

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2012

SMITH PATRICK LLC  
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Certified Public Accountants

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
Children's Hope International and  
Children's Hope International Foundation  
St. Louis, Missouri

We have audited the accompanying consolidated financial statements of Children's Hope International and Children's Hope International Foundation (nonprofit organizations)(the "Organizations") which comprise the statement of financial position as of December 31, 2012, and the related statements of activities 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 of 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 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 Children's Hope International and Children's Hope International Foundation as of December 31, 2012, 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.

***Other Matters***

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

*Smith Patrick LLC, CPA's*

Smith Patrick LLC, CPA's

St. Louis, Missouri

May 3, 2013

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Consolidated Statement of Financial Position  
December 31, 2012

	Children's Hope International	Children's Hope International Foundation	Eliminations	Consolidated
<b>ASSETS</b>				
Current Assets				
Cash and cash equivalents	\$ 1,095,371	\$ 166,679	\$ -	\$ 1,262,050
Prepaid expenses	13,639	-	-	13,639
Investments	932,494	12,501	-	944,995
Total Current Assets	<u>2,041,504</u>	<u>179,180</u>	<u>-</u>	<u>2,220,684</u>
Property and equipment, net of depreciation	3,123,811	-	-	3,123,811
Other assets				
Cash surrender value of life insurance policies	152,689	-	-	152,689
Total Assets	<u>\$ 5,318,004</u>	<u>\$ 179,180</u>	<u>\$ -</u>	<u>\$ 5,497,184</u>
<b>LIABILITIES AND NET ASSETS</b>				
Current Liabilities				
Accounts payable	\$ 19,504	\$ -	\$ -	\$ 19,504
Accrued vacation	25,212	-	-	25,212
Deferred revenue	288,425	-	-	288,425
Deferred insurance proceeds	33,664	-	-	33,664
Current portion of capital lease	7,337	-	-	7,337
Total Current Liabilities	<u>374,142</u>	<u>-</u>	<u>-</u>	<u>374,142</u>
Capital lease, net current portion	23,418	-	-	23,418
Total Liabilities	<u>397,560</u>	<u>-</u>	<u>-</u>	<u>397,560</u>
Net Assets				
Unrestricted	4,920,444	168,075	-	5,088,519
Temporarily restricted	-	11,105	-	11,105
Total Net Assets	<u>4,920,444</u>	<u>179,180</u>	<u>-</u>	<u>5,099,624</u>
Total Liabilities and Net Assets	<u>\$ 5,318,004</u>	<u>\$ 179,180</u>	<u>\$ -</u>	<u>\$ 5,497,184</u>

See accompanying notes and independent auditor's report

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Consolidated Statement of Activities  
December 31, 2012

	Children's Hope International	Children's Hope International Foundation	Eliminations	Consolidated
<b>Changes in Unrestricted Net Assets</b>				
Unrestricted Revenues, Support and Gains				
Adoption fees	1,530,204	\$ -	\$ -	\$ 1,530,204
Home study and post-placement fees	63,859	-	-	63,859
Other	68,004	-	-	68,004
Contributions	11,526	71,675	-	83,201
Net investment income	121,833	509	-	122,342
Interest income	-	32	-	32
Gain on disposal of fixed assets	1,029,968	-	-	1,029,968
Total Unrestricted Revenues, Support and Gains Before Net Assets Released From Restrictions	<u>2,825,394</u>	<u>72,216</u>	<u>-</u>	<u>2,897,610</u>
Net Assets Released from Restrictions	<u>-</u>	<u>190,735</u>	<u>-</u>	<u>190,735</u>
Total Unrestricted Revenues, Support and Gains	<u>2,825,394</u>	<u>262,951</u>	<u>-</u>	<u>3,088,345</u>
<b>Expenses</b>				
Program services	1,320,344	231,920	-	1,552,264
Management and general	866,824	9,232	-	876,056
Fundraising	4,729	12,605	-	17,334
Total Expenses	<u>2,191,897</u>	<u>253,757</u>	<u>-</u>	<u>2,445,654</u>
Increase in Unrestricted Net Assets	<u>633,497</u>	<u>9,194</u>	<u>-</u>	<u>642,691</u>
<b>Changes in Temporarily Restricted Net Assets</b>				
Contributions	-	186,227	-	186,227
Net assets released from restrictions	<u>-</u>	<u>(190,735)</u>	<u>-</u>	<u>(190,735)</u>
Decrease in Temporarily Restricted Net Assets	<u>-</u>	<u>(4,508)</u>	<u>-</u>	<u>(4,508)</u>
Increase in Net Assets	<u>633,497</u>	<u>4,686</u>	<u>-</u>	<u>638,183</u>
Net Assets - Beginning of the Year	<u>4,286,947</u>	<u>174,494</u>	<u>-</u>	<u>4,461,441</u>
Net Assets - End of the Year	<u>\$ 4,920,444</u>	<u>\$ 179,180</u>	<u>\$ -</u>	<u>\$ 5,099,624</u>

See accompanying notes and independent auditor's report

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Consolidated Statement of Cash Flows  
December 31, 2012

Cash Flows From Operating Activities:	
Increase in net assets	\$ 638,183
Adjustments to reconcile decrease in net assets to net cash provided by operating activities:	
Depreciation	100,544
Realized and unrealized gains on investments	(104,597)
Unrealized gain on cash surrender value of life insurance policies	(7,050)
Gain on disposal of fixed assets	(1,029,968)
Decrease (increase) in operating assets:	
Prepaid expenses	10,402
Increase (decrease) in operating liabilities:	
Accounts payable	(1,615)
Accrued vacation	(15,740)
Deferred insurance proceeds	33,664
Deferred revenue	8,046
Net Cash Provided by Operating Activities	<u>(368,131)</u>
Cash Flows From Investing Activities:	
Proceeds from sales of investments	17,873
Proceeds from sale of fixed assets	<u>1,260,590</u>
Net Cash Used in Investing Activities	<u>1,278,463</u>
Cash Flows From Financing Activities:	
Principal payments on capital lease obligations, net	<u>(6,353)</u>
Net Cash Used by Financing Activities	<u>(6,353)</u>
Net Decrease in Cash and Cash Equivalents	903,979
Cash and cash equivalents - Beginning of Year	<u>358,071</u>
Cash and Cash Equivalents - End of Year	<u>\$ 1,262,050</u>
Supplemental disclosures:	
Interest paid	<u>\$ 4,687</u>

See accompanying notes and independent auditor's report

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Notes to Consolidated Financial Statements  
December 31, 2012

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

***Nature of Organizations***

Children's Hope International ("CHI") is a nonprofit Missouri Corporation that was founded in 1992. CHI provides adoption services for children in China, Columbia, Russia, and Ethiopia. The majority of CHI's revenue is derived from families seeking adoption. CHI's program expenses include all of CHI's adoption offices, including its foreign offices in China, Ethiopia, and Russia.

In addition to adoptions, Children's Hope International Foundation ("CHIF") was formed to accept donations for Development-Aid Programs to improve the health and welfare of children at risk in China, Columbia, Vietnam, Russia, India, and Ethiopia. In 2012, CHI and CHIF together distributed \$240,332 for humanitarian aid projects in these countries and for adoption grants to several families in need.

***Principles of Consolidation***

The consolidated financial statements include the accounts of CHI and CHIF (the "Organizations").

CHIF is a separate legal entity. However, since CHI has control over CHIF, both are consolidated in these financial statements. All transactions between CHI and CHIF have been eliminated in consolidation.

***Consolidated Financial Statement Presentation***

The Organizations follow the provisions of the Financial Accounting Standards Board ("FASB") in regards to the financial statements of not-for-profit organizations as discussed under ASC 958-210, Financial Statements of Not-For-Profit Organizations. This provision requires the reporting of total assets, liabilities and net assets in a statement of financial position, and reporting the change in net assets in a statement of activities. This provision also requires that net assets, revenue, expenses, gains and losses be classified as unrestricted, temporarily restricted, or permanently restricted based on the existence or absence of donor-imposed restrictions.

***Use of Estimates***

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from estimated amounts.

***Cash and Cash Equivalents***

The Organizations consider all short-term investments with original maturities of less than three months from the date of purchase to be cash equivalents.

***Concentrations of Credit Risk Arising from Cash Deposits in Excess of Insured Limits***

The Organizations maintain their cash balances at multiple financial institutions, including foreign institutions. The balances in US institutions are insured by the Federal Deposit Insurance Corporation up to \$250,000, per financial institution. CHI and CHIF file form TD F 90-22.1 for their foreign bank accounts. At December 31, 2012 there were no cash balances exceeding \$250,000.

***Investments***

Investments are comprised of mutual funds, bonds, cash equivalents, and common and preferred stock and are reported at fair value. Gains and losses on sales of investments are generally determined on a specific cost identification basis. Unrealized gains and losses are determined based on year-end market fluctuations.



CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Notes to Consolidated Financial Statements  
December 31, 2012

***Promises To Give***

Promises to give are recognized as support in the period the promise is received. There were no unconditional or conditional promises to give as of December 31, 2012. The Organizations use the direct write-off method, which for the Organizations, is not considered to be materially different from the allowance method.

***Fixed Assets***

Fixed Assets are stated at cost, or if received by gift, at fair value at the date of gift. Gifts of long-lived assets received without stipulations are recorded as unrestricted support. It is the Organizations' policy to capitalize assets over \$250. Depreciation is recorded on a straight-line basis over the estimated useful lives of the assets as follows:

Buildings and apartments	30 years
Building improvements	10 years
Equipment and furniture	3-10 years
Vehicles	5 years

***Deferred Revenue***

Deferred revenue consists of cash received prior to December 31, 2012 for post-placement and re-adoption services to be provided by CHI subsequent to December 31, 2012.

***Restricted and Unrestricted Revenue***

All contributions received by CHI and CHIF are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted support. It is the policy of CHI and CHIF to show restricted contributions whose restrictions are met in the same reporting period as unrestricted contributions.

***Expense Allocation***

Expenses are charged to program services and supporting activities on the basis of directly identifiable costs. Management and general expenses includes those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organizations.

***Tax Status***

Both CHI and CHIF are exempt from income taxes under Internal Revenue Code Section 501(c)(3) and applicable state law.

***Income Tax Uncertainties***

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the consolidated financial statements. Under that guidance, CHI and CHIF may recognize the tax benefit from an uncertain tax position only if it is more than likely than not that the tax position will be sustained on examination by taxing authorities based on the technical merits of the position. Examples of tax positions include the tax-exempt status of the Organizations and various positions related to the potential sources of unrelated business taxable income ("UBIT"). The tax benefits recognized in the consolidated financial statements from such a position are measured based on the largest benefit that has a greater than 50% likelihood of being realized upon ultimate settlement. There were no unrecognized tax benefits identified or recorded as liabilities for the year ended December 31, 2012.

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
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CHI and CHIF's Forms 990, Return of Organization Exempt From Income Tax, for the years ending 2012, 2011, and 2010 are subject to examination by the Internal Revenue Service, generally for three years after they were filed.

***Advertising Costs***

Advertising costs are expensed as incurred. Advertising costs for the year ended December 31, 2012 were \$73,862.

***Description of Program Services and Supporting Activities***

The following program services and supporting activities are included in the accompanying consolidated financial statements:

Adoption – Encompasses all aspects of CHI's adoptions activities.

Humanitarian Aid – Encompasses all aspects of charitable and humanitarian aid for children.

Management and General – Includes the functions necessary to maintain an equitable employment program, ensure an adequate working environment, provide coordination and articulation for the Organizations' program strategy, secure proper administrative functioning of the Board of Directors, and manage the financial budgetary responsibilities of the Organizations.

Fundraising – Provides the structure necessary to encourage and secure private financial support from individuals and organizations through general fundraising activities.

**NOTE 2-INVESTMENTS**

The following is a summary of the Organizations' investments at December 31, 2012

Cash Equivalents	\$ 22,041
Bonds	12,631
Mutual Funds	
Blend Funds	36,530
Growth Funds	466,280
Value Funds	395,160
Publicly Traded Partnerships	2,433
Stocks	9,920
	<u>\$ 944,995</u>

Investment income for the year ended December 31, 2012 is as follows:

Realized and unrealized gains and losses	\$ 104,597
Investment fees	(7,503)
Interest and dividends	25,240
	<u>\$ 122,334</u>

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Notes to Consolidated Financial Statements  
December 31, 2012

**NOTE 3-FAIR VALUE MEASUREMENTS**

The Organizations applies GAAP for its fair value measurements of financial assets that are recognized or disclosed at fair value in the financial statements on a recurring basis. GAAP established a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The three levels of the fair value hierarchy are as follows:

- Level I – Inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities the Organization has the ability to access at measurement date.
- Level II – Inputs other than quoted prices included within Level I that are observable for the asset or liability, either directly or indirectly.
- Level III – Inputs are unobservable inputs for the asset or liability.

The Organizations' investments are reported at fair value in the accompanying consolidated statements of financial position.

The following table sets forth the Organizations' assets measured at fair value:

<b>Financial Assets at Fair Value as of December 31, 2012</b>				
	<b>Level I</b>	<b>Level II</b>	<b>Level III</b>	<b>Total</b>
Investments	\$ 944,995	\$ -	\$ -	\$ 944,995
Cash surrender value of life insurance	152,689	-	-	152,689
	<u>\$ 1,097,684</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,097,684</u>

**NOTE 4-FIXED ASSETS**

Fixed assets costs for CHI and CHIF consist of the following:

Land	\$ 1,268,757
Buildings	2,226,966
Office in China	248,873
Equipment	208,535
Furniture	633,841
Vehicles	23,002
Capital leases	66,300
	4,676,274
Accumulated depreciation	(1,552,463)
	<u>\$ 3,123,811</u>

Depreciation expense for CHI and CHIF was \$100,544 for the year ending December 31, 2012.

**NOTE 5-NET ASSETS**

At December 31, 2012, CHIF temporarily restricted net assets of \$11,105 were restricted for humanitarian aid for various countries. Humanitarian aid in China, Columbia, and Russia represented \$4,203, \$1,958, and \$4,944, respectively, of the balance in temporarily restricted net assets.

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Notes to Consolidated Financial Statements  
December 31, 2012

**NOTE 6-LEASES**

The Organizations conducted a portion of their operations in a leased facility in Illinois with the lease term through March 31, 2012. The Illinois office was closed in 2008, and the Organizations subleased the space beginning in June 2009. The lease provided that the Organizations pay additional building expenses. The lease Organizations has additional operating leases for a water purifier and a postage machine through 2016 and 2015, respectively. Future minimum lease commitments at December 31, 2012 are as follows:

2013	\$	1,187
2014		1,187
2015		746
2016		150
	<u>\$</u>	<u>3,270</u>

Total rent expense for operating leases was \$9,165 for the year ended December 31, 2012.

During 2005, 2007, and 2011, CHI entered into equipment leases, which are considered to be equivalent to installment purchases for purposes of accounting presentation. The assets under capital leases are capitalized using interest rates appropriate at the inception of the related lease and depreciated over the respective lives of the leases. Depreciation of such leases is included in depreciation expense. The gross amount of equipment recorded under the capital lease totaled \$66,300 at December 31, 2012. Accumulated depreciation on this equipment amounted to \$38,240 at December 31, 2012.

Future minimum lease payments related to this equipment as of December 31, 2012 are as follows:

2013	\$	11,040
2014		11,040
2015		11,040
2016		5,520
		<u>38,640</u>
Less amount representing interest		<u>7,885</u>
Present value of lease payments		30,755
Less current obligations		<u>7,337</u>
Long-term capital lease obligations	<u>\$</u>	<u>23,418</u>

Interest expense of \$4,687 was incurred in 2012.

**NOTE 7-FOREIGN OPERATIONS**

In connection with CHI's international adoption services, CHI maintains offices in China, Russia, and Ethiopia.

All activity and account balances representing amounts due to or from international offices are reflected in the financial statements in United States dollars.

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Notes to Consolidated Financial Statements  
December 31, 2012

**NOTE 8-RETIREMENT PLANS**

*401(k) Plan*

All employees who have worked for three months or more are eligible to participate in the CHI 401(k) Plan. Employees may contribute an amount of 1% to 15% of their eligible compensation. The plan allows for CHI to make discretionary matching contributions. CHI's matching contribution was \$5,600 for the year ending December 31, 2012.

*Nonqualified Pension Plans*

CHI provides nonqualified pension benefits to its executives.

*Cash Surrender Insurance Policies*

The Organizations' have split interest policies on its Executive Director and Associate Executive Director. The officers have assigned rights to CHI for the policies' cash surrender values in the case of termination other than death. Upon death of the insured, CHI will receive the total premiums paid by CHI under the policies.

The premiums for these policies were \$2,400 for 2011.

The cash surrender value of the policies at December 31, 2012 was \$152,689.

**NOTE 9-RELATED PARTY TRANSACTIONS**

*Sale of apartment*

In 2012 an apartment in China controlled by CHI was sold. The resulting gain on the sale of the apartment was \$1,029,968, which is accounted for as a gain on the disposal of fixed assets on the Consolidated Statement of Activities.

Proceeds from the sale of the apartments were deposited into a bank account in China and are being used to fund the Organization's operations there. The Chinese laws do not allow for the transfer of funds in the bank account to the United States.

*Oversees apartment*

An apartment and land has been purchased and leased by the Associate Executive Director. Any ownership in China is required to be held by a Chinese citizen. Management has an agreement with the Associate Executive Director that the building purchased and land leased in her name are to be used exclusively for use by CHI and CHIF. The land for both apartments is on a long-term land lease through May 27, 2071, signed by the Associate Executive Director, which will ultimately revert to the Chinese government, including all items located on the leased land.

*Board Donations*

During 2012, a company that one of the Organization's board members is the President/Founder of contributed \$24,106 to CHIF.

**NOTE 10-SUBSEQUENT EVENTS**

Management has evaluated subsequent events through May 3, 2013, the date the financial statements were available to be issued.

**SUPPLEMENTAL INFORMATION**

CHILDREN'S HOPE INTERNATIONAL AND AFFILIATE  
Consolidated Schedule of Functional Expenses  
December 31, 2012

	<u>Supporting Activities</u>				<u>Total</u>
	<u>Program</u>	<u>Management</u>	<u>Fundraising</u>	<u>Eliminations</u>	
Salaries	\$ 329,818	\$ 336,250	\$ -	\$ -	\$ 666,068
Payroll taxes	21,044	22,052	-	-	43,096
Other employee benefits	17,405	29,576	-	-	46,981
Adoption expenses	434,467	-	-	-	434,467
Advertising	-	65,912	7,950	-	73,862
Bank charges and credit card fees	5,417	20,041	-	-	25,458
Contract labor	78,200	12,221	-	-	90,421
Depreciation	13,483	87,061	-	-	100,544
Helping Hands humanitarian aid	240,332	-	-	-	240,332
Insurance	-	61,118	-	-	61,118
Interest	-	4,687	-	-	4,687
Miscellaneous	404	30,195	3,528	-	34,127
Newsletter	-	752	-	-	752
Printing and postage	29,043	12,796	5,856	-	47,695
Professional fees	11,557	49,033	-	-	60,590
Property tax	-	3,078	-	-	3,078
Rent	28,844	9,583	-	-	38,427
Repairs and maintenance	5,307	55,627	-	-	60,934
Supplies	3,931	5,936	-	-	9,867
Telephone	3,851	12,062	-	-	15,913
Travel	325,976	2,241	-	-	328,217
Utilities	3,185	55,835	-	-	59,020
	<u>\$ 1,552,264</u>	<u>\$ 876,056</u>	<u>\$ 17,334</u>	<u>\$ -</u>	<u>\$ 2,445,654</u>