



HEALING WATERS
INTERNATIONAL

**Healing Waters International, Inc.
And Affiliates**

Years Ended December 31, 2017 and
2016 with
Independent Auditors' Report

**Healing Waters International, Inc.
And Affiliates**

Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

Contents

| | Page |
|--|-------|
| Independent Auditors' Report | 1-2 |
| Financial Statements: | |
| Consolidated Statements of Financial Position | 3-4 |
| Consolidated Statements of Activities and Change in Net Assets | 5-6 |
| Consolidated Statements of Functional Expenses | 7-8 |
| Consolidated Statements of Cash Flows | 9-10 |
| Notes to Consolidated Financial Statements | 11-19 |
| Supplemental Information: | |
| Independent Auditors' Report on Supplemental Information | 20 |
| Consolidating Statements of Financial Position | 21-22 |
| Consolidating Statements of Activities | 23-24 |

Board of Directors
Healing Waters International, Inc. and Affiliates
Golden, Colorado

Independent Auditors' Report

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Healing Waters International, Inc. and Affiliates which comprise the consolidated statements of financial position as of December 31, 2017 and 2016 the related consolidated statements of activities and change in net assets and cash flows for the years then ended and the related notes to consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated 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 audits to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of Healing Waters International, Inc. and Affiliates as of December 31, 2017 and 2016 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.

Stratagem PC
Certified Public Accountants

Lakewood, Colorado

March 12, 2018

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statements of Financial Position
December 31, 2017 and 2016
(See Independent Auditors' Report)

| Assets | <u>2017</u> | <u>2016</u> |
|--|----------------------------|----------------------------|
| Current assets: | | |
| Cash and cash equivalents | \$ 1,209,704 | \$ 1,258,930 |
| Investments held to maturity | 152,307 | - |
| Accounts receivable | 23,104 | 21,588 |
| Inventory | 72,096 | 61,195 |
| Prepaid expenses and other | <u>22,745</u> | <u>22,969</u> |
| Total current assets | <u>1,479,956</u> | <u>1,364,682</u> |
| Property, equipment and improvements, at cost: | | |
| Computer equipment | 32,214 | 32,214 |
| Leasehold improvements | 10,623 | 10,623 |
| Office furniture | 7,751 | 7,751 |
| Vehicles | 125,144 | 125,144 |
| Water systems | <u>218,135</u> | <u>218,135</u> |
| | 393,867 | 393,867 |
| Less accumulated depreciation and amortization | <u>370,034</u> | <u>353,081</u> |
| Total property, equipment and improvements | <u>23,833</u> | <u>40,786</u> |
| Total assets | <u><u>\$ 1,503,789</u></u> | <u><u>\$ 1,405,468</u></u> |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statements of Financial Position
December 31, 2017 and 2016
(See Independent Auditors' Report)

Liabilities and Net Assets

| | 2017 | 2016 |
|---|--------------|--------------|
| Current and total liabilities: | | |
| Accounts payable | \$ 25,785 | \$ 24,828 |
| Accrued expenses | 139,468 | 114,510 |
| Total liabilities | 165,253 | 139,338 |
| Net assets: | | |
| Unrestricted: | | |
| Operating | 608,846 | 581,639 |
| Board designated | 40,000 | 28,000 |
| Investment in property, equipment and improvements | 23,833 | 40,786 |
| Total unrestricted | 672,679 | 650,425 |
| Temporarily restricted | 665,857 | 615,705 |
| Total net assets | 1,338,536 | 1,266,130 |
| Total liabilities and net assets | \$ 1,503,789 | \$ 1,405,468 |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statement of Activities and Change in Net Assets
Year Ended December 31, 2017
(See Independent Auditors' Report)

| | Unrestricted | Temporarily Restricted | Total | Percent of Total Support |
|---|-------------------|---------------------------|---------------------|-----------------------------|
| Support and revenue: | | | | |
| Contributions | \$ 842,681 | \$ 1,099,273 | \$ 1,941,954 | 93.7 % |
| Water sales | 110,673 | - | 110,673 | 5.3 |
| Other sales income | 8,044 | - | 8,044 | 0.4 |
| Other income | 11,851 | - | 11,851 | 0.6 |
| Net assets released from restrictions: | | | | |
| Satisfaction of program restrictions | 1,049,121 | (1,049,121) | - | - |
| Total support and revenue | 2,022,370 | 50,152 | 2,072,522 | 100.0 |
| Expenses: | | | | |
| Program | 1,596,350 | - | 1,596,350 | 77.0 |
| General and administrative | 116,128 | - | 116,128 | 5.6 |
| Fundraising | 270,878 | - | 270,878 | 13.1 |
| Total expenses before depreciation | 1,983,356 | - | 1,983,356 | 95.7 |
| Change in net assets before depreciation | 39,014 | 50,152 | 89,166 | 4.3 |
| Other expense: | | | | |
| Depreciation | (16,760) | - | (16,760) | (0.8) |
| Change in net assets | 22,254 | 50,152 | 72,406 | 3.5 % |
| Net assets, beginning of year | 650,425 | 615,705 | 1,266,130 | |
| Net assets, end of year | \$ 672,679 | \$ 665,857 | \$ 1,338,536 | |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statement of Activities and Changes in Net Assets
Year Ended December 31, 2016
(See Independent Auditors' Report)

| | Unrestricted | Temporarily Restricted | Total | Percent of Total Support |
|--|-----------------------|---------------------------|-------------------------|-----------------------------|
| Support and revenue: | | | | |
| Contributions | \$ 832,109 | \$ 989,034 | \$ 1,821,143 | 92.5 % |
| Water sales | 131,284 | - | 131,284 | 6.7 |
| Other sales income | 8,145 | - | 8,145 | 0.4 |
| Other income | 8,391 | - | 8,391 | 0.4 |
| Net assets released from restrictions: | | | | |
| Satisfaction of program restrictions | 935,397 | (935,397) | - | - |
| Total support and revenue | <u>1,915,326</u> | <u>53,637</u> | <u>1,968,963</u> | <u>100.0</u> |
| Expenses: | | | | |
| Program | 1,288,537 | - | 1,288,537 | 65.5 |
| General and administrative | 148,579 | - | 148,579 | 7.5 |
| Fundraising | 263,575 | - | 263,575 | 13.4 |
| Total expenses before depreciation | <u>1,700,691</u> | <u>-</u> | <u>1,700,691</u> | <u>86.4</u> |
| Change in net assets before depreciation | 214,635 | 53,637 | 268,272 | 13.6 |
| Other expense: | | | | |
| Depreciation | (20,481) | - | (20,481) | (0.9) |
| Change in net assets | 194,154 | 53,637 | 247,791 | <u>12.7 %</u> |
| Net assets, beginning of year | <u>456,271</u> | <u>562,068</u> | <u>1,018,339</u> | |
| Net assets, end of year | <u>\$ 650,425</u> | <u>\$ 615,705</u> | <u>\$ 1,266,130</u> | |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statement of Functional Expenses
Year Ended December 31, 2017
(See Independent Auditors' Report)

| | Program | General and Administrative | Fund Raising | Total | Percentage of Total Revenue - \$2,072,522 |
|------------------------------------|---------------------|-------------------------------|-------------------|---------------------|---|
| Salaries and benefits | \$ 651,413 | \$ 52,022 | \$ 165,472 | \$ 868,907 | 41.9 % |
| Program expense | 702,487 | - | - | 702,487 | 33.9 |
| Office expense | 89,423 | 6,769 | 30,925 | 127,117 | 6.1 |
| Travel and entertainment | 78,604 | 3,669 | 30,168 | 112,441 | 5.4 |
| Promotion and advertising | 2,610 | 3,632 | 31,943 | 38,185 | 1.8 |
| Technology expense | 18,098 | 2,439 | 2,470 | 23,007 | 1.1 |
| Professional fees | 27,583 | 43,537 | 2,812 | 73,932 | 3.6 |
| Other expense | 26,132 | 4,060 | 7,088 | 37,280 | 1.8 |
| | | | | | |
| Total expenses before depreciation | 1,596,350 | 116,128 | 270,878 | 1,983,356 | 95.7 |
| | | | | | |
| Depreciation expense | 16,485 | 71 | 204 | 16,760 | 0.8 |
| | | | | | |
| Total expenses | <u>\$ 1,612,835</u> | <u>\$ 116,199</u> | <u>\$ 271,082</u> | <u>\$ 2,000,116</u> | <u>96.5 %</u> |
| | | | | | |
| Percentage of Total Expenses | <u>80.6%</u> | <u>5.8%</u> | <u>13.6%</u> | <u>100.0%</u> | |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statement of Functional Expenses
Year Ended December 31, 2016
(See Independent Auditors' Report)

| | Program | General and Administrative | Fund Raising | Total | Percentage of Total Revenue - \$1,968,963 |
|--|------------------|-------------------------------|-----------------|------------------|---|
| Salaries and benefits | \$ 570,121 | \$ 62,747 | \$ 178,298 | \$ 811,166 | 41.2 % |
| Program expense | 502,812 | - | - | 502,812 | 25.5 |
| Office expense | 79,849 | 5,034 | 25,867 | 110,750 | 5.6 |
| Travel and entertainment | 61,412 | 15,796 | 17,690 | 94,898 | 4.8 |
| Promotion and advertising | 1,592 | 3,196 | 29,081 | 33,869 | 1.7 |
| Technology expense | 20,114 | 2,678 | 3,760 | 26,552 | 1.4 |
| Professional fees | 22,482 | 43,355 | 3,437 | 69,274 | 3.5 |
| Other expense | 30,155 | 15,773 | 5,442 | 51,370 | 2.6 |
| Total expenses before depreciation | 1,288,537 | 148,579 | 263,575 | 1,700,691 | 86.4 |
| Depreciation expense | 19,462 | 184 | 835 | 20,481 | 0.9 |
| Total expenses | \$ 1,307,999 | \$ 148,763 | \$ 264,410 | \$ 1,721,172 | 87.3 % |
| Percentage of Total Expenses | 76.1% | 8.6% | 15.3% | 100.0% | |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statements of Cash Flows
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

| | 2017 | 2016 |
|--|--------------|--------------|
| Cash flows from operating activities: | | |
| Cash received from sponsors, donors and others | \$ 2,066,337 | \$ 1,968,008 |
| Cash paid to suppliers and employees | (1,967,858) | (1,675,378) |
| Interest received | 2,295 | 4,865 |
| | 100,774 | 297,495 |
| Cash flows from investing activities: | | |
| Purchase of held to maturity investments | (150,000) | - |
| Purchases of property and equipment | - | (24,713) |
| | (150,000) | (24,713) |
| Net increase (decrease) in cash and cash equivalents | (49,226) | 272,782 |
| Cash and cash equivalents, beginning | 1,258,930 | 986,148 |
| Cash and cash equivalents, ending | \$ 1,209,704 | \$ 1,258,930 |

(continued)
(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Consolidated Statements of Cash Flows (continued)
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

| | 2017 | 2016 |
|--|------------|------------|
| Cash flows from operating activities: | | |
| Change in net assets | \$ 72,406 | \$ 247,791 |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation | 16,760 | 20,481 |
| Interest income reinvested | (2,114) | - |
| (Increase) decrease in: | | |
| Accounts receivable | (1,516) | 4,315 |
| Inventory | (10,901) | 39,740 |
| Prepaid expenses and other | 224 | 216 |
| Increase (decrease) in: | | |
| Accounts payable | 957 | (24,563) |
| Accrued expenses | 24,958 | 9,515 |
| Net cash provided by operating activities | \$ 100,774 | \$ 297,495 |

(See Notes to Consolidated Financial Statements)

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

1. Nature of Operations and Summary of Significant Accounting Policies

Nature of operations

Healing Waters International (HWI) is on a mission to end the global water crisis. We build holistic clean water solutions and spread God's love in at-risk communities around the world, empowering people not just to survive, but to thrive – physically, socially, and spiritually.

It starts with providing safe water, but water alone is not enough. Teaching healthy habits and business management skills provides an integrated solution. The interdependence of these elements is the key to changing lives and communities.

HWI begins with an assessment of a community's WASH (water, sanitation and hygiene) needs and then work with local leaders to develop the knowledge, tools and economic resources they need to ensure sustainable access to safe water. HWI then designs a Holistic WASH Solution with three primary components: water purification technology, sanitation & hygiene education and water micro-businesses.

Water Purification Systems

HWI's engineering team designs and implements water purification systems uniquely created for each community. They leverage simple, reliable, and powerful tools to provide a lasting supply of safe water and train the site partner in systems operation and maintenance.

Sanitation & Hygiene Education

Education has the power to transform people from the inside out. Sanitation & hygiene education teaches communities about the long-lasting effects of living healthy lives, from drinking safe water to hand washing, to properly cleaning food, as well as the health risks and alternatives to open defecation.

Water Micro-Businesses

HWI works with site partners to develop and implement a community-appropriate water distribution and sales model that when executed, produces income that covers system maintenance costs and can provide additional profit for reinvestment in the community.

HWI places the right tools and resources into the hands of local partners in order to equip them to serve the tangible needs of their communities. All holistic transformation water systems are locally owned and operated by an accountable site leadership team and is designed to have, at minimum, a 10-year life.

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Nature of Operations (continued)

HWI is exempt from income taxes under Internal Revenue Code (the "Code") Section 501(c)(3) and is not a private foundation under Section 509(a) of the Code. Contributions are HWI's primary source of support and revenue.

In connection with its overseas ministry, HWI maintains operations in countries outside the United States (Foreign Affiliates). The assets, liabilities, and activities of the foreign operations in Guatemala, Dominican Republic, Mexico, and Haiti are included in these consolidated financial statements.

Principles of consolidation

Due to the influence of control by HWI, foreign affiliates are considered to be controlled affiliates of HWI. The consolidated financial statements include the consolidated financial sources and activities of HWI and foreign affiliates. The financial sources and activities related to foreign affiliates have been identified under the Foreign Operations section at the end of note 1. All significant inter-entity balances and transactions have been eliminated.

Basis of presentation

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

The consolidated financial statements of the Organization are prepared using the accrual method of accounting under accounting principles generally accepted in the United States of America whereby income is reported as earned and expenses reported as incurred.

Cash and cash equivalents

The Organization considers currency on hand, demand deposits with banks or other financial institutions, treasury bills, commercial paper, money market funds or other investments with original maturities of three months or less to be cash and cash equivalents. At December 31, 2017 and 2016, cash and cash equivalents consisted of currency on hand and demand deposits with banks and other financial institutions in which the deposits are guaranteed by the Federal Deposit Insurance Corporation ("FDIC").

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Cash and Cash Equivalents (continued)

The operating accounts of the Organization are held at institutions that are provided insurance up to \$250,000 per FDIC-insured depository institution. Topic 825 of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC), "Financial Instruments" identifies such accounts as a concentration of credit risk requiring disclosure regardless of the degree of risk. Risk related to deposits held outside of institutions participating in the above FDIC program is managed by maintaining deposits with high quality financial institutions. In addition, management does not believe that the Organization is exposed to any significant risk related to cash and cash equivalents.

Accounts receivable

Accounts receivable consists primarily of amounts due from the water systems. All amounts are considered fully collectible by management. Accordingly, no allowance for doubtful accounts has been recorded.

Inventory

Inventory consists of water bottles and caps, maintenance parts, and water system equipment which is recorded at the lower of cost or market on the first-in, first-out (FIFO) method.

Property, equipment and improvements

Property, equipment and improvements are stated at cost, or if donated, at the fair market value on the date of the gift. Property donated with restrictions regarding its use and contributions of cash to acquire property are reported as restricted support. Absent any donor stipulations, these restrictions expire when the asset is acquired or placed in service, and a reclassification is made from temporarily restricted net assets to unrestricted net assets at that time. HWI capitalizes all fixed assets greater than \$2,500. Depreciation and amortization is computed on the straight-line basis over estimated useful lives ranging from two to five years for all equipment and vehicles. Depreciation for traditional water systems is computed on the straight-line basis over the ownership period, ranging from two to five years, rather than their useful lives of fifteen years. As a result, depreciation expense is recognized at an accelerated rate due to HWI's intentions to transition ownership of the water systems over a two to five year period.

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Property, equipment and improvements (continued)

Depreciation expense was approximately \$16,800 and \$20,500, for the years ended December 31, 2017 and 2016, respectively. Amortization expense, related to website development, computer equipment and software and leasehold improvements was \$0, for the years ended December 31, 2017 and 2016.

Management has reviewed the assets in other countries and has determined that they are under the control and ownership of HWI. While such items are recognized as assets of HWI, it should be noted that the political situation in many countries is subject to rapid change. Therefore, the reader should be aware that while HWI believes the assets are properly stated at the date of this report, subsequent changes could occur that would adversely affect the realizable value of the assets in other countries. In addition, it should be understood that the carrying value of the assets in other countries may not be representative of the amount that would be realized should the asset be sold.

Contributions

Contributions are recorded when made, which may be when cash is received or unconditionally promised, or when ownership of donated assets is transferred to HWI. Contributions restricted by the donor for a specific purpose are recorded as support in the temporarily restricted class of net assets until funds have been expended by HWI for the purpose specified. Upon satisfaction of the restriction, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities as net assets released from restrictions. Donated assets are recorded as contributions at their estimated fair value on the date of donation. All contributions are considered available for unrestricted use unless specifically restricted by the donor.

Revenue and expenses

Water sales revenue is recorded when earned, which is when water is distributed to customers. Other sales income and investment income are recorded when earned.

Expenses are reported when costs are incurred.

Allocations

The costs of providing various programs and supporting services have been summarized on a functional basis in the consolidated statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. The consolidated statements of functional expenses provide a detail of the natural classifications of those functional expenses.

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

1. Nature of Operations and Summary of Significant Accounting Policies (continued)

Use of estimates in the preparation of consolidated financial statements

The preparation of consolidated 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 consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Foreign Operations

In connection with its foreign affiliates, HWI has certain supporting facilities outside the United States. The account balances relating to foreign operations are reflected in the consolidated financial statements in United States dollars. Assets and liabilities for each consolidated statement of financial position presented are translated at the closing rate at the date of that consolidated statement of financial position. Income and expenses for each consolidated statement of activities and changes in net assets are translated at exchange rates at the dates of the transactions. Changes in exchange rates subsequent to the date of the consolidated financial statements could have an impact on asset valuation and the organization's foreign operations.

Included in the consolidated statements of financial position are foreign affiliate assets of approximately \$100,900 and \$94,900 and liabilities of \$118,700 and \$97,000, as of December 31, 2017 and 2016, respectively. Included in the consolidated statements of activities is foreign affiliate support and revenue of approximately \$121,100 and \$141,400 for the years ended December 31, 2017 and 2016, respectively.

Net assets

The consolidated financial statements report amounts separately by class of net assets as follows:

- Unrestricted net assets are those currently available at the discretion of the board for use in HWI's operations and those resources invested in property, equipment and improvements.
- Temporarily restricted net assets are those contributed with donor stipulations for specific operating purposes or programs

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

2. Investments Held to Maturity

During 2017, the Organization invested in an investment fund through the purchase of two notes receivable which are classified as held to maturity and carried at amortized cost.

The first note has an outstanding balance of \$100,000, a fixed interest rate of 3.31% payable monthly with a maturity date of June 15, 2018.

The second note has an outstanding balance of \$50,000, a variable interest rate based on the three month LIBOR rate, adjusted monthly (1.90% as of December 31, 2017) with a maturity date of June 2023. However, the agreement with the investment fund allows for the Organization to redeem this investment upon its' request without prepayment penalty, in whole or in part, provided the balance is at least \$10,000 during the preceding 90 days. While the Organization may not utilize this provision, management has determined that classification as a current asset is appropriate as of December 31, 2017.

At the election of the Organization, unpaid interest has been deferred and added to the principal balance and accrue interest based on the terms of the original notes. The underlying investments of the investment fund consists of mortgage loans to religious organizations for the acquisition, development, and/or renovation of churches or church-related properties. As of December 31, 2017, the balance of the notes, including unpaid interest, was \$152,307.

As of December 31, 2017, the estimated fair value of the investments approximated their amortized cost, therefore, no significant unrealized gains or losses are reflected.

3. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of donations restricted by the donors and are available for the following purposes as of December 31, 2017 and 2016:

| | <u>2017</u> | <u>2016</u> |
|-------------------------------------|-------------------|-------------------|
| Water Systems | \$ 359,180 | \$ 210,395 |
| Supplemental Projects and Grants | <u>306,677</u> | <u>405,310</u> |
| | <u>\$ 665,857</u> | <u>\$ 615,705</u> |

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

4. Board Designated Net Assets

During 2014, the Board agreed to establish a reserve for severance costs related to field personnel and set aside funds to be used to fund the liability on an annual basis. As of December 31, 2017 and 2016, the amount of the reserve was \$40,000 and \$28,000, respectively.

5. Allocation of Functional Expenses

The costs of providing program services and supporting activities of HWI have been summarized on a functional basis in the consolidated statements of activities. Accordingly, costs relating to more than one function (such as salaries and facility costs) have been allocated between the program services and supporting activities benefited.

Functional expenses for the years ended December 31, 2017 and 2016 are as follows:

| | <u>2017</u> | <u>2016</u> |
|----------------------------|---------------------|---------------------|
| Program services: | | |
| U.S. | \$ 903,009 | \$ 851,515 |
| Affiliates | <u>693,341</u> | <u>437,022</u> |
| Total program services | 1,596,350 | 1,288,537 |
| Supporting services: | | |
| General and administrative | 116,128 | 148,579 |
| Fundraising | <u>270,878</u> | <u>263,575</u> |
| | <u>\$ 1,983,356</u> | <u>\$ 1,700,691</u> |

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

6. Commitments

In May 2011, HWI entered into a lease agreement for office space in Golden, Colorado which was amended to extend the lease to September 2021. The agreement, as amended, requires initial base rent of \$4,024, increasing to \$4,397 in the final year of the agreement.

The future minimum lease payments for years ending after December 31, 2017, are as follows:

| <u>Year Ended December 31,</u> | | |
|--------------------------------|----|----------------|
| 2018 | \$ | 48,649 |
| 2019 | | 50,108 |
| 2020 | | 51,612 |
| 2021 | | <u>39,573</u> |
| | \$ | <u>189,942</u> |

Total rent expense for the years ended December 31, 2017 and 2016 was approximately \$69,900 and \$70,600, respectively.

7. Income Taxes

In July, 2006, the Financial Accounting Standards Board (FASB) issued FASB Interpretation No. 48, "Accounting for Uncertainty in Income Taxes – an interpretation of FASB Statement No. 109", hereafter referred to as Topic 740 of the FASB ASC. Topic 740 clarifies the accounting for uncertainty in income tax positions and defines the threshold for recognizing the tax benefits of tax return filing positions in the consolidated financial statements as "more likely than not" to be sustained upon examination, based on the technical merits of the positions.

The Organization adopted the provisions of Topic 740 on July 1, 2009. The adoption of Topic 740 did not result in a material modification of the overall consolidated financial statements of the Organization as of and for the years ended December 31, 2017 and 2016. The Organization files tax returns in the U.S. federal jurisdiction. The Organization is no longer subject to U.S. federal examinations by tax authorities for years before 2012.

**Healing Waters International, Inc.
And Affiliates**

Notes to Consolidated Financial Statements
Years Ended December 31, 2017 and 2016
(See Independent Auditors' Report)

7. Income Taxes (continued)

A tax position that meets the more-likely-than-not recognition threshold is initially and subsequently measured as the largest amount of tax benefit that has a greater than 50 percent likelihood of being realized. Tax positions which previously would have failed to meet the more-likely-than-not recognition threshold should be recognized in the first subsequent financial reporting period in which the threshold is met. Conversely, previously recognized tax positions which no longer meet the more-likely-than-not recognition threshold should be derecognized in the first subsequent financial reporting period in which the threshold is no longer met. Accrued interest related to tax positions deemed to meet the more-likely-than-not threshold is recognized in interest expense, and any applicable penalties related to such tax positions is recognized as an operating expense of the Organization.

8. Subsequent Events

Subsequent events have been evaluated by management as of the date of these consolidated financial statements. This date represents the date the consolidated financial statements were available to be issued.

Supplemental Information
(See Independent Auditors' Report on Supplemental Information)

Board of Directors
Healing Waters International, Inc. and Affiliates
Golden, Colorado

Independent Auditors' Report on Supplemental Information

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The following consolidating statements financial position and activities as of and for the years ended December 31, 2017 and 2016 are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Stratagem PC
Certified Public Accountants

Lakewood, Colorado

March 12, 2018

**Healing Waters International, Inc.
And Affiliates**

Consolidating Statement of Financial Position
December 31, 2017
(See Auditors' Report on Supplemental Information)

Assets

| | U.S. | Foreign Affiliates | Total |
|---|--------------|-----------------------|--------------|
| Cash and cash equivalents | \$ 1,176,660 | \$ 33,044 | \$ 1,209,704 |
| Investments held to maturity | 152,307 | - | 152,307 |
| Accounts receivable | - | 23,104 | 23,104 |
| Inventory | 50,621 | 21,475 | 72,096 |
| Prepaid expenses and other | 22,745 | - | 22,745 |
| Property, equipment and improvements, net | 554 | 23,279 | 23,833 |
| Total assets | \$ 1,402,887 | \$ 100,902 | \$ 1,503,789 |

Liabilities and Net Assets

| | U.S. | Foreign Affiliates | Total |
|---|--------------|-----------------------|--------------|
| Liabilities: | | | |
| Accounts payable | \$ 25,785 | \$ - | \$ 25,785 |
| Accrued expenses | 20,778 | 118,690 | 139,468 |
| Total liabilities | 46,563 | 118,690 | 165,253 |
| Net assets: | | | |
| Unrestricted: | | | |
| Operating | 689,913 | (81,067) | 608,846 |
| Board designated | - | 40,000 | 40,000 |
| Investment in property, equipment and improvements | 554 | 23,279 | 23,833 |
| Total unrestricted | 690,467 | (17,788) | 672,679 |
| Temporarily restricted | 665,857 | - | 665,857 |
| Total net assets | 1,356,324 | (17,788) | 1,338,536 |
| Total liabilities and net assets | \$ 1,402,887 | \$ 100,902 | \$ 1,503,789 |

**Healing Waters International, Inc.
And Affiliates**

Consolidating Statement of Financial Position
December 31, 2016
(See Auditors' Report on Supplemental Information)

Assets

| | U.S. | Foreign Affiliates | Total |
|---|--------------|-----------------------|--------------|
| Cash and cash equivalents | \$ 1,237,397 | \$ 21,533 | \$ 1,258,930 |
| Accounts receivable | - | 21,588 | 21,588 |
| Inventory | 48,547 | 12,648 | 61,195 |
| Prepaid expenses and other | 22,969 | - | 22,969 |
| Property, equipment and improvements, net | 1,661 | 39,125 | 40,786 |
| Total Assets | \$ 1,310,574 | \$ 94,894 | \$ 1,405,468 |

Liabilities and Net Assets

| | U.S. | Foreign Affiliates | Total |
|---|--------------|-----------------------|--------------|
| Liabilities: | | | |
| Accounts payable | \$ 24,828 | \$ - | \$ 24,828 |
| Accrued expenses | 17,523 | 96,987 | 114,510 |
| Total liabilities | 42,351 | 96,987 | 139,338 |
| Net assets: | | | |
| Unrestricted: | | | |
| Operating | 650,857 | (69,218) | 581,639 |
| Board designated | - | 28,000 | 28,000 |
| Investment in property, equipment and improvements | 1,661 | 39,125 | 40,786 |
| Total unrestricted | 652,518 | (2,093) | 650,425 |
| Temporarily restricted | 615,705 | - | 615,705 |
| Total net assets | 1,268,223 | (2,093) | 1,266,130 |
| Total liabilities and net assets | \$ 1,310,574 | \$ 94,894 | \$ 1,405,468 |

**Healing Waters International, Inc.
And Affiliates**

Consolidating Statement of Activities
Year Ended December 31, 2017
(See Auditors' Report on Supplemental Information)

| | U.S. | Foreign Affiliates | Total |
|---|---------------------|-----------------------|---------------------|
| Support and revenue: | | | |
| Contributions | \$ 1,941,954 | \$ - | \$ 1,941,954 |
| Water sales | - | 110,673 | 110,673 |
| Other sales income | - | 8,044 | 8,044 |
| Other income | 9,485 | 2,366 | 11,851 |
| | <u>1,951,439</u> | <u>121,083</u> | <u>2,072,522</u> |
| Total support and revenue | | | |
| Expenses: | | | |
| Program: | | | |
| Salaries and benefits | 376,769 | 274,644 | 651,413 |
| Program expense | 386,555 | 315,932 | 702,487 |
| Office expense | 62,061 | 27,362 | 89,423 |
| Travel and entertainment | 43,007 | 35,597 | 78,604 |
| Promotion and advertising | - | 2,610 | 2,610 |
| Technology expense | 12,377 | 5,721 | 18,098 |
| Professional fees | 7,589 | 19,994 | 27,583 |
| Other expense | 14,651 | 11,481 | 26,132 |
| | <u>903,009</u> | <u>693,341</u> | <u>1,596,350</u> |
| Total program expenses | | | |
| General and administrative: | | | |
| Salaries and benefits | 52,022 | - | 52,022 |
| Office expense | 6,769 | - | 6,769 |
| Travel and entertainment | 3,669 | - | 3,669 |
| Promotion and advertising | 3,632 | - | 3,632 |
| Technology expense | 2,439 | - | 2,439 |
| Professional fees | 43,537 | - | 43,537 |
| Other expense | 4,060 | - | 4,060 |
| | <u>116,128</u> | <u>-</u> | <u>116,128</u> |
| Total general and administrative expenses | | | |
| Fundraising: | | | |
| Salaries and benefits | 165,472 | - | 165,472 |
| Office expense | 30,925 | - | 30,925 |
| Travel and entertainment | 30,168 | - | 30,168 |
| Promotion and advertising | 31,943 | - | 31,943 |
| Technology expense | 2,470 | - | 2,470 |
| Professional fees | 2,812 | - | 2,812 |
| Other expense | 7,088 | - | 7,088 |
| | <u>270,878</u> | <u>-</u> | <u>270,878</u> |
| Total fundraising expenses | | | |
| Total expenses before depreciation | <u>1,290,015</u> | <u>693,341</u> | <u>1,983,356</u> |
| Transfer of funds to foreign affiliates | <u>(572,216)</u> | <u>572,216</u> | <u>-</u> |
| Change in net assets before depreciation | 89,208 | (42) | 89,166 |
| Other expense: | | | |
| Depreciation | <u>(1,107)</u> | <u>(15,653)</u> | <u>(16,760)</u> |
| Change in net assets | 88,101 | (15,695) | 72,406 |
| Net assets, beginning of year | <u>1,268,223</u> | <u>(2,093)</u> | <u>1,266,130</u> |
| Net assets, end of year | <u>\$ 1,356,324</u> | <u>\$ (17,788)</u> | <u>\$ 1,338,536</u> |

**Healing Waters International, Inc.
And Affiliates**

Consolidating Statement of Activities
Year Ended December 31, 2016
(See Auditors' Report on Supplemental Information)

| | U.S. | Foreign Affiliates | Total |
|---|---------------------|-----------------------|---------------------|
| Support and revenue: | | | |
| Contributions | \$ 1,821,143 | \$ - | \$ 1,821,143 |
| Water sales | - | 131,284 | 131,284 |
| Other sales income | - | 8,145 | 8,145 |
| Other income | 6,448 | 1,943 | 8,391 |
| | <u>1,827,591</u> | <u>141,372</u> | <u>1,968,963</u> |
| Total support and revenue | | | - |
| Expenses: | | | |
| Program: | | | |
| Salaries and benefits | 359,145 | 210,976 | 570,121 |
| Program expense | 360,439 | 142,373 | 502,812 |
| Office expense | 56,460 | 23,389 | 79,849 |
| Travel and entertainment | 36,173 | 25,239 | 61,412 |
| Promotion and advertising | - | 1,592 | 1,592 |
| Technology expense | 14,530 | 5,584 | 20,114 |
| Professional fees | 4,712 | 17,770 | 22,482 |
| Other expense | 20,056 | 10,099 | 30,155 |
| | <u>851,515</u> | <u>437,022</u> | <u>1,288,537</u> |
| Total program expenses | | | |
| General and administrative: | | | |
| Salaries and benefits | 62,747 | - | 62,747 |
| Office expense | 5,034 | - | 5,034 |
| Travel and entertainment | 15,796 | - | 15,796 |
| Promotion and advertising | 3,196 | - | 3,196 |
| Technology expense | 2,678 | - | 2,678 |
| Professional fees | 43,355 | - | 43,355 |
| Other expense | 15,773 | - | 15,773 |
| | <u>148,579</u> | <u>-</u> | <u>148,579</u> |
| Total general and administrative expenses | | | |
| Fundraising: | | | |
| Salaries and benefits | 178,298 | - | 178,298 |
| Office expense | 25,867 | - | 25,867 |
| Travel and entertainment | 17,690 | - | 17,690 |
| Promotion and advertising | 29,081 | - | 29,081 |
| Technology expense | 3,760 | - | 3,760 |
| Professional fees | 3,437 | - | 3,437 |
| Other expense | 5,442 | - | 5,442 |
| | <u>263,575</u> | <u>-</u> | <u>263,575</u> |
| Total fundraising expenses | | | |
| Total expenses before depreciation | <u>1,263,669</u> | <u>437,022</u> | <u>1,700,691</u> |
| Transfer of funds to foreign affiliates | <u>(311,552)</u> | <u>311,552</u> | <u>-</u> |
| Change in net assets before depreciation | 252,370 | 15,902 | 268,272 |
| Other expense: | | | |
| Depreciation | <u>(3,535)</u> | <u>(16,946)</u> | <u>(20,481)</u> |
| Change in net assets | 248,835 | (1,044) | 247,791 |
| Net assets, beginning of year | <u>1,019,388</u> | <u>(1,049)</u> | <u>1,018,339</u> |
| Net assets, end of year | <u>\$ 1,268,223</u> | <u>\$ (2,093)</u> | <u>\$ 1,266,130</u> |