

**WILD EARTH ALLIES  
FINANCIAL STATEMENTS  
DECEMBER 31, 2017**

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**KRONZEK, FISHER & LOPEZ, PLLC**  
*Certified Public Accountants*

WILD EARTH ALLIES

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of  
Wild Earth Allies  
Chevy Chase, MD

We have audited the accompanying financial statements of Wild Earth Allies (a nonprofit organization), which comprise the statement of financial position as of December 31, 2017, and the related statements of activities, functional expenses 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**

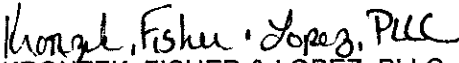
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about 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 Wild Earth Allies as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

  
KRONZEK, FISHER & LOPEZ, PLLC  
Washington, DC  
October 2, 2018

WILD EARTH ALLIES  
STATEMENT OF FINANCIAL POSITION  
DECEMBER 31, 2017

ASSETS

CURRENT ASSETS	
Cash and cash equivalents	\$ 528,542
Receivables	1,126,638
Prepaid expenses	93,750
	1,748,930
OTHER ASSETS	
Intangible assets, net	37,917
Deposits	18,745
	56,662
TOTAL ASSETS	\$ 1,805,592

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES	
Accounts payable & accrued expenses	\$ 196,992
Due to field	134,311
Security deposit held	850
	332,153
NON CURRENT LIABILITIES	
Deferred lease obligation (See Note 6)	557
	332,710
TOTAL LIABILITIES	332,710
NET ASSETS	
Unrestricted	929,785
Temporarily restricted	543,097
	1,472,882
TOTAL NET ASSETS	1,472,882
TOTAL LIABILITIES AND NET ASSETS	\$ 1,805,592

See accompanying notes to financial statements.

WILD EARTH ALLIES  
STATEMENT OF ACTIVITIES  
FOR THE YEAR ENDED DECEMBER 31, 2017

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
<b>REVENUE</b>			
Grants & contributions	\$ 1,667,674	\$ 470,983	\$ 2,138,657
Rental income	16,005	-	16,005
Other income	125	-	125
	<u>1,683,804</u>	<u>470,983</u>	<u>2,154,787</u>
Net assets released from: Satisfaction of program restrictions	<u>2,162,316</u>	<u>(2,162,316)</u>	<u>-</u>
<b>Total revenue</b>	<u>3,846,120</u>	<u>(1,691,333)</u>	<u>2,154,787</u>
<b>EXPENSES</b>			
<b>Program Services</b>			
Africa	644,959	-	644,959
Americas	468,426	-	468,426
Southeast Asia	1,780,054	-	1,780,054
Other Programs	41,710	-	41,710
Total program expenses	<u>2,935,149</u>	<u>-</u>	<u>2,935,149</u>
<b>Support Services</b>			
General & Administrative	200,697	-	200,697
Fundraising	62,754	-	62,754
Total support services	<u>263,451</u>	<u>-</u>	<u>263,451</u>
<b>Total expenses</b>	<u>3,198,600</u>	<u>-</u>	<u>3,198,600</u>
<b>CHANGE IN NET ASSETS</b>	647,520	(1,691,333)	(1,043,813)
<b>Beginning net assets</b>	<u>282,265</u>	<u>2,234,430</u>	<u>2,516,695</u>
<b>Ending net assets</b>	<u>\$ 929,785</u>	<u>\$ 543,097</u>	<u>\$ 1,472,882</u>

See accompanying notes to financial statements.

WILD EARTH ALLIES

STATEMENT OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2017

	Africa	Americas	Southeast Asia	Other Programs	Total Program	Gen. & Admin.	Fdrsg.	Total Expenses
Salaries	\$ 114,791	\$ 86,998	\$ 392,210	\$ 8,072	\$602,071	\$ 61,521	\$ 30,760	\$ 694,352
Payroll txs & benefits	28,073	20,517	80,956	1,870	131,416	15,325	7,663	154,404
Consultants	25,771	21,457	174,564	1,191	222,983	9,759	4,880	237,622
Professional fees	14,471	10,577	41,139	964	67,151	73,621	3,950	144,722
Field projects	393,332	284,986	843,104	25,832	1,547,254	-	-	1,547,254
Travel/meetings/wkshps	17,599	14,303	85,453	1,086	118,441	8,903	4,451	131,795
Supplies	11,472	1,364	31,863	124	44,823	1,019	509	46,351
Printing & duplicating	2,736	2,000	7,777	182	12,695	1,493	747	14,935
Postage & shipping	555	406	1,920	37	2,918	303	151	3,372
Occupancy	26,201	19,150	88,765	1,745	135,861	14,304	7,152	157,317
Communications	2,050	1,498	7,692	137	11,377	1,118	559	13,054
Insurance	-	-	-	-	-	7,193	-	7,193
License & registrations	1,130	826	3,213	75	5,244	617	309	6,170
Amortization expense	4,465	3,263	12,693	297	20,718	2,438	1,219	24,375
Miscellaneous	2,313	1,081	8,705	98	12,197	3,083	404	15,684
Totals	\$ 644,959	\$ 468,426	\$ 1,780,054	\$ 41,710	\$ 2,935,149	\$ 200,697	\$ 62,754	\$ 3,198,600

See accompanying notes to financial statements.

WILD EARTH ALLIES  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED DECEMBER 31, 2017

Cash flow from operating activities:	
Cash received from grants & contributions	\$ 2,568,761
Cash received from rental income	15,155
Cash received from other income	125
Cash paid to employees and vendors	<u>(3,688,924)</u>
Net cash used by operating activities	<u>(1,104,883)</u>
Cash flow from investing activities:	
Net cash flow from investing activities	-
Cash flow from financing activities:	
Net cash flow from financing activities	<u>-</u>
Net decrease in cash and cash equivalents	(1,104,883)
Cash and cash equivalents - January 1, 2017	<u>1,633,425</u>
Cash and cash equivalents - December 31, 2017	<u><u>\$ 528,542</u></u>
Reconciliation of decrease in net assets to net cash used by operating activities:	
Decrease in net assets	\$ (1,043,813)
Adjustments to reconcile decrease in net assets to net cash used by operating activities:	
Amortization	24,375
Changes in assets and liabilities:	
Decrease in receivables	430,104
Increase in prepaid expenses	(77,360)
Increase in deposits	(2,674)
Increase in accounts payable and accrued expenses	53,056
Decrease in due to field	(445,569)
Decrease in deferred rent	(850)
Decrease in deferred lease obligation	<u>(42,152)</u>
Net cash used by operating activities	<u><u>\$ (1,104,883)</u></u>

See accompanying notes to financial statements.

WILD EARTH ALLIES  
NOTES TO THE FINANCIAL STATEMENTS  
DECEMBER 31, 2017

**NOTE 1 - ORGANIZATION**

Wild Earth Allies is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and is publicly supported under the IRC Section 170(b)(1)(A)(vi). The organization was founded in 1981, and in 2016 changed its name to Wild Earth Allies from Fauna & Flora, International, Inc. As Wild Earth Allies, the Organization now focuses both on direct implementation and working through a global network of partners on biodiversity conservation. In 2016 Wild Earth Allies experienced an expected and temporary decline in revenue compared to previous years, as it was expending prior year restricted revenue associated with FFI projects. In 2017 new revenue reflected Wild Earth Allies program priorities and partnerships around the world, including in the United States.

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

Basis of accounting - The financial statements of the Organization have been prepared on the accrual basis of accounting in conformity with accounting principles generally accepted in the United States of America for not-for-profit organizations.

Basis of Presentation – The financial statement presentation follows the provisions of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC) 958-205. The Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Revenue Recognition – Grants and contributions are recognized when an unconditional grant or contribution has been awarded, or when the organization has satisfied the requirements of the condition. Grants and contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted depending on the existence of any donor restrictions.

Unrestricted grants & contributions are recognized in the unrestricted fund when awarded. Grants and contributions that are restricted by the donor are reported as increases in temporarily or permanently restricted net assets. When the provisions of the restriction have been met, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. The organization had no permanently restricted grants

Equipment & furniture – The organization's policy is to record equipment & furniture at cost, however, to date there have been no items capitalized. Depreciation is determined by the straight-line method based on an estimated useful life of three to seven years.

Intangible Assets – Intangible assets consist of costs related to branding and the design and development of the organization's website, net of accumulated amortization. Amortization began in November 2016, when the website was available for use as intended by management. The website is being amortized over an estimated useful life of three years. Costs associated with maintaining the website are expensed as incurred.

Cash and Cash Equivalents – The organization considers cash equivalents to be highly liquid investments with original maturities at time of purchase of less than 90 days.



WILD EARTH ALLIES

NOTES TO THE FINANCIAL STATEMENTS (CONT)

DECEMBER 31, 2017

**NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

Fair Value of Financial Instruments - The financial instruments of the organization are reported on the statement of financial position at market or fair values, or at carrying amounts that approximate fair values because of the short maturity of the instruments. See Note 7 for a description of financial instruments carried at fair value.

Investments – The organization reports under ASC 320 Investments Debt & Equity Securities. Under ASC 320, investments in marketable securities with readily determinable fair values and all investments in debt securities are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the change in net assets. Investment income and gains restricted by a donor are reported as increases in unrestricted net assets if the restrictions are met (either by passage of time or by use) in the reporting period in which the income and gains are recognized.

Functional expenses – The organization accounts for its expenses on a functional basis. Functional expenses include certain allocated overhead costs (occupancy, telephone, insurance, etc.)

Estimates - The preparation of financial statements in conformity with generally accepted accounting principles which requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

**NOTE 3 – RETIREMENT PLAN**

The organization contributed 10% of all eligible employees' salary into a Safe Harbor 401(k) retirement plan for 2017. The Board reviews employer contributions to this plan annually, against a legal requirement to contribute a mandatory 3% for eligible participants. The organization's employer contributions for 2017 were \$58,953.

**NOTE 4 – TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets are available for the following purposes:

Africa	\$ 221,026
Americas	70,298
Southeast Asia	197,372
Other Programs	54,401
Total	<u>\$ 543,097</u>

Net assets were released from donor restrictions by incurring expenses satisfying the purpose of time or program restrictions specified by donors as follows:

Purpose restriction accomplished:

Africa	\$ 506,013
Americas	353,494
Southeast Asia	1,270,389
Other Programs	32,420
Total	<u>\$2,162,316</u>

WILD EARTH ALLIES

NOTES TO THE FINANCIAL STATEMENTS (CONT)

DECEMBER 31, 2017

**NOTE 5 – CONCENTRATION OF CREDIT RISK**

The organization maintains cash balances in excess of \$250,000 in accounts, which are insured by the Federal Deposit Insurance Corporation up to \$250,000. At December 31, 2017, the organization's cash balance in excess of FDIC insurance totaled \$223,744.

**NOTE 6 – COMMITMENTS AND CONTINGENCIES**

Effective December 1, 2017 the organization entered into a new lease for office space at 2 Wisconsin Circle, Suite 900, Chevy Chase, MD through December 31, 2025. Monthly base rent payments under the new lease were abated 100% for January 2018 – June 2018. The total rent abatement of \$80,871 is being recognized and amortized over the life of the lease as a reduction to rent expense.

The organization's minimum lease commitment as of December 31, 2017 contained in the lease is as follows:

For the fiscal year ending –	
December 31, 2018	\$ 81,242
December 31, 2019	166,571
December 31, 2020	171,151
December 31, 2021	175,858
December 31, 2022	180,694
December 31, 2023	185,663
December 31, 2024	190,769
December 31, 2025	<u>196,015</u>
Total	<u>\$ 1,347,963</u>

Monthly rent expense being recognized over the lease on a straight line basis is \$14,035 (\$1,361,442 divided by 97 months). The difference between this amount recognized and paid is being adjusted to deferred lease obligation throughout the term of the lease. The balance in the deferred lease obligation was \$557 as of December 31, 2017.

Effective February 1, 2017 the organization entered into a cancellable, twenty four month lease for office space in Cambodia. Monthly payments under this lease are \$1,000.

Rent expense for the year ending December 31, 2017 was \$154,037.

**NOTE 7 – FAIR VALUE MEASUREMENTS**

The organization follows FASB ASC 820-10 for financial assets (and liabilities) measured on a recurring basis, as amended. FASB ASC 820-10 clarifies fair value, establishes a framework for measuring fair value under generally accepted accounting principles (GAAP), and expands disclosures about fair value measurements. FASB ASC 820-10 emphasizes that fair value is a market based measurement, not an entity-specific measurement and, therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, FASB ASC 820-10 established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby the market participant assumptions are developed based on market data

WILD EARTH ALLIES

NOTES TO THE FINANCIAL STATEMENTS (CONT)

DECEMBER 31, 2017

**NOTE 7 – FAIR VALUE MEASUREMENTS (CONTINUED)**

obtained from independent sources, and unobservable, whereby assumptions about market participant assumptions are developed by the reporting entity based on the best information available in the circumstances. The three levels of the fair value hierarchy under FASB ASC 820-10 are described as follows:

Level 1 – inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

Level 2 – inputs other than quoted prices included in Level 1 that are observable for the asset and liability, either directly or indirectly, through corroboration with observable market data (market corroborated inputs).

Level 3 – unobservable inputs for the asset or liability including inputs that reflect the reporting entity's own assumptions in determining the fair value measurements.

As of December 31, 2017 the Organization did not have any assets and liabilities that are measured at fair value on a recurring basis.

**NOTE 8 – INCOME TAXES**

The organization is exempt from income taxes under Internal Revenue Code 501(c)(3) and applicable DC statutes. No provision for income taxes is required at December 31, 2017, as the Organization had no net unrelated business income.

The organization follows FASB ASC 740 Income Taxes, the authoritative guidance relating to accounting for uncertainty in income taxes. These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and de-recognition of tax positions taken or expected to be taken in a tax return. The Organization performed an evaluation of uncertain tax positions for the year ended December 31, 2017, and determined that there were no matters that would require recognition in the financial statements or which may have any effect on its tax-exempt status. As of December 31, 2017, the statute of limitations for tax years 2014 through 2016 remains open with federal and state authorities.

**NOTE 9 – SUBSEQUENT EVENTS**

The organization's management has evaluated subsequent events through October 2, 2018, the date the financial statements were available to be issued. There were no subsequent events identified through October 2, 2018, which were required to be disclosed in these financial statements.