



Consolidated Financial Statements

For the Years Ended December 31, 2016 and 2015

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Independent Auditor's Report

**To the Board of Directors
Splash and Affiliate
Seattle, Washington**

We have audited the accompanying consolidated financial statements of Splash and Affiliate (the Organization), which comprise the consolidated statements of financial position as of December 31, 2016 and 2015, and the related consolidated statements of activities and changes in net assets, functional expenses, and cash flows 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 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 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 financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



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Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of the Organization as of December 31, 2016 and 2015, and the changes in its net assets, functional expenses, and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Clark Nuber PS

Certified Public Accountants
May 31, 2017

SPLASH AND AFFILIATE

**Consolidated Statements of Financial Position
December 31, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
Assets		
Cash and cash equivalents	\$ 427,154	\$ 1,501,936
Accounts receivable	149,456	128,639
Advances for international WASH projects	48,572	42,354
Current portion of pledges receivable, net	811	75,300
Prepaid expenses	49,145	25,049
Water purification systems and supplies	<u>320,634</u>	<u>370,359</u>
Total Current Assets	995,772	2,143,637
Property and equipment, net	47,816	38,898
Pledges receivable, net, less current portion		2,478
Security deposits	<u>50,654</u>	<u>8,945</u>
Total Assets	<u>\$ 1,094,242</u>	<u>\$ 2,193,958</u>
Liabilities and Net Assets		
Liabilities:		
Accounts payable and accrued expenses	\$ 47,693	\$ 216,735
Deferred revenue	<u>5,370</u>	<u>50,071</u>
Total Current Liabilities	53,063	266,806
Net Assets:		
Unrestricted	901,839	1,782,791
Temporarily restricted	<u>139,340</u>	<u>144,361</u>
Total Net Assets	<u>1,041,179</u>	<u>1,927,152</u>
Total Liabilities and Net Assets	<u>\$ 1,094,242</u>	<u>\$ 2,193,958</u>

See accompanying notes.

SPLASH AND AFFILIATE

**Consolidated Statement of Activities and Changes in Net Assets
For the Year Ended December 31, 2016**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenue and Support:			
Contributions and grants	\$ 1,601,361	\$ 764,915	\$ 2,366,276
System sales, net of cost of goods sold of \$2,566	6,430		6,430
Other revenue	11,731		11,731
Net assets released from restriction	<u>769,936</u>	<u>(769,936)</u>	
Total Revenue and Support	2,389,458	(5,021)	2,384,437
Expenses:			
Program services	2,587,783		2,587,783
Management and general	378,249		378,249
Fundraising	<u>304,378</u>		<u>304,378</u>
Total Expenses	3,270,410		3,270,410
Change in Net Assets	(880,952)	(5,021)	(885,973)
Net assets, beginning of year	<u>1,782,791</u>	<u>144,361</u>	<u>1,927,152</u>
Net Assets, End of Year	<u>\$ 901,839</u>	<u>\$ 139,340</u>	<u>\$ 1,041,179</u>

See accompanying notes.

SPLASH AND AFFILIATE

**Consolidated Statement of Activities and Changes in Net Assets
For the Year Ended December 31, 2015**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Revenue and Support:			
Contributions and grants	\$ 1,880,133	\$ 1,238,153	\$ 3,118,286
System sales, net of cost of goods sold of \$20,499	14,467		14,467
Other revenue	7,446		7,446
Net assets released from restriction	<u>2,182,077</u>	<u>(2,182,077)</u>	
Total Revenue and Support	4,084,123	(943,924)	3,140,199
Expenses:			
Program services	2,517,802		2,517,802
Management and general	504,002		504,002
Fundraising	<u>302,646</u>		<u>302,646</u>
Total Expenses	3,324,450		3,324,450
Change in Net Assets	759,673	(943,924)	(184,251)
Net assets, beginning of year	<u>1,023,118</u>	<u>1,088,285</u>	<u>2,111,403</u>
Net Assets, End of Year	<u>\$ 1,782,791</u>	<u>\$ 144,361</u>	<u>\$ 1,927,152</u>

See accompanying notes.

SPLASH AND AFFILIATE

**Consolidated Statement of Functional Expenses
For the Year Ended December 31, 2016**

	Program Services	Management and General	Fundraising	Total
Salaries	\$ 664,685	\$ 195,619	\$ 205,253	\$ 1,065,557
Benefits	82,420	26,313	22,720	131,453
Payroll taxes	52,047	20,648	17,368	90,063
In-country personnel	441,452			441,452
Compensation Expenses	1,240,604	242,580	245,341	1,728,525
WASH implementation	725,084			725,084
Other professional fees	217,389	14,055	1,175	232,619
Travel and meetings	160,675	22,392	25,338	208,405
Occupancy	105,919	10,786	10,902	127,607
Supplies, postage and shipping	65,784	31,405	11,320	108,509
Other	18,040	26,585	5,909	50,534
Depreciation	31,251	2,778	2,808	36,837
Accounting and audit fees	10,009	20,918	1,234	32,161
Communications	13,028	2,820	102	15,950
Bad debt		3,930	249	4,179
Noncompensation Expenses	1,347,179	135,669	59,037	1,541,885
Total Expenses	\$ 2,587,783	\$ 378,249	\$ 304,378	\$ 3,270,410

See accompanying notes.

SPLASH AND AFFILIATE

**Consolidated Statement of Functional Expenses
For the Year Ended December 31, 2015**

	Program Services	Management and General	Fundraising	Total
Salaries	\$ 466,120	\$ 312,913	\$ 166,126	\$ 945,159
Benefits	47,102	61,103	18,147	126,352
Payroll taxes	40,733	25,968	13,996	80,697
In-country personnel	438,035			438,035
Compensation Expenses	991,990	399,984	198,269	1,590,243
WASH implementation	857,714			857,714
Other professional fees	289,624	19,270	33,763	342,657
Travel and meetings	169,553	10,570	15,893	196,016
Supplies, postage and shipping	84,259	20,629	11,064	115,952
Occupancy	77,019	17,359	9,036	103,414
Other	18,657	5,436	14,642	38,735
Depreciation	15,287	5,870	3,055	24,212
Accounting and audit fees	3,773	20,424		24,197
Bad debt			16,857	16,857
Communications	9,926	4,460	67	14,453
Noncompensation Expenses	1,525,812	104,018	104,377	1,734,207
Total Expenses	\$ 2,517,802	\$ 504,002	\$ 302,646	\$ 3,324,450

See accompanying notes.

SPLASH AND AFFILIATE**Consolidated Statements of Cash Flows
For the Years Ended December 31, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
Cash Flows From Operating Activities:		
Change in net assets	\$ (885,973)	\$ (184,251)
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities-		
Depreciation	36,837	24,212
In-kind contribution of fixed assets		(525)
Changes in assets and liabilities:		
Advances for international WASH projects	(6,218)	14,652
Accounts receivable	(20,817)	(127,273)
Pledges receivable	76,967	844,641
Prepaid expenses	(24,096)	(8,542)
Water purification systems and supplies	49,725	(77,654)
Security deposits	(41,709)	237
Accounts payable and accrued expenses	(169,042)	41,484
Deferred revenue	(44,701)	25,173
	<u>(1,029,027)</u>	<u>552,154</u>
Net Cash (Used in) Provided by Operating Activities		
	(1,029,027)	552,154
Cash Flows From Investing Activities:		
Purchase of property and equipment	(45,755)	(10,406)
	<u>(45,755)</u>	<u>(10,406)</u>
Net Cash Used in Investing Activities		
	(45,755)	(10,406)
Net Change in Cash and Cash Equivalents	(1,074,782)	541,748
Cash and cash equivalents balance, beginning of year	1,501,936	960,188
	<u>1,501,936</u>	<u>960,188</u>
Cash and Cash Equivalents Balance, End of Year	\$ 427,154	\$ 1,501,936
	<u>\$ 427,154</u>	<u>\$ 1,501,936</u>

See accompanying notes.

SPLASH AND AFFILIATE

Notes to Consolidated Financial Statements For the Years Ended December 31, 2016 and 2015

Note 1 - Organization and Summary of Accounting Policies

Organization - The mission of Splash and Affiliate (the Organization) is to ensure clean water for kids. The Organization changes the lives of vulnerable children in impoverished urban areas by providing clean, safe drinking water to orphanages, schools, children's hospitals, street shelters and rescue homes. Splash is the only water relief organization whose sole focus is bringing such aid to vulnerable children in urban centers. In nine years, the Organization has cleaned water for over 300,000 (unaudited) children in cities around the world without regard to race, religion, ethnicity, gender or location.

The Organization currently works in the United States, Bangladesh, Cambodia, China, Ethiopia, India, Nepal, Thailand and Vietnam. Expansion into new countries is tentatively planned over the next six years.

In October 2012, Splash registered a separate legal entity, A Child's Right - Nepal. A Child's Right - Nepal (the Affiliate) is a nonprofit, nonpolitical, nongovernmental organization formed under Nepal's organization registration act 2034. Splash has an economic interest in and effectively controls A Child's Right - Nepal, as defined by accounting principles generally accepted in the United States of America (U.S. GAAP). During 2014, A Child's Right - Nepal changed its name to Splash - Nepal. Effective January 1, 2017 Splash - Nepal began operating as a separate, autonomous entity, and in future years will no longer be consolidated in the financial statements of Splash.

Basis of Presentation - The consolidated financial statements of the Organization have been prepared on the accrual basis of accounting under U.S. GAAP. The consolidated financial statements include the accounts of Splash and its Affiliate, Splash - Nepal. All inter-organization accounts and transactions have been eliminated in consolidation.

Net assets and revenue, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified and reported as follows:

Unrestricted Net Assets - Net assets that are not subject to donor-imposed stipulations.

Temporarily Restricted Net Assets - Net assets subject to donor-imposed stipulations that will be met either by actions of the Organization and/or the passage of time.

Permanently Restricted Net Assets - Net assets subject to donor-imposed stipulations that they will be maintained permanently by the Organization. The Organization had no permanently restricted net assets at December 31, 2016 and 2015.

Revenue Recognition - Revenue is reported as an increase in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on the sale of assets are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulations or law. Expirations of temporary restrictions on net assets (i.e., the donor stipulated purpose has been fulfilled or the stipulated time period has lapsed) are reported as reclassifications between the applicable classes of net assets.

Contributions and grants are recognized as revenue in the period received, including unconditional pledges when promised, at their fair value. Conditional contributions and grants are recognized as revenue at the time the conditions have been satisfied.

System sales are recognized as revenue when earned, and are reported net of cost of goods sold and any sales discounts on the consolidated statements of activities and changes in net assets.

SPLASH AND AFFILIATE

Notes to Consolidated Financial Statements For the Years Ended December 31, 2016 and 2015

Note 1 - Continued

Cash and Cash Equivalents - The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Advances for International WASH Projects - Advances for international WASH projects consist of cash advanced to fund operations in foreign offices. Cash in bank accounts and advances for international WASH projects held in foreign countries totaled \$96,952 and \$91,446 at December 31, 2016 and 2015, respectively.

Accounts Receivable - Accounts receivable are stated at the amount management expects to collect from outstanding balances. They primarily relate to receivables from grants, which are recognized when they are earned. Balances still outstanding after management has used reasonable collection efforts are written off through a charge to the allowance for doubtful accounts and a credit to accounts receivable. No valuation allowance was deemed necessary at December 31, 2016 and 2015.

Pledges Receivable - Unconditional promises to give (pledges receivable) are recognized as revenue in the period received. Unconditional pledges receivable that are expected to be collected within one year are recorded at net realizable value. Unconditional pledges receivable that are expected to be collected in future years are recorded at the present value of their estimated future cash flows.

Conditional Promises to Give - Conditional promises to give are recognized only when the conditions upon which they depend are substantially met. Outstanding conditional promises to give totaled \$3,018,225 and \$4,394,314 at December 31, 2016 and 2015, respectively, and are intended to be used for expansion of operations overseas.

Water Purification Systems and Supplies - The Organization purchases and holds water purification systems and related hardware. These supplies are reported on the consolidated statements of financial position at cost and are expensed upon installation on a first-in-first out basis.

Property, Equipment and Depreciation - All acquisitions of furniture, fixtures and equipment in excess of \$2,500 and building and leasehold improvements in excess of \$5,000 are capitalized. The capitalization threshold was increased from \$1,000 during the year ended December 31, 2016. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is provided using the straight-line method over the estimated useful lives of the related assets ranging from three to five years.

Deferred Revenue - Deferred revenue consists of payments received for water purification systems that have not yet been delivered and related service contracts.

Donated Goods and Services - The Organization recognizes donated goods and services at fair value on the date received. The Organization recognizes donated services if the services received (a) create or enhance nonfinancial assets, or (b) require specialized skills provided by individuals possessing those skills and would typically need to be purchased if not donated. There were no donated goods or services for the year ended December 31, 2016. Donated goods consisting of water purification system parts and supplies totaled \$19,775, and donated services totaled \$14,788 for the year ended December 31, 2015. Donated goods and services revenue is included in contributions and grants in the consolidated statement of activities and changes in net assets for 2015. The related expenses are included in WASH implementation and other professional fees on the consolidated statement of functional expenses for 2015.

SPLASH AND AFFILIATE

Notes to Consolidated Financial Statements For the Years Ended December 31, 2016 and 2015

Note 1 - Continued

Use of Estimates - The preparation of the consolidated financial statements 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.

Income Tax Status - The Internal Revenue Service has determined that Splash is exempt from U.S. income tax under Section 501(c)(3) of the U.S. Internal Revenue Code. Splash - Nepal is a nonprofit, nonpolitical, nongovernmental organization, under organization registration act 2034 of Nepal.

Foreign Currency Translation - The functional currency of the Organization's field offices is the local currency in which the office is located. Assets and liabilities of the offices have been translated into U.S. dollars at year-end exchange rates. Revenues and expenses have been translated at average monthly exchange rates. Translation adjustments are included in the consolidated statements of activities and changes in net assets and were immaterial for the years ended December 31, 2016 and 2015.

Expense Allocation - The costs of providing various programs and other activities have been summarized on a functional basis in the consolidated statements of activities and changes in net assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Concentration of Credit Risk - Financial instruments that potentially subject the Organization to concentrations of credit and market risk consist primarily of cash. Cash held by financial institutions exceeded federally insured limits during the years ended December 31, 2016 and 2015.

For the year ended December 31, 2016, 57% of total contribution and grant revenue was received from one donor. At December 31, 2016, 92% of the Organization's total pledges and accounts receivable was due from three organizations. For the year ended December 31, 2015, 57% of total contribution and grant revenue was received from two donors, of which 6% was from one board member. At December 31, 2015, 92% of the Organization's total pledges and accounts receivable was due from four organizations, of which, 24% was due from one board member.

Legal Matters - The Organization is subject to legal proceedings and claims that arise in the ordinary course of business. As of December 31, 2016, management is not aware of any asserted or pending litigation or claims against the Organization that it expects to have a material adverse effect on its financial condition.

Reclassifications - Certain accounts in the December 31, 2015 consolidated financial statements have been reclassified for comparative purposes to conform to the presentation in the current year consolidated financial statements. These reclassifications had no effect on the change in net assets for the year ended December 31, 2015.

Subsequent Events - The Organization has evaluated subsequent events through May 31, 2017, the date on which the consolidated financial statements were available to be issued.

SPLASH AND AFFILIATE

Notes to Consolidated Financial Statements For the Years Ended December 31, 2016 and 2015

Note 2 - Pledges Receivable

Pledges receivable consisted of the following at December 31:

	<u>2016</u>	<u>2015</u>
Due in less than one year	\$ 3,315	\$ 80,939
Due in one to five years		<u>2,478</u>
	3,315	83,417
Less allowance for doubtful accounts	<u>(2,504)</u>	<u>(5,639)</u>
Pledges Receivable, Net	<u>\$ 811</u>	<u>\$ 77,778</u>

Note 3 - Property and Equipment

Property and equipment consisted of the following at December 31:

	<u>2016</u>	<u>2015</u>
Computer equipment	\$ 7,518	\$ 44,493
Furniture and fixtures	13,292	15,819
Vehicles	52,670	18,565
Leasehold improvements	18,918	18,918
Software	<u>36,820</u>	<u>36,820</u>
Total property and equipment	129,218	134,615
Less accumulated depreciation	<u>(81,402)</u>	<u>(95,717)</u>
Property and Equipment, Net	<u>\$ 47,816</u>	<u>\$ 38,898</u>

Note 4 - Line of Credit

In September 2015 the Organization obtained a revolving line of credit with a bank (the Bank) that allows for borrowings up to \$200,000. Interest accrues at 2.5% over prime rate, as determined by the Bank, and is payable monthly beginning October 20, 2015. Upon written notice to the Organization, the Bank may terminate its obligation to make revolving advances under the line of credit and convert the line of credit to a term note. As of December 31, 2016, there was no outstanding balance due on the line of credit. The line of credit is secured by substantially all assets of the Organization.

Note 5 - Temporarily Restricted Net Assets

Temporarily restricted net assets consist of contributions restricted by donors for water purification projects in foreign countries. Releases of temporarily restricted net assets for projects totaled \$765,183 and for the elapse of time totaled \$4,753 for the year ended December 31, 2016. Releases of temporarily restricted net assets for projects totaled \$1,408,513 and for the elapse of time totaled \$773,564 for the year ended December 31, 2015.

SPLASH AND AFFILIATE

Notes to Consolidated Financial Statements For the Years Ended December 31, 2016 and 2015

Note 5 - Continued

Temporarily restricted net assets were available for projects in the following countries at December 31:

	<u>2016</u>	<u>2015</u>
China	\$ 5,940	\$ -
Ethiopia	26,150	20,950
Nepal	54,414	97,848
Sanitation manager support	29,725	
Time restricted	<u>23,111</u>	<u>25,563</u>
Total Temporarily Restricted Net Assets	<u>\$ 139,340</u>	<u>\$ 144,361</u>

Note 6 - Commitments

Leases - The Organization signed a noncancelable lease for office space in Seattle, Washington beginning March 1, 2015, and expiring on February 28, 2017. Under the terms of the lease, the Organization is responsible for a proportionate share of operating costs, taxes and insurance. Effective March 1, 2017, the Organization entered into a noncancelable lease for a new office space in Seattle, Washington. Monthly base rent escalates over the life of the lease which expires May 31, 2022. The Organization signed a noncancelable lease for office space in Ethiopia beginning October 31, 2012, and expiring on October 31, 2016. The Organization signed a new lease for office space in Ethiopia beginning November 2016, and expiring in December 2019. Additionally, the Organization signed a noncancelable lease for office space in India beginning January 1, 2014, and expiring on October 31, 2019.

Future minimum rent payments under the noncancelable office space lease are as follows:

For the Year Ending December 31,

2017	\$ 131,075
2018	181,356
2019	166,776
2020	152,678
2021	157,058
Thereafter	<u>66,840</u>
Total	<u>\$ 855,783</u>

Rent expense totaled \$112,286 and \$88,947 for the years ended December 31, 2016 and 2015, respectively.

SPLASH AND AFFILIATE

Notes to Consolidated Financial Statements For the Years Ended December 31, 2016 and 2015

Note 6 - Continued

Conditional Gift - During the year ended December 31, 2014, the Organization made a commitment for a conditional grant to a grantee, not to exceed \$259,803. Grant expense is recognized by the Organization at the time the conditions are satisfied by the grantee. During the year ended December 31, 2015, certain conditions were satisfied that resulted in the Organization recognizing \$215,293 in grant expense reflected on the consolidated statement of activities and changes in net assets. At December 31, 2015, \$44,510 of the conditional grant was outstanding. The grant agreement expired during the year ended December 31, 2016, and conditions were not met for the \$44,510 outstanding at December 31, 2015; therefore, no additional grant expense was recognized in 2016.

Note 7 - Retirement Plan

Effective January 1, 2011, the Organization established a 401(k) profit sharing plan (the Plan). Employees become eligible to participate in the Plan upon employment and when they have attained the age of 21 years. Participants may contribute compensation up to the maximum amount allowed by law and are immediately vested in these contributions. The Plan was amended in 2013 to provide for employer matching contributions of 100% of the first 3% of employee contributions. The Organization made matching contributions of \$24,557 and \$21,770 to the Plan during the years ended December 31, 2016 and 2015, respectively.

Note 8 - Related Party Transactions

During the year ended December 31, 2015, the Organization incurred expenses for services totaling \$118,217 from two companies owned by a board member of Splash - Nepal. The Organization did not incur any expenses from these two companies during the year ended December 31, 2016, and the individual is no longer a board member of Splash - Nepal.

Note 9 - Expenses by Country

The Organization incurred expenses to implement WASH projects and infrastructure in the following countries for the year ended December 31:

	<u>2016</u>	<u>2015</u>
Bangladesh	\$ 55,924	\$ 217,880
Cambodia	152,145	215,353
China	385,066	335,292
Ethiopia	466,025	344,901
India	498,481	385,651
Nepal	701,967	774,338
Thailand	534	926
Vietnam	1,786	3,883
Total	<u>\$ 2,261,928</u>	<u>\$ 2,278,224</u>