FINANCIAL STATEMENTS



FOR THE YEAR ENDED DECEMBER 31, 2018
WITH SUMMARIZED FINANCIAL
INFORMATION FOR 2017

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors Educate!
Denver, Colorado

We have audited the accompanying financial statements of Educate!, which comprise the statement of financial position as of December 31, 2018, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

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

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

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Educate! as of December 31, 2018, and the change 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.

4550 Montgomery Avenue · Suite 650 North · Bethesda, Maryland 20814 (301) 951-9090 · Fax (301) 951-3570 · www.grfcpa.com

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Report on Summarized Comparative Information

We have previously audited Educate!'s 2017 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 30, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

July 10, 2019

Gelman Rozenberg & Freedman

STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

ASSETS

		2018		2017
CURRENT ASSETS				
Cash and cash equivalents Grants receivable Accounts receivable Prepaid expenses and other current assets	\$	2,438,254 2,205,353 18,783 28,603	\$ _	2,301,465 1,779,543 8,436 32,343
Total current assets	_	4,690,993	_	4,121,787
OTHER ASSETS				
Grants receivable, net of current portion	_	734,597	_	404,399
TOTAL ASSETS	\$ <u>_</u>	5,425,590	\$_	4,526,186
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts payable and accrued expenses	\$_	92,888	\$_	135,969
NET ASSETS				
Without donor restrictions With donor restrictions	_	2,998,086 2,334,616	_	1,985,947 2,404,270
Total net assets	_	5,332,702	_	4,390,217
TOTAL LIABILITIES AND NET ASSETS	\$_	5,425,590	\$_	4,526,186

STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

	2018						2017		
REVENUE	<u>R</u>	Without Donor estrictions		Vith Donor estrictions		Total		Total	
Grants Contributions Program fees and other income Contracts Interest income Net assets released from donor restrictions	\$	1,174,542 235,549 43,002 - 1,787 4,479,244	\$	4,409,590 - - - - - (4,479,244)	\$	5,584,132 235,549 43,002 - 1,787	\$	4,701,796 249,451 33,138 11,887 1,807	
Total revenue	_	5,934,124	_	(69,654)	_	5,864,470	_	4,998,079	
EXPENSES									
Program Services	_	4,454,910	_		_	4,454,910	_	3,447,233	
Supporting Services: General and Administrative Fundraising	_	190,894 327,811	_	- -	_	190,894 327,811	_	168,987 317,108	
Total supporting services	_	518,70 <u>5</u>	_	-	_	518,70 <u>5</u>	_	486,09 <u>5</u>	
Total expenses	_	4,973,615	_		_	4,973,615	_	3,933,328	
Change in net assets before other items		960,509		(69,654)		890,855		1,064,751	
OTHER ITEMS									
Currency conversion gain (loss) Loss from use of mobile money platform		51,630		-		51,630		(35,236)	
·	_		-	(00.054)	_		_	(18,294)	
Change in net assets		1,012,139		(69,654)		942,485		1,011,221	
Net assets at beginning of year	_	1,985,947	_	2,404,270	_	4,390,217	_	3,378,996	
NET ASSETS AT END OF YEAR	\$_	2,998,086	\$_	2,334,616	\$ <u>_</u>	5,332,702	\$ _	4,390,217	

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

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										Prog	ıram	Services		
	E! Experience					Educate! Rwanda	E	ducate! Kenya	N	/I&E and Scale	_	National Program	В	Youth usiness perience
Salaries, benefits and payroll taxes	\$	851,769	\$	647,302	\$	535,524	\$	205,646	\$	160,556	\$	41,435		
Conferences, meetings and travel		396,316		341,910		244,810		21,315		21,428		49,759		
Contract services		43,991		88,267		49,406		138,257		9,532		6,016		
Grants		2,550		26,674		13,455		33		25		81,218		
Materials, equipment and supplies		27,691		17,646		21,144		6,091		2,772		7,190		
Occupancy expenses		30,165		16,221		15,588		6,137		5,215		1,888		
Printing and stationery		59,627		11,147		18,169		4,353		1,727		146		
Telephone and telecomm		28,419		15,960		7,666		7,854		4,474		687		
Other expenses		34,814		10,557		6,873		13,842		5,931		5,016		
TOTAL	\$	1,475,342	\$	1,175,684	\$	912,635	\$	403,528	\$	211,660	\$	193,355		

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														2017
							Sup	por	ting Servic	es				
Innovation		External Relations		Scholarships	Total Program Services	rogram and		Fu	Total Supporting Fundraising Services		Supporting		Total Expenses	 Total Expenses
\$	25,915	\$	9,907	\$ 5,800	\$ 2,483,854	\$	69,984	\$	253,236	\$	323,220	\$	2,807,074	\$ 2,217,602
	4,608		3,624	294	1,084,064		744		29,913		30,657		1,114,721	595,856
	885		6,035	147	342,536		79,345		33,686		113,031		455,567	418,037
	14		1	15,308	139,278		-		-		-		139,278	365,380
	551		195	114	83,394		81		1,441		1,522		84,916	85,002
	1,241		474	278	77,207		29,349		-		29,349		106,556	100,503
	613		115	67	95,964		1,474		3,451		4,925		100,889	58,145
	1,150		330	173	66,713		600		1,693		2,293		69,006	51,051
	650		4,099	118	81,900		9,317		4,391		13,708		95,608	41,752
\$	35,627	\$	24,780	\$ 22,299	\$ 4,454,910	\$	190,894	\$	327,811	\$	518,705	\$	4,973,615	\$ 3,933,328

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2018 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2017

		2018		2017
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	942,485	\$	1,011,221
Adjustments to reconcile change in net assets to net cash provided by operating activities:				
Change in discount on non-current grants receivable		22,205		18,198
(Increase) decrease in: Grants receivable Accounts receivable Advances Prepaid expenses and other current assets		(778,213) (10,347) - 3,740		(438,352) 24,223 34,676 14,932
(Decrease) increase in: Accounts payable and accrued expenses		(43,081)		8,174
Net cash provided by operating activities	_	136,789	_	673,072
Net increase in cash and cash equivalents		136,789		673,072
Cash and cash equivalents at beginning of year	_	2,301,465		1,628,393
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$_	2,438,254	\$_	2,301,465

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organization -

Educate! is a non-profit organization, which is incorporated in the State of Colorado and maintains its U.S. headquarters in Denver, Colorado. Educate!'s mission is to develop young leaders and entrepreneurs in Africa. Educate! delivers to 16-20 year old youth within Ugandan and Rwandan schools a practical and relevant model of education, comprised of a leadership and entrepreneurship course, interactive teaching, intensive mentorship, experience starting an enterprise, and access to out of school networks and resources. Through advocacy and direct service in schools, Educate! is working to get this model to be part of the education system.

Educate! is funded from a mix of public donations and foundation grants.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Update (ASU) 2016-14 *Presentation of Financial Statements for Not-for-Profit Entities*. The ASU was adopted for the year ended December 31, 2018 and applied retrospectively.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with Educate!'s financial statements for the year ended December 31, 2017, from which the summarized information was derived.

Cash and cash equivalents -

Educate! considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation ("FDIC") up to a limit of \$250,000. At times during the year, Educate! maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

As of December 31, 2018, Educate! had \$143,238 of cash and cash equivalents held at financial institutions in foreign countries. The majority of funds held in foreign countries are uninsured.

Receivables -

Grants and accounts receivable are recorded at their net realizable value, which approximates fair value. Grants receivable that are expected to be collected in future years are recorded at fair value, measured as the present value of their future cash flows. The discounts on these amounts are computed using risk-adjusted interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in grants and contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. All grants and accounts receivable are considered by management to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Fixed assets -

Fixed assets in excess of \$5,000 are capitalized and stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to five years. There was no depreciation expense for the year ended December 31, 2018.

Income taxes -

Educate! is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code.

Beginning January 1, 2018, it is subject to unrelated business income taxes on qualified transportation fringe benefits provided to its employees. Educate! did not provide any qualified transportation fringe benefits for the year ended December 31, 2018. Accordingly, no provision for income taxes has been made in the accompanying financial statements. Educate! is not a private foundation.

Uncertain tax positions -

For the year ended December 31, 2018, Educate! has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Net asset classification -

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

- Net Assets Without Donor Restrictions Net assets available for use in general operations
 and not subject to donor (or certain grantor) restrictions are recorded as net assets without
 donor restrictions.
- Net Assets With Donor Restrictions Contributions restricted by donors (or certain grantors) are reported as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the Statement of Activities and Change in Net Assets as net assets released from donor restrictions. Gifts of long-lived assets and gifts of cash restricted for the acquisition of long-lived assets are recognized as revenue without donor restrictions when the assets are placed in service.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Contributions and grants -

Contributions and grants received are recorded as revenue in the year notification is received from the donor. Contributions and grants with donor restrictions are recognized as without donor restrictions only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as net assets with donor restriction in the accompanying financial statements.

Educate! receives funding under contracts from organizations and other grantors for direct and indirect program costs. This funding is subject to contractual restrictions, which must be met through incurring qualifying expenses for particular programs.

Accordingly, such contracts are considered exchange transactions and are recorded as unrestricted income to the extent that related expenses are incurred in compliance with the criteria stipulated in the agreements.

Foreign currency translation -

The United States dollar (Dollars) is the functional currency for Educate! operations. Transactions in currencies other than U.S. Dollars are translated into Dollars at the historical rate of exchange during the month of the transaction. All assets and liabilities denominated in currencies other than U.S. Dollars currency are translated into Dollars at the exchange rate in effect at the date of the Statement of Financial Position.

Use of estimates -

The preparation of the 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 at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional allocation of expenses -

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Expenses directly attributed to a specific functional area of Educate! are reported as direct expenses to the programmatic area and those expenses that benefit more than one function are allocated on a basis of estimated time and effort or other reasonable basis.

Reclassification -

Certain amounts in the prior year's financial statements have been reclassified to conform to the current year's presentation. The reclassifications are primarily due to the adoption of ASU 2016-14, as discussed above, which requires two classifications of net assets from the previously presented three classes.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION (Continued)

Reclassification (continued) -

Net assets previously classified as of December 31, 2017 as unrestricted net assets in the amount of \$1,985,947 are now classified as without donor restrictions. Net assets previously classified as temporarily restricted net assets in the amount of \$2,404,270 are now classified as net assets with donor restrictions.

New accounting pronouncements (not yet adopted) -

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606) (ASU 2014-09). The ASU establishes a comprehensive revenue recognition standard for virtually all industries under generally accepted accounting principles in the United States (U.S. GAAP) including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB issued ASU 2015-14 in August 2015 that deferred the effective date of ASU 2014-09 by a year; thus, the effective date is years beginning after December 15, 2018. Early adoption is permitted. Educate! has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on its financial statements.

In June 2018, the FASB issued ASU 2018-08, Not-for-Profit Entities (Topic 958): Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made, which is intended to clarify and improve current guidance about whether a transfer of assets is an exchange transaction or a contribution. The amendments in this ASU provide a more robust framework to determine when a transaction should be accounted for as a contribution under Subtopic 958-605 or as an exchange transaction accounted for under other guidance (for example, Topic 606). The amendments also provide additional guidance about how to determine whether a contribution is conditional or unconditional. The amendments in this ASU could result in more grants and contracts being accounted for as contributions than under previous GAAP. The ASU recommends application on a modified prospective basis; however, retrospective application is permitted. Educate! has not yet decided on a transition method. The ASU is effective for fiscal years beginning after December 15, 2018.

In 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the Statement of Financial Position and disclosing key information about leasing arrangements. The ASU is effective for private entities for years beginning after December 15, 2019. Early adoption is permitted. The ASU should be applied at the beginning of the earliest period presented using a modified retrospective approach.

Educate! plans to adopt the new ASUs at the respective required implementation dates.

2. GRANTS RECEIVABLE

As of December 31, 2018, contributors to Educate! have made written promises to give totaling \$2,980,353. Amounts due beyond one year of the Statement of Financial Position date have been recorded at the present value of the estimated cash flows, using a discount rate of 5.5%.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

2. GRANTS RECEIVABLE (Continued)

Grants are due as follows as of December 31, 2018:

GRANTS RECEIVABLE	\$_	2,939,950
Total Less: Allowance to discount balance to present value	_	2,980,353 (40,403)
Less than one year One to five years	\$ _	2,205,353 775,000

3. NET ASSETS WITH DONOR RESTRICTIONS

Net assets with donor restrictions consist of the following at December 31, 2018:

Subject to expenditure for specified purpose:
Youth Business Experience \$ 55,985
Educate! Kenya 376,197

Subject to passage of time:
Time Restricted

TOTAL NET ASSETS WITH DONOR RESTRICTIONS \$ 2,334,616

The following net assets with donor restrictions were released from donor restrictions by incurring expenses (or through the passage of time) which satisfied the restricted purposes specified by the donors:

E! Experience	\$ 1,283,521
Educate! Rwanda	899,177
Educate! Kenya	822,945
M&E and Scale	85,971
Youth Business Experience	193,355
Passage of Time	 1,194,275

TOTAL NET ASSETS RELEASED FROM DONOR
RESTRICTIONS \$ 4,479,244

4. LIQUIDITY AND AVAILABILITY

Financial assets available for use for general expenditures within one year of the Statement of Financial Position date comprise the following at December 31, 2018:

Cash and cash equivalents Grants receivable Accounts receivable	\$ _	2,438,254 2,939,950 18,783
Subtotal financial assets available within one year Less: Donor restricted funds		5,396,987 (1,016,881)

FINANCIAL ASSETS AVAILABLE TO MEET CASH NEEDS
FOR GENERAL EXPENDITURES WITHIN ONE YEAR \$ 4,380,106

1,902,434

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

4. LIQUIDITY AND AVAILABILITY (Continued)

Educate! is substantially supported by restricted contributions. Because a donor's restriction requires resources to be used in a particular manner or in a future period, Educate! must maintain sufficient resources to meet those responsibilities to its donors. Thus, financial assets may not be available for general expenditure within one year. As part of Educate!'s liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. As of December 31, 2018, Educate! has financial assets equal to approximately 1 year of operating expenses.

5. COMMITMENT

In March 2018, Educate! signed an agreement with the IKEA Foundation, under reference number RG-1610-00772, for the project Catalytic Education Reforms in Kenya. The total financial commitment under this award is \$4,170,000, of which \$1,084,200 was received and recognized as donor restricted revenue during the year ending December 31, 2018. The remaining commitment of \$3,085,800 is subject to the condition of approval of the progress reports by IKEA Foundation and therefore has not been recorded as revenue in the accompanying financial statements. During the year ended December 31, 2018, Educate! had total expenditures for this project of \$708,003 and therefore has been released from donor restrictions.

6. LEASE COMMITMENTS

Educate! leases two office spaces in Uganda. The first lease was under a three-year agreement which originated in October 2013. Base rent is \$1,200 per month, increasing by a factor of 10% annually, plus a proportionate share of expenses. In 2016, the lease was extended for another three years, expiring in October 2019. Under the extended lease, base rent is \$1,620 per month, increasing by a factor of 10% annually. The second lease was under a one year agreement which originated in January 2016 subject to annual extension. The lease was extended until January 2020. Base rent is 2,460,000 Ugandan Shilling per month.

Educate! also leases an office space in Rwanda under a two-year agreement which originated in January 2016 subject to annual extension. The lease had been amended twice, extending the lease through December 31, 2019 with current base rent of \$1,200 per month.

Educate! also leases an office space in Kenya under a two-year agreement which originated in January 2017. Base rent was \$1,200 in 2017 and \$1,800 in 2018. In 2019, Educate! entered a new office lease agreement in Kenya commencing March 1, 2019 for a two year period with a base rent of 348,000 Kenya Shillings per month.

Lastly, Educate! maintains offices in New York, Colorado and Massachusetts with rent on a year-to-year basis.

The following is a schedule of the future minimum lease payments:

Year Ending December 31,

2019 2020 2021	\$ 112,913 60,800 6,873
	\$ 180,586

Occupancy expenses, including utilities, for the year ended December 31, 2018 were \$106,556.

NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2018

7. CONTINGENCY

Lawsuits and other contingent liabilities arise in the ordinary course of the Educate!'s activities. While the final outcome of these legal actions cannot be determined at this time, management is of the opinion that the ultimate liability, if any, from the final resolution of these matters will not have a material effect on the Educate!'s financial statements.

8. SUBSEQUENT EVENTS

In preparing these financial statements, Educate! has evaluated events and transactions for potential recognition or disclosure through July 10, 2019, the date the financial statements were issued.