

**HALF THE SKY FOUNDATION  
AND SUBSIDIARIES**  
Berkeley, California

**CONSOLIDATED FINANCIAL STATEMENTS**  
December 31, 2013 and 2012

HALF THE SKY FOUNDATION AND SUBSIDIARIES

CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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## INDEPENDENT AUDITOR'S REPORT

To the Audit Committee and Board of Directors  
Half the Sky Foundation and Subsidiaries  
Berkeley, California

**Report on the Financial Statements**

We have audited the accompanying consolidated financial statements of Half the Sky Foundation and Subsidiaries ("Foundation"), which comprise the consolidated statements of financial position as of December 31, 2013 and 2012, and the related consolidated statements of activities and changes in net assets, cash flows and functional expenses for the years then ended, and the related notes to the consolidated financial statements.

***Management's Responsibility for the 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 audit to obtain reasonable assurance about whether the consolidated financial statements are free from 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.

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(Continued)

**Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Half the Sky Foundation and Subsidiaries as of December 31, 2013 and 2012, and the changes in net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Crowe Horwath LLP*

Crowe Horwath LLP

Sacramento, California  
June 1, 2014

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
December 31, 2013 and 2012

	<u>2013</u>	<u>2012</u>
<b>ASSETS</b>		
Assets:		
Cash and cash equivalents	\$ 2,386,305	\$ 2,004,429
Pledges receivable, net (Note 3)	162,532	217,982
Other receivables	1,878	4,782
Prepaid program expenses	53,960	164,551
Inventory	65,527	68,090
Property and equipment, net (Note 4)	10,395	17,730
Deposits	<u>23,209</u>	<u>29,583</u>
Total assets	<u>\$ 2,703,806</u>	<u>\$ 2,507,147</u>
<b>LIABILITIES AND NET ASSETS</b>		
Liabilities:		
Accounts payable	\$ 135,591	\$ 319,721
Accrued expenses	75,680	98,633
Deferred rent liability	<u>4,990</u>	<u>9,448</u>
Total liabilities	<u>216,261</u>	<u>427,802</u>
Commitments and contingencies (Note 8)		
Net assets:		
Unrestricted net assets:		
Unrestricted	49,525	120,977
Designated by the Board for endowment (Note 7)	<u>-</u>	<u>52,802</u>
Total unrestricted net assets	49,525	173,779
Temporarily restricted (Note 5)	<u>2,438,020</u>	<u>1,905,566</u>
Total net assets	<u>2,487,545</u>	<u>2,079,345</u>
Total liabilities and net assets	<u>\$ 2,703,806</u>	<u>\$ 2,507,147</u>

See accompanying notes to consolidated financial statements.

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS  
Years Ended December 31, 2013 and 2012

	2013			2012		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Revenues, gains and other support:						
Contributions (Notes 10, 11 and 12)	\$ 3,710,469	\$ 5,726,974	\$ 9,437,443	\$ 4,153,659	\$ 5,567,611	\$ 9,721,270
Contributed services and materials	523,881	-	523,881	419,266	-	419,266
Merchandise sales	13,562	-	13,562	49,624	-	49,624
Interest and dividend income on investments	165	-	165	1,705	-	1,705
Other income	97,100	-	97,100	119,704	-	119,704
Transfer for change in donor intent (Note 7)	-	-	-	(387,709)	387,709	-
Net assets released from restriction (Note 6)	<u>5,194,520</u>	<u>(5,194,520)</u>	<u>-</u>	<u>5,774,752</u>	<u>(5,774,752)</u>	<u>-</u>
Total revenues, gains and other support	<u>9,539,697</u>	<u>532,454</u>	<u>10,072,151</u>	<u>10,131,001</u>	<u>180,568</u>	<u>10,311,569</u>
Expenses:						
Program services:						
Donated goods and services	50,664	-	50,664	33,377	-	33,377
Other program services	<u>7,794,577</u>	<u>-</u>	<u>7,794,577</u>	<u>8,939,790</u>	<u>-</u>	<u>8,939,790</u>
Total program services	7,845,241	-	7,845,241	8,973,167	-	8,973,167
Fundraising:						
Donated goods and services	7,043	-	7,043	193,224	-	193,224
Other fundraising	<u>820,342</u>	<u>-</u>	<u>820,342</u>	<u>1,014,510</u>	<u>-</u>	<u>1,014,510</u>
Total fundraising	827,385	-	827,385	1,207,734	-	1,207,734
Merchandise costs	5,836	-	5,836	20,413	-	20,413
Management and general (Notes 8 and 9):						
Donated goods and services	356,633	-	356,633	-	-	-
Other management	<u>628,856</u>	<u>-</u>	<u>628,856</u>	<u>596,325</u>	<u>-</u>	<u>596,325</u>
Total management and general	<u>985,489</u>	<u>-</u>	<u>985,489</u>	<u>596,325</u>	<u>-</u>	<u>596,325</u>
Total expenses	<u>9,663,951</u>	<u>-</u>	<u>9,663,951</u>	<u>10,797,639</u>	<u>-</u>	<u>10,797,639</u>
Change in net assets	(124,254)	532,454	408,200	(666,638)	180,568	(486,070)
Net assets, beginning of year	<u>173,779</u>	<u>1,905,566</u>	<u>2,079,345</u>	<u>840,417</u>	<u>1,724,998</u>	<u>2,565,415</u>
Net assets, end of year	<u>\$ 49,525</u>	<u>\$ 2,438,020</u>	<u>\$ 2,487,545</u>	<u>\$ 173,779</u>	<u>\$ 1,905,566</u>	<u>\$ 2,079,345</u>

See accompanying notes to consolidated financial statements.

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS  
Years Ended December 31, 2013 and 2012

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	<u>2013</u>	<u>2012</u>
<b>Cash flows from operating activities:</b>		
Change in net assets	\$ 408,200	\$ (486,070)
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:		
Depreciation	8,551	23,839
Loss on disposal of property and equipment	-	1,794
Deferred rent liability	(4,458)	(2,509)
Net change in assets and liabilities:		
Pledges receivable, net	55,450	(215,418)
Other receivables	2,904	(505)
Prepaid program expenses	110,591	(18,179)
Inventory	2,563	12,590
Deposits	6,374	(1,238)
Accounts payable	(184,130)	67,190
Accrued expenses	<u>(22,953)</u>	<u>(97,593)</u>
Net cash provided by (used in) operating activities	<u>383,092</u>	<u>(716,099)</u>
<b>Cash flows used in investing activities:</b>		
Acquisition of property and equipment	<u>(1,216)</u>	<u>(9,113)</u>
Increase (decrease) in cash and cash equivalents	381,876	(725,212)
Cash and cash equivalents, beginning of the year	<u>2,004,429</u>	<u>2,729,641</u>
Cash and cash equivalents, end of the year	<u>\$ 2,386,305</u>	<u>\$ 2,004,429</u>

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See accompanying notes to consolidated financial statements.

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF FUNCTIONAL EXPENSES  
Years Ended December 31, 2013 and 2012

	2013					2012				
	Program Service	Fundraising	Merchandise Cost	Management and General	Total	Program Service	Fundraising	Merchandise Cost	Management and General	Total
Expenses (Notes 7, 8 and 9):										
Compensation and benefits for non-field staff	\$ 1,822,224	\$ 483,342	\$ -	\$ 396,876	\$ 2,702,442	\$ 1,928,962	\$ 564,976	\$ -	\$ 371,200	\$ 2,865,138
Consulting and professional services	70,047	-	-	93,734	163,781	72,645	-	-	84,557	157,202
Office expenses	32,391	20,157	-	21,544	74,092	47,807	16,926	-	24,770	89,503
Information technology	233,988	9,879	-	-	243,867	352,012	13,516	-	-	365,528
Occupancy	95,417	-	-	81,706	177,123	89,447	-	-	80,252	169,699
Travel	128,091	47,126	-	24,715	199,932	160,316	49,899	-	21,643	231,858
Conferences and meetings	41,856	-	-	-	41,856	125,055	-	-	-	125,055
Depreciation and amortization	8,551	-	-	-	8,551	23,839	-	-	-	23,839
Insurance	-	-	-	10,281	10,281	-	-	-	13,903	13,903
Compensation and benefits for field staff	3,650,938	-	-	-	3,650,938	3,958,557	-	-	-	3,958,557
Earthquake relief	7,684	-	-	-	7,684	-	-	-	-	-
Donated goods and services	50,664	7,043	-	356,633	414,340	33,377	193,224	-	-	226,601
Stipends and tuition	231,566	-	-	-	231,566	256,393	-	-	-	256,393
Orphanage Center construction, equipment and furnishings	22,831	-	-	-	22,831	4,242	-	-	-	4,242
Surgery and nurturing care in connection with China Care program	823,743	-	-	-	823,743	1,263,504	-	-	-	1,263,504
Family Village	40,408	-	-	-	40,408	56,636	-	-	-	56,636
Training programs and materials	439,288	-	-	-	439,288	533,513	-	-	-	533,513
Event expense	-	192,343	-	-	192,343	-	281,052	-	-	281,052
All other expense	145,554	67,495	5,836	-	218,885	66,862	88,141	20,413	-	175,416
<b>Total functional expenses</b>	<b>\$ 7,845,241</b>	<b>\$ 827,385</b>	<b>\$ 5,836</b>	<b>\$ 985,489</b>	<b>\$ 9,663,951</b>	<b>\$ 8,973,167</b>	<b>\$ 1,207,734</b>	<b>\$ 20,413</b>	<b>\$ 596,325</b>	<b>\$10,797,639</b>

See accompanying notes to consolidated financial statements.



HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 1 – ORGANIZATION AND OPERATION**

Half the Sky Foundation (the "Foundation" or "HTS"), a non-profit public benefit corporation, was incorporated in November 1998 with its corporate office located in Berkeley, California.

The Foundation formed a Beijing Representative Office in June 2008. Effective since January 1, 2008 the Foundation also qualifies in the Netherlands as a charitable fund ("ANBI").

Half the Sky Foundation (Asia) Limited ("Asia Ltd."), a supporting organization of the Foundation, was incorporated in Hong Kong in March 2006. Half the Sky Foundation United Kingdom Limited ("UK Ltd."), another supporting organization of the Foundation, was incorporated in England and Wales in April 2008.

The consolidated financial statements include the accounts of the Foundation and all of the supporting organizations.

The Foundation was created in order to enrich the lives of orphaned children in China. The Foundation provides model programs and caregiver training designed to offer loving, family-like care to children of all ages and abilities. It is the Foundation's goal to ensure that every orphaned child has a caring adult in her life and a chance at a bright future. The Foundation works in 51 state-run welfare institutions in 24 provinces and municipalities in China and offers six primary programs:

The Infant Nurture (IN) Program: In this program, designed to give infants aged 0-2 years a healthy start in life, the Foundation employs "nannies"- retired or laid-off workers from the local community - to cuddle, love and provide orphaned infants (0-2 years) the physical and emotional stimulation essential to normal development. The Foundation renovates rooms in the welfare institutions and provides training, salaries, other program expenses and supervision of staff.

The Little Sisters Preschool (LSP) Program: In this program, the Foundation-trained teachers use a unique and progressive curriculum that blends principles of the Reggio Emilia approach to early childhood education with contemporary Chinese teaching methods. The program is designed not only to prepare the children (2-7 years) to succeed in Chinese schools, but also to help develop the "whole child", facilitating healthy emotional, physical and cognitive development. The Foundation renovates rooms in the welfare institution and provides training, salaries, other program expenses and supervision of staff.

The Youth Services (YS) Program: In this program, individualized learning opportunities are provided for older children (8-21 years) who remain in the institutions. The Foundation tailors each program to the specific child, offering such services as tutoring prior to entrance exams, tuition to vocational schools, funds for music, dance, computer or art classes, and tutors for learning a second language. The Foundation also provides school fees for a growing number of orphans to attend universities throughout China.

The Family Village (FV) Program: In this program, children whose disabilities or special needs preclude adoption, live in permanent foster families in comfortable apartments in or nearby the welfare institutions. This program enables children who will never be adopted to grow up knowing the love of family while also receiving the support services that the welfare institution and the Foundation programs provide. The children attend the Foundation preschools and then go on to enjoy the enrichment opportunities of the Big Sisters Program. The Foundation partners with local governments to renovate apartments, provide furnishings, a small stipend for foster parents, ongoing training and miscellaneous fees.

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 1 – ORGANIZATION AND OPERATION (Continued)**

The China Care Program: In this program, medically fragile orphaned infants and toddlers are provided with specialized medical treatment and nurturing after-care. Whether receiving 24-hour loving attention in the HTS China Care Home's Special Care Nursery or adjacent Medical Family Care Unit or in a nearby Beijing hospital, these tiny children not only receive life-saving medical treatment, they also learn that they are not alone in this world.

Rainbow Program: Beginning in October 2011, the Foundation began its Rainbow Program Implementation Plan to transition the Foundation to be a training and mentoring organization. The Foundation will provide training to all sites over the next 6 years to transition the responsibility of the site programs over to the Chinese government. By the end of December 31, 2012, 12 provinces had completed 96 sessions of the primary and secondary training program. By the end of December 31, 2013, 18 provinces had completed 52 sessions of the primary and 110 secondary training program. The Foundation has trained 5,326 caregivers from 406 welfare centers. They anticipate that after the 6-year rainbow training, they will have covered at least 1,000 welfare centers. The Foundation will transition its mission to include conducting effective joint provincial training with China Center for Child Welfare and Adoption as well as ensure the sites maintain the Half the Sky program quality.

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

Principles of Consolidation: The accompanying consolidated financial statements include the accounts of the Foundation and its supporting organizations. Inter-organization transactions and balances have been eliminated upon consolidation.

Foreign Currency: Assets and liabilities denominated in foreign currencies are translated into United States of America dollars, the reporting currency, at exchange rates in effect on reporting dates, and revenue and expenses are translated at rates which approximate those in effect on transaction dates. A significant amount of the Foundation's expenses were paid for using the Chinese Renminbi for the years ended December 31, 2013 and 2012. Translation gains and losses were not material to the consolidated financial statements taken as a whole and are not reflected separately in the consolidated financial statements.

Use of Estimates: The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America ("GAAP") requires management to make estimates and assumptions that affect the reported amounts of 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 these estimates. The useful lives of fixed assets, allowance for pledges receivable and donated goods and services are particularly subject to change.

Basis of Presentation: The consolidated financial statements have been prepared on the accrual basis of accounting which recognizes revenue and support when earned and expenses when incurred.

The financial statement presentation follows the guidance of Financial Accounting Standards Board (the "FASB") *Accounting Standards Codification*<sup>™</sup> ("ASC") 958 - 205, *Not-for-Profit Entities – Presentation of Financial Statements* ("ASC 958 – 205"). Under ASC 958 – 205, the Foundation is required to report information regarding its financial position and activities classified as permanently restricted, temporarily restricted, and unrestricted net assets with the change in each of these classes of net assets to be presented in the consolidated statements of activities and changes in net assets.

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

**Unrestricted Net Assets** - Unrestricted net assets have no donor-imposed restrictions and include those revenues and expenses associated with program and supporting services.

**Temporarily Restricted Net Assets** - Temporarily restricted net assets represent contributions that are limited in use by the Foundation in accordance with donor-imposed stipulations. These stipulations may expire with time or may be satisfied and removed by the actions of the Foundation according to the terms of the contribution. Upon satisfaction of such stipulations, net assets are released from temporarily restricted net assets and recognized as unrestricted net assets.

**Permanently Restricted Net Assets** - Permanently restricted net assets are restricted by the donor for investment in perpetuity, such as endowments. The income from such invested assets is available to support the activities of the Foundation. As of December 31, 2013 and 2012, the Foundation held no permanently restricted net assets.

**Cash and Cash Equivalents:** Cash and cash equivalents consist primarily of highly liquid investments with an original maturity of three months or less. Cash and cash equivalents are carried at cost which approximates fair value. The Foundation was unable to maintain a Chinese bank account under its name before the Beijing Representative Office registered. Accordingly, the Foundation set up two accounts maintained by the managing director of programs. The balance in these accounts was \$29,400 and \$49,866 at December 31, 2013 and 2012, respectively. Overseas program operations, such as employee salaries, are funded through wire transfers from the Foundation's U.S. office.

**Credit Risk:** The Foundation maintains cash and cash equivalents with commercial banks and other major financial institutions. Cash equivalents include overnight investments and money market funds. Cash balances may exceed the Federal Deposit Insurance Corporation ("FDIC") limits from time to time. At December 31, 2013 and 2012, the Foundation had deposits at two financial institutions eligible for FDIC insurance coverage with carrying amounts of \$807,021 and \$267,522, and bank balances of \$807,021 and \$267,522, respectively. Of the total bank balances, \$268,978 and \$267,522 were insured at December 31, 2013 and 2012, respectively. The credit risk in pledges receivable is addressed as the Foundation evaluates the collectability of pledges based on knowledge and available information about the donors. Additionally, any pledges that are expected to be collected after one year have been discounted and are reflected in the consolidated financial statements at their net present value.

**Pledges Receivable:** The Foundation evaluates the collectability of its pledges receivable on an ongoing basis and records a reserve for potential uncollectible pledges receivable.

**Property and Equipment, Net:** Acquisitions of property and equipment in excess of \$500 are capitalized. Purchased property and equipment are stated at cost. Significant donated property and equipment are recorded at their estimated fair value on the date of receipt. Depreciation is computed using the straight-line method over the estimated useful lives of the assets ranging from three to ten years.

**Impairment of Long-Lived Assets and For Long-Lived Assets to be Disposed Of:** Long-lived assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to undiscounted future net cash flows, excluding interest, expected to be generated by the asset. If such assets are considered to be impaired, the impairment is recognized on an asset-by-asset basis. The impairment is measured as the amount by which the carrying amount of the asset exceeds the fair value of the asset (fair value determined by discounted cash flows, market comparison, or replacement cost). Assets to be disposed of are reported at the lower of the carrying amount or fair value less costs to sell. No assets have been determined to be impaired as of December 31, 2013 and 2012.

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Inventory: Inventory consists principally of merchandise sold in the Foundation's on-line store and is stated at the lower of weighted average cost or market value.

Revenue Recognition: Contributions are recognized as revenue when they are received or unconditionally promised as prescribed by ASC 958 – 605, *Not-for-Profit Entities – Revenue Recognition* ("ASC 958 – 605"). The Foundation reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor stipulation expires, that is, when a stipulated time restriction ends or the purpose is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported as net assets released from restrictions. Conditional promises to give are not recorded as contributions until the conditions on which they depend are substantially met.

Donor-restricted contributions whose restrictions are met in the same reporting period as the contribution is recorded are reported as temporarily restricted contributions and net assets released from restrictions as donor restrictions are met.

The Foundation recognizes revenues from on-line store sales upon the sale of merchandise.

Contributed Services and Materials: Contributed services and materials are recognized in accordance with ASC 958 – 605. The Foundation received and recorded contributed pro-bono legal services for the years ended December 31, 2013 and 2012, with estimated fair values of \$395,332 and \$155,864, respectively.

Contributed goods are recorded at estimated fair value at the date of receipt and amounted to \$128,549 and \$263,402 for the years ended December 31, 2013 and 2012, respectively.

Income Tax Status: The Foundation has been recognized as an organization exempt from tax pursuant to Internal Revenue Code Section 501(c)(3) and classified by the Internal Revenue Service as other than a private foundation, and has been recognized by the California Franchise Tax Board as exempt from California franchise taxes under Revenue and Taxation Code Section 23701(d). Asia Ltd. has been granted tax exempt status by the Hong Kong Inland Revenue Department. UK Ltd. has been granted tax exempt status by UK HM Revenue & Customs. The Foundation is also qualified as a charitable fund ("ANBI") in the Netherlands for tax purposes.

Current accounting standards require the Foundation to disclose the amount of potential benefit or obligation to be realized as a result of an examination performed by a taxing authority. For the years ended December 31, 2013 and 2012, management has determined that the Foundation does not have any tax positions that result in any uncertainties regarding the possible impact on the Foundation's financial statements. The Foundation is no longer subject to examination by taxing authorities for years before 2008. The Foundation does not expect the total amount of unrecognized tax benefits to significantly change in the next 12 months. The Foundation recognizes interest and/or penalties related to income tax matters in income tax expense. The Foundation did not have any amounts accrued for interest and penalties at December 31, 2013 and 2012.

Functional Expense Allocations: The costs of providing the various program and supporting services have been summarized on a functional basis in the consolidated statements of activities and changes in net assets. Accordingly, certain expenses have been allocated among program services and supporting services based on estimates made by management.

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Fair Value of Financial Instruments: Fair values of financial instruments are estimated using relevant market information and other assumptions. The Foundation's carrying amount for its cash and cash equivalents, pledges receivable, accounts payable, and accrued liabilities approximate fair value.

Reclassifications: Certain reclassifications have been made to the prior year's balances to confirm to classifications used in the current year. Reclassifications had no effect on the prior year change in net assets or total net assets.

Subsequent Events: The Foundation has evaluated subsequent events for recognition and disclosure through June 1, 2014, which is the date the financial statements were available to be issued.

**NOTE 3 – PLEDGES RECEIVABLE, NET**

Pledges receivable represent unconditional promises to give by donors and are recorded at net realizable value. Pledges receivables of \$162,532 and \$217,982 at December 31, 2013 and 2012, respectively, were expected to be collected within one year. There were no long-term pledge receivables at December 31, 2013 and 2012.

The Foundation has received notification of various conditional pledges. These pledges for which the conditions have not yet been substantially met are not included as revenues and are not included in total revenue on the accompanying consolidated statements of activities and changes in net assets for the years ended December 31, 2013 and 2012. There were conditional promises to give of \$197,706 and \$833,815 as of the years ended December 31, 2013 and 2012, respectively.

**NOTE 4 – PROPERTY AND EQUIPMENT, NET**

Property and equipment consisted of the following at December 31:

	<u>2013</u>	<u>2012</u>
Equipment	\$ 151,523	\$ 150,307
Furniture and fixtures	<u>26,219</u>	<u>26,219</u>
Total	177,742	176,526
Less: accumulated depreciation	<u>(167,347)</u>	<u>(158,796)</u>
Property and equipment, net	<u>\$ 10,395</u>	<u>\$ 17,730</u>

Depreciation expense for the years ended December 31, 2013 and 2012 amounted to \$8,551 and \$23,839, respectively.

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 5 – TEMPORARILY RESTRICTED NET ASSETS**

Temporarily restricted net assets were available for the following purpose-restricted programs or locations at December 31, 2013 and 2012:

	<u>2013</u>	<u>2012</u>
Henan	\$ 2,428	\$ -
Baotou 2014	5,125	-
Beihai, Sanya, and Wuhan	107,087	64,254
Changsha	14,145	161,679
Changzhou	34,242	26,244
Chenzhou	44,047	37,254
China Care Club	9,648	8,239
The China Care Project (TCCP)	325,473	278,361
Digital Publishing and News Media Training	69,129	52,681
Fuzhou	6,897	1,381
Funds to cover “walk” events	6,219	6,219
Guangzhou	108,101	91,491
Guilin and Shaoguan	2,799	89,709
Guiyang	40,914	16,578
Hefei	5,563	4,781
Huazhou	101,990	-
JPMC National Training	399,249	-
Chengdu and 9 additional Little Sister Programs	279,464	249,283
Luoyang	-	27,598
Nanchang	123,246	23,310
Nanjing	92,172	74,030
Qingdao	-	6,250
Qingyuan, Wuhan, Qingdao and Urumqi LSP	75,164	69,053
Shaoyang	33,241	27,775
Shenzhen	118,152	122,663
Shijiazhuang	-	12,322
Tianjin IN, LS and YS and Chongqing IN	87,495	139,905
Video Resource Library	-	21,358
Wuzhou	-	1,661
Xinyang	-	3,778
Yueyang	1,561	-
Ya'an Earthquake	23,293	-
Child Development Expert (CDE)	7,067	-
Development Evaluation Project	126,400	-
Other Support for Operations	<u>187,709</u>	<u>287,709</u>
Total temporarily restricted net assets	<u>\$ 2,438,020</u>	<u>\$ 1,905,566</u>

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 6 – TEMPORARILY RESTRICTED NET ASSETS RELEASED FROM RESTRICTIONS**

Temporarily restricted net assets were released from donor restrictions by incurring expense satisfying the purpose of the restriction or by the passage of time during the year ended December 31, 2013:

China Care	\$ 853,568
JPMC National Training	743,725
Child Development Expert (CDE)	392,406
LSP in Chengdu, Shenyang, Xi'an, Chongqing, Harbin, Nanning, Jinan, Shijiazhuang, Xiamen & Zhengzhou	334,819
Video Resource Library	213,590
Tianjin center and Chongqing INP	156,621
Changsha center and Hunan Rainbow Program	149,771
Qingyuan, Wuhan, Qingdao, and Urumqi LSP	143,889
Guangzhou (LS & YS)	142,542
Changchun	138,112
Shenzhen	130,273
Lianyungang	130,020
Maoming	121,670
China Care Clubs	119,666
Youth Service Program (YSP)	114,154
Shenyang & Liaoning CDE and Project Office	95,884
Guilin & Shaoguan INP	87,276
Beihai, Sanya LSP & Wuhan INP	80,334
Haikou	76,831
Wuzhou	76,661
Henan	57,572
Family Village Program (FVP)	54,862
Changzhou IN & LS and YS from Q3 2013	53,420
Digital Publishing and New Media Training	43,839
Hefei IN	43,793
Nanchang, Datong from Q4 2013	43,669
Maonan	37,900
Hefei FV	37,000
Nanjing FVP	36,443
Guiyang FV	35,468
Fuzhou	31,291
Luoyang LS	29,563
Nanjing LS&YS	28,038
Development Evaluation Project	23,600
Nanchang IN, LS and YS	23,310
Yueyang and Yiyang IN	23,290
Nanjing IN	21,042
Jinan IN & FV	17,523
Shaoyang YS	14,284
Shijiazhuang IN	12,322
Chenzhou IN	11,748
Chenzhou (all but IN)	11,199
Hefei YS & Huangshi YSP from 17 July 2013	10,575
Ya'an Earthquake	10,543
Yueyang LSP	9,527
Shaoyang IN	9,474

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
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**NOTE 6 – TEMPORARILY RESTRICTED NET ASSETS RELEASED FROM RESTRICTIONS (Continued)**

Yibin	9,458
National Training Curriculum	8,815
Shaoyang LS	7,850
Qingdao INP	7,800
Qingdao YS	6,250
Nanning	5,000
Xinyang IN	3,778
Guiyang IN from Q4 2013	3,038
Other	<u>109,424</u>
Total net assets released from restrictions	<u>\$ 5,194,520</u>

**NOTE 7 – ENDOWMENTS**

Endowments: The Foundation accounts for endowment gifts under Uniform Prudent Management of Institutional Funds Act (UPMIFA). From time to time, the fair value of assets associated with individual board-designated endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. Deficiencies of this nature will be reported in unrestricted net assets, unless specified otherwise by donor, as required.

Interpretation of UPMIFA: The Board of Trustees has interpreted Uniform Prudent Management of Institutional Funds Act (“UPMIFA”) as requiring the preservation of the fair value of the original and subsequent gifts as of the gift date of the Board-designated endowment funds absent explicit donor stipulations to the contrary.

The Foundation classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the duration and preservation of the fund, the purposes of the organization and the donor-restricted endowment fund, general economic conditions, the possible effect of inflation and deflation, the expected total return from income and the appreciation of investments, and the investment policies of the organization in making a determination to appropriate or accumulate donor-restricted endowment funds.

Return Objectives and Risk Parameters: The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for a donor-specified period(s) as well as board-designated funds.

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(Continued)



HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

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**NOTE 7 – ENDOWMENTS** (Continued)

Strategies Employed for Achieving Objectives: To satisfy its long-term rate-of-return objectives, the Foundation relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Foundation targets to invest the majority of the endowment funds into certificates of deposit to achieve long-term return objectives to maintain prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy: The Foundation has a policy of appropriating for distribution each year up to 5 percent of the endowment fund's average fair value over the prior 12 quarters through the calendar year-end proceeding the fiscal year in which the distribution is planned. In establishing this policy, the Foundation considered the long-term expected return on its endowment. Accordingly, over the long-term, the Foundation expects the current spending policy to allow its endowment to grow 2 percent annually. This is consistent with the Foundation's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return. The Spending Policy will be reviewed and/or updated, and approved by the Board of Directors on an annual basis.

There were no endowment net assets outstanding at December 31, 2013. During the year ended December 31, 2013, changes in the endowment net assets composition, by type of fund, were as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 52,802	\$ -	\$ -	\$ 52,802
Investment income including foreign currency exchange gains	6,246	-	-	6,246
Contributions	10,092	-	-	10,092
Appropriation of endowment assets for expenditure	(6,246)	-	-	(6,246)
Transfers to remove assets from board-designated endowment funds	<u>(62,894)</u>	<u>-</u>	<u>-</u>	<u>(62,894)</u>
	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

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(Continued)

HALF THE SKY FOUNDATION AND SUBSIDIARIES  
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS  
December 31, 2013 and 2012

**NOTE 7 – ENDOWMENTS** (Continued)

As of December 31, 2012 the endowment net assets composition, by type of fund, were as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ -	\$ -	\$ -	\$ -
Board-designated endowment funds	\$ 52,802	\$ -	\$ -	\$ 52,802

During the year ended December 31, 2012, changes in the endowment net assets composition, by type of fund, were as follows:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 645,724	\$ -	\$ -	\$ 645,724
Investment income including foreign currency exchange gains	3,962	-	-	3,962
Contributions	12,039	-	-	12,039
Appropriation of endowment assets for expenditure	(3,962)	-	-	(3,962)
Transfer for a change in donor intent	(387,709)	-	-	(387,709)
Transfers to remove assets from board-designated endowment funds	(217,252)	-	-	(217,252)
	<u>\$ 52,802</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 52,802</u>

In 2012, a donor added a time restriction to an originally unrestricted donation of \$387,709 and was therefore, reclassified to temporarily restricted net assets.

For the purposes of assisting the Foundation in funding operating expenses as the Foundation transitions to becoming a training and mentoring organization, the Foundation transferred board-designated endowment funds of \$62,894 and \$217,252 during the years ended December 31, 2013 and 2012, respectively.

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#### **NOTE 8 – COMMITMENTS AND CONTINGENCIES**

Lease Obligation: The Foundation leases office facilities in the United States, an apartment unit and an office facility in Beijing, People's Republic of China, and an office facility in Hong Kong. The operating leases expire at various dates through December 2014. Rent paid under these leases was approximately \$176,000 and \$167,000 for the years ended December 31, 2013 and 2012, respectively. The future lease payments total \$176,794 for the year ending December 31, 2014.

Contingencies: The Foundation is subject to legal proceedings and claims which arise in the ordinary course of business. In the opinion of management, the amount of ultimate liability with respect to such actions will not materially affect the financial position or results of operations of the Foundation.

#### **NOTE 9 – EMPLOYEE BENEFIT PLANS**

In 2008, the Foundation had a 403(b) retirement plan for its employees. In January 1, 2009, the Foundation transferred all assets to a 401(k) plan, covering all employees who have met certain eligibility requirements. Under the 401(k) plan, employees may elect to contribute a certain percent of their eligible compensation to the 401(k) plan, subject to IRS limitations. The Foundation may make matching contributions during the year equal to a discretionary percentage, as determined by the Foundation, of the participant's salary reductions. Employer contributions vest at the rate of 20% per year with full vesting after 6 years of service with the Foundation. Total contributions made to the retirement plans by the Foundation for the years ended December 31, 2013 and 2012 were \$40,160 and \$35,711, respectively.

#### **NOTE 10 – RELATED PARTY TRANSACTIONS**

For the years ended December 31, 2013 and 2012, recorded contribution revenue from members of the Board of Directors of Half the Sky Foundation or companies or individuals with which the Board of Directors are affiliated were \$984,517 and \$742,310, respectively.

#### **NOTE 11 – AFFILIATED PARTIES**

Half the Sky Foundation Australia Limited ("Australia Ltd"), an affiliate of the Foundation, was incorporated in Victoria, Australia in May 2009. It has a joint development project with HTS since 2011. Australia Ltd contributed \$2,237 and \$53,557 to the Foundation in the years ended December 31, 2013 and 2012, respectively. Half the Sky Foundation ("Canada") Inc., another affiliate of the Foundation was incorporated in Canada in June 2009. Half the Sky foundation ("Canada") Inc. contributed \$37,903 and \$64,395 to the Foundation in the years ended December 31, 2013 and 2012, respectively.

#### **NOTE 12 – MAJOR CONTRIBUTIONS**

The Foundation had two donors with more than 18% and 25% of total contributions for the years ended December 31, 2013 and 2012, respectively.

#### **NOTE 13 – COOPERATION AGREEMENT**

In early 2008, the Foundation entered into a cooperation agreement with the Ministry of Civil Affairs of the PRC ("MCA") known as the "Blue Sky Plan." Under this agreement, the Foundation works with the MCA to establish cooperative model centers and to develop relevant care and education programs in each of the provinces in the PRC.

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