,163	9,027,195
Total investments	<u>\$ 275,739,064</u>	<u>\$ 246,551,056</u>

Investment income (loss), net, for the years ended June 30, 2017 and 2016 consisted of the following:

	<u>2017</u>	<u>2016</u>
Interest and dividends	\$ 6,242,574	\$ 7,741,987
Net unrealized and realized gain (loss) on investments	20,708,678	(12,702,883)
Investment fees	(1,150,063)	(1,126,081)
	<u>\$ 25,801,189</u>	<u>\$ (6,086,977)</u>

**SMILE TRAIN, INC. AND AFFILIATES**  
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The following tables provide the fair value hierarchy of Smile Train's investments as of June 30, 2017 and 2016:

	<b>2017</b>			<b>Total</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Cash and cash equivalents				\$ 12,974,488
Equities - stocks	\$ 93,215,341	\$ -	\$ -	93,215,341
Equities - mutual funds:				
Domestic	71,231,069	-	-	71,231,069
International	9,605,512	-	-	9,605,512
Fixed income - mutual funds	20,748,732	-	-	20,748,732
Real estate - mutual funds	2,522,908	-	-	2,522,908
Commodities - mutual funds	2,369,430	-	-	2,369,430
Arbitrage - mutual funds	5,451,863	-	-	5,451,863
Fixed income - government bonds	-	21,475,834	-	21,475,834
Fixed income - corporate bonds	-	30,100,724	-	30,100,724
Total	<u>\$ 205,144,855</u>	<u>\$ 51,576,558</u>	<u>\$ -</u>	269,695,901
Investments measured at NAV				<u>6,043,163</u>
Total investments				<u>\$ 275,739,064</u>
	<b>2016</b>			<b>Total</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Cash and cash equivalents				\$ 14,545,783
Equities - stocks	\$ 57,870,418	\$ -	\$ -	57,870,418
Equities - mutual funds:				
Domestic	59,688,973	-	-	59,688,973
International	17,679,835	-	-	17,679,835
Fixed income - mutual funds	24,137,103	-	-	24,137,103
Real estate - mutual funds	5,694,989	-	-	5,694,989
Commodities - mutual funds	757,786	-	-	757,786
Arbitrage - mutual funds	2,086,717	-	-	2,086,717
Fixed income - government bonds	3,198,180	19,480,492	-	22,678,672
Fixed income - corporate bonds	-	32,383,585	-	32,383,585
Total	<u>\$ 171,114,001</u>	<u>\$ 51,864,077</u>	<u>\$ -</u>	237,523,861
Investments measured at NAV				<u>9,027,195</u>
Total investments				<u>\$ 246,551,056</u>

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
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The fixed income government bonds and fixed income corporate bonds employ a strategy of direct holdings of treasuries and fixed income positions to seek maximum total return consistent with the preservation of capital. The fair value estimates of such fixed income securities are based on observable market information rather than market quotes as of the measurement date. Accordingly, the estimates of fair value for such fixed income securities, are included in the fixed income securities amount disclosed in Level 2 of the hierarchy.

Smile Train's equity securities trade on a major exchange. Accordingly, such equity securities are disclosed in Level 1 of the hierarchy.

Smile Train invests in one hedge fund. This fund is not available to retail investors and is not publicly traded. The fair value estimate of this investment is based on NAV as provided by the respective investment manager. Because Smile Train uses NAV as a practical expedient for fair value, these investments are excluded from the fair value hierarchy.

Information with respect to redemption terms, strategies, risks and funding commitments for this investment as of June 30, 2017 and 2016 is as follows (in thousands):

2017							
Strategy	Significant Investment Strategy	NAV in Funds	\$ Amount of Unfunded Commitments	Timing of Draw Down Commitments	Redemption Frequency	Redemption Notice Period	Redemption Restrictions
Citi Hedge Fund (a)	Multi-strategy fund of hedge funds portfolio	\$ 6,043,163	\$ -	None	Quarterly	90 calendar days	N/A
2016							
Strategy	Significant Investment Strategy	NAV in Funds	\$ Amount of Unfunded Commitments	Timing of Draw Down Commitments	Redemption Frequency	Redemption Notice Period	Redemption Restrictions
Citi Hedge Fund (a)	Multi-strategy fund of hedge funds portfolio	\$ 6,698,836	\$ -	None	Quarterly	90 calendar days	N/A
Skybridge Multi-Advisor Hedge Fund (b)	Multi-strategy fund of hedge funds portfolio	2,328,359	-	None	Quarterly	90 calendar days	N/A
		<u>\$ 9,027,195</u>	<u>\$ -</u>				

- (a) The Citi hedge fund investment is a concentrated, multi-strategy fund of hedge fund portfolio that seeks to provide investors attractive long-term capital appreciation, with moderate volatility and correlation to the broad equity and fixed income markets. In order to manage the overall volatility of its investments, this series primarily invests with portfolio managers employing different investment strategies. Due to this investment objective, the investment is intended for investors who are willing to subject their principal to increased risk in order to potentially generate a greater rate of return. The investment has provisions for quarterly redemptions provided that notice is made in writing 90 days prior to the applicable withdrawal date.
- (b) Skybridge Multi-Advisor Hedge Fund is a multi-strategy fund of hedge fund portfolios that seeks to provide investors with attractive risk-adjusted returns over a three-to-five year investment horizon. To achieve the objectives of the fund, Skybridge will seek to allocate assets across certain hedge fund strategies. The investment has provisions for quarterly redemptions provided that notice is made in writing 90 days prior to the applicable withdrawal date.

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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**4. PROPERTY AND EQUIPMENT, NET**

Furniture and equipment, net, consisted of the following as of June 30:

	<u>2017</u>	<u>2016</u>
Land	\$ -	\$ 360,000
Condominium	16,807,507	-
Furniture and equipment	1,450,972	1,292,685
Leasehold improvements	<u>458,365</u>	<u>458,365</u>
Total	18,716,844	2,111,050
Less: accumulated depreciation	<u>(1,542,605)</u>	<u>(1,175,176)</u>
Furniture and equipment, net	<u>\$ 17,174,239</u>	<u>\$ 935,874</u>

Depreciation expense was \$367,429 and \$344,662 for the years ended June 30, 2017 and 2016.

In April 2017, Smile Train purchased a condominium located in New York, NY, which will serve as Smile Train's new headquarters, at a purchase price of \$16,807,507. Construction of the new office space is expected to be completed in May 2018.

**5. CONTRIBUTIONS IN-KIND**

Contributions in-kind consisted of the following for the years ended June 30, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Grants and contracts with treatment partners	\$ 61,626,197	\$ 59,371,837
Medical advisory services	931,523	640,312
Consulting services	38,312	20,987
Software	127,900	64,800
Advertising	12,136,156	3,365,578
Medical supplies	<u>1,551,462</u>	<u>-</u>
Total contributions in-kind	<u>\$ 76,411,550</u>	<u>\$ 63,463,514</u>

Grants and contracts with treatment partners consist of hospitals, doctors, and other providers performing surgeries and related services that are compensated at contract rates that are below the rates they charge based on their respective fee schedules. Smile Train adopted the policy of determining contributions of their services based on the excess of the fair value rates established on their fee schedules over the contract rates negotiated between them and Smile Train.

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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**6. TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets as of June 30, 2017 and 2016 are as follows:

	<u>2017</u>	<u>2016</u>
Treatment program services	\$ 614,692	\$ 538,025
Other	<u>6,000</u>	<u>72,572</u>
	<u>\$ 620,692</u>	<u>\$ 610,597</u>

During the years ended June 30, 2017 and 2016, net assets were released from donor restrictions (by incurring expenses satisfying the restrictions) as follows:

	<u>2017</u>	<u>2016</u>
Treatment program services	\$ 879,067	\$ 455,744
Other	<u>66,572</u>	<u>171,285</u>
	<u>\$ 945,639</u>	<u>\$ 627,029</u>

**7. ALLOCATION OF JOINT COSTS**

Smile Train conducts direct mail campaigns and print advertising that include a program/educational component, along with the request for contributions. The costs of conducting these joint activities were allocated as follows:

	<u>2017</u>	<u>2016</u>
Program (education)	\$ 8,119,238	\$ 7,816,433
Fundraising	<u>6,139,743</u>	<u>6,000,946</u>
Total joint costs	14,258,981	13,817,379
Direct program	12,469,944	3,828,242
Direct fundraising	<u>10,981,720</u>	<u>11,471,566</u>
Total	<u>\$ 37,710,645</u>	<u>\$ 29,117,187</u>

**8. SPECIAL EVENTS**

Smile Train held one event and two events during fiscal years 2017 and 2016, respectively, to raise money and awareness for children with clefts. The proceeds of which are included within contributions in the combined statements of activities and changes in net assets.

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

Proceeds received from these special events during the years ended June 30, 2017 and 2016 are as follows:

	<b>2017</b>		
	<u>Gross Proceeds</u>	<u>Direct Costs</u>	<u>Net</u>
World Smile Day	\$ 22,270	\$ (9,315)	\$ 12,955
	<b>2016</b>		
	<u>Gross Proceeds</u>	<u>Direct Costs</u>	<u>Net</u>
World Smile Day	\$ 16,510	\$ (16,527)	\$ (17)
An Evening of Smiles	43,114	(20,057)	23,057
Total	<u>\$ 59,624</u>	<u>\$ (36,584)</u>	<u>\$ 23,040</u>

**9. COMMITMENTS AND CONTINGENCIES**

**Operating Leases**

Smile Train has entered into several non-cancelable operating leases for its existing office locations, which expire at various dates through fiscal 2020.

As of June 30, 2017, the minimum future annual rental payments are as follows for the years ended June 30:

2018	\$ 1,155,458
2019	68,768
2020	<u>29,205</u>
	<u>\$ 1,253,431</u>

Rent expense for Smile Train Inc. and its affiliates was \$1,273,279 and \$1,166,815 for the years ended June 30, 2017 and 2016, respectively.

**Contingencies**

In the normal course of its operations, Smile Train is a party to various legal proceedings and complaints, some of which are covered by insurance. While it is not feasible to predict the ultimate outcomes of such matters, management of Smile Train is not aware of any claims or contingencies that would have a material adverse effect on Smile Train's combined financial position, changes in net assets or cash flows.

**10. RETIREMENT PLAN**

Smile Train Inc. established a defined contribution retirement plan, which covers all eligible full-time employees. Smile Train matches 100% of employees' contributions up to 6% of an employee's salary. Smile Train's contributions for the years ended June 30, 2017 and 2016, were \$272,182 and \$249,116, respectively.

**SMILE TRAIN, INC. AND AFFILIATES**  
**Notes to Combined Financial Statements**  
**June 30, 2017 and 2016**

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**11. RELATED-PARTY TRANSACTIONS**

Smile Train has a contractual agreement with a company to manage the cleft patients database (Smile Train Express) and to maintain Smile Train's medical website, medpro.smiletrain.org. For each of the years ended June 30, 2017 and 2016, Smile Train paid the company \$96,000. The principal shareholder of the company is related to the chairman of the board of directors of Smile Train, who also serves on the board of directors of the company.

**SUPPLEMENTARY INFORMATION**



**SMILE TRAIN, INC. AND AFFILIATES**  
**Combining Schedule of Financial Position**  
**As of June 30, 2017**

	Smile Train, Inc.	Smile Train Germany	Smile Train UK	Smile Train UK-TS	Smile Train Canada	Smile Train Indonesia	Smile Train India	Smile Train Philippines	Smile Train Brazil	Eliminations	Total
<b>ASSETS</b>											
Cash and cash equivalents	\$ 5,839,722	\$ 323,173	\$ 1,490,962	\$ 13,122	\$ -	\$ 821,330	\$ 1,349,263	\$ 10,218	\$ 31,277	\$ -	\$ 9,879,067
Investments	275,739,064	-	-	-	-	-	-	-	-	-	275,739,064
Contributions receivable	901,741	-	201,526	-	-	-	-	-	-	-	1,103,267
Due from affiliates	32,161	-	-	-	-	-	-	-	-	(32,161)	-
Prepaid expenses and other assets	1,814,435	-	21,914	-	-	9,576	24,489	1	-	-	1,870,415
Property and equipment, net	17,158,461	1,686	1,167	-	-	-	11,464	1,461	-	-	17,174,239
Total assets	<u>\$ 301,485,584</u>	<u>\$ 324,859</u>	<u>\$ 1,715,569</u>	<u>\$ 13,122</u>	<u>\$ -</u>	<u>\$ 830,906</u>	<u>\$ 1,385,216</u>	<u>\$ 11,680</u>	<u>\$ 31,277</u>	<u>\$ (32,161)</u>	<u>\$ 305,766,052</u>
<b>LIABILITIES AND NET ASSETS</b>											
<b>LIABILITIES</b>											
Grants and contracts payable	\$ 2,863,470	\$ -	\$ -	\$ -	\$ -	\$ 228,977	\$ 1,253,430	\$ -	\$ -	\$ -	\$ 4,345,877
Accounts payable and accrued expenses	2,858,696	33,456	393,110	3,502	-	5,477	23,827	3,138	3,838	-	3,325,044
Deferred rent liability	28,632	-	-	-	-	-	-	-	-	-	28,632
Due to affiliates	1,175	-	14,110	16,876	-	-	-	-	-	(32,161)	-
Total liabilities	<u>5,751,973</u>	<u>33,456</u>	<u>407,220</u>	<u>20,378</u>	<u>-</u>	<u>234,454</u>	<u>1,277,257</u>	<u>3,138</u>	<u>3,838</u>	<u>(32,161)</u>	<u>7,699,553</u>
<b>NET ASSETS (DEFICIT)</b>											
Unrestricted	295,112,919	291,403	1,308,349	(7,256)	-	596,452	107,959	8,542	27,439	-	297,445,807
Temporarily restricted	620,692	-	-	-	-	-	-	-	-	-	620,692
Total net assets (deficit)	<u>295,733,611</u>	<u>291,403</u>	<u>1,308,349</u>	<u>(7,256)</u>	<u>-</u>	<u>596,452</u>	<u>107,959</u>	<u>8,542</u>	<u>27,439</u>	<u>-</u>	<u>298,066,499</u>
Total liabilities and net assets	<u>\$ 301,485,584</u>	<u>\$ 324,859</u>	<u>\$ 1,715,569</u>	<u>\$ 13,122</u>	<u>\$ -</u>	<u>\$ 830,906</u>	<u>\$ 1,385,216</u>	<u>\$ 11,680</u>	<u>\$ 31,277</u>	<u>\$ (32,161)</u>	<u>\$ 305,766,052</u>

*This schedule should be read in conjunction with the accompanying report of independent certified public accounts and the combined financial statements and notes thereto.*

**SMILE TRAIN, INC. AND AFFILIATES**  
**Combining Schedule of Activities and Changes in Net Assets**  
**For the year ended June 30, 2017**

	Smile Train, Inc.			Smile Train UK			Smile Train Brazil	Smile Train Canada	Smile Train India	Smile Train Germany	Smile Train Indonesia	Smile Train Philippines	Eliminations	Combined Total		
	Temporarily		Total	Temporarily		Total	Unrestricted	Unrestricted	Unrestricted	Unrestricted	Unrestricted	Unrestricted	Eliminations	Unrestricted	Temporarily	
	Unrestricted	Restricted		Unrestricted	Restricted										Unrestricted	Restricted
Support and revenue:																
Contributions	\$ 85,188,591	\$ 850,487	\$ 86,039,078	\$ 7,188,829	\$ 105,247	\$ 7,294,076	\$ 61,103	\$ -	\$ 14,087,208	\$ 3,496,231	\$ 4,610,222	\$ 87,860	\$ (26,006,782)	\$ 88,713,262	\$ 955,734	\$ 89,668,996
Contributions in-kind	54,844,680	-	54,844,680	494,290	-	494,290	153,814	-	16,499,505	-	4,887,407	-	(468,146)	76,411,550	-	76,411,550
Investment income (loss)	25,801,189	-	25,801,189	-	-	-	-	-	-	-	-	-	-	25,801,189	-	25,801,189
Other income	4,143,292	-	4,143,292	89	-	89	-	-	6,610	-	1,121	-	-	4,151,112	-	4,151,112
(Loss) gain in currency transactions	(25,365)	-	(25,365)	(62,870)	-	(62,870)	(566)	-	(10,441)	13,463	1,224	(775)	-	(85,330)	-	(85,330)
Net assets released from restriction:																
Satisfaction of purpose restriction	824,430	(824,430)	-	121,209	(121,209)	-	-	-	-	-	-	-	-	945,639	(945,639)	-
<b>Total support and revenue</b>	<b>170,776,817</b>	<b>26,057</b>	<b>170,802,874</b>	<b>7,741,547</b>	<b>(15,962)</b>	<b>7,725,585</b>	<b>214,351</b>	<b>-</b>	<b>30,582,882</b>	<b>3,509,694</b>	<b>9,499,974</b>	<b>87,085</b>	<b>(26,474,928)</b>	<b>195,937,422</b>	<b>10,095</b>	<b>195,947,517</b>
Expenses:																
Program services:																
Treatment	90,518,809	-	90,518,809	5,265,579	-	5,265,579	163,881	-	29,521,193	2,147,182	8,624,449	42,616	(26,006,782)	110,276,927	-	110,276,927
Training	1,188,554	-	1,188,554	-	-	-	-	-	-	-	-	-	-	1,188,554	-	1,188,554
Public education	21,710,902	-	21,710,902	173,769	-	173,769	-	-	-	-	-	-	-	21,884,671	-	21,884,671
<b>Total program services</b>	<b>113,418,265</b>	<b>-</b>	<b>113,418,265</b>	<b>5,439,348</b>	<b>-</b>	<b>5,439,348</b>	<b>163,881</b>	<b>-</b>	<b>29,521,193</b>	<b>2,147,182</b>	<b>8,624,449</b>	<b>42,616</b>	<b>(26,006,782)</b>	<b>133,350,152</b>	<b>-</b>	<b>133,350,152</b>
Support services:																
Management and general	1,586,842	-	1,586,842	393,215	-	393,215	23,031	187	83,365	31,455	86,077	19,633	(132,128)	2,091,677	-	2,091,677
Fundraising	19,818,272	-	19,818,272	2,601,750	-	2,601,750	-	-	162,116	1,013,062	-	37,544	(336,018)	23,296,726	-	23,296,726
<b>Total support services</b>	<b>21,405,114</b>	<b>-</b>	<b>21,405,114</b>	<b>2,994,965</b>	<b>-</b>	<b>2,994,965</b>	<b>23,031</b>	<b>187</b>	<b>245,481</b>	<b>1,044,517</b>	<b>86,077</b>	<b>57,177</b>	<b>(468,146)</b>	<b>25,388,403</b>	<b>-</b>	<b>25,388,403</b>
<b>Total expenses</b>	<b>134,823,379</b>	<b>-</b>	<b>134,823,379</b>	<b>8,434,313</b>	<b>-</b>	<b>8,434,313</b>	<b>186,912</b>	<b>187</b>	<b>29,766,674</b>	<b>3,191,699</b>	<b>8,710,526</b>	<b>99,793</b>	<b>(26,474,928)</b>	<b>158,738,555</b>	<b>-</b>	<b>158,738,555</b>
Change in net assets	35,953,438	26,057	35,979,495	(692,766)	(15,962)	(708,728)	27,439	(187)	816,208	317,995	789,448	(12,708)	-	37,198,867	10,095	37,208,962
Net assets (deficit), beginning of year	259,159,481	594,635	259,754,116	1,993,859	15,962	2,009,821	-	187	(708,249)	(26,592)	(192,996)	21,250	-	260,246,940	610,597	260,857,537
Net assets, end of year	\$ 295,112,919	\$ 620,692	\$ 295,733,611	\$ 1,301,093	\$ -	\$ 1,301,093	\$ 27,439	\$ -	\$ 107,959	\$ 291,403	\$ 596,452	\$ 8,542	\$ -	\$ 297,445,807	\$ 620,692	\$ 298,066,499

*This schedule should be read in conjunction with the accompanying report of independent certified public accounts and the combined financial statements and notes thereto.*