

# **America's Charities and Affiliates**

Consolidated Financial Report  
December 31, 2014

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## Independent Auditor's Report

To the Board of Directors  
America's Charities  
Chantilly, Virginia

### Report on the Financial Statements

We have audited the accompanying consolidated financial statements of America's Charities and Affiliates (America's Charities) which comprise the consolidated balance sheets as of December 31, 2014 and 2013, the related consolidated statements of activities 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 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.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of America's Charities and Affiliates as of December 31, 2014 and 2013, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

A handwritten signature in black ink that reads "McGladrey LLP".

McLean, Virginia  
May 11, 2015

## America's Charities and Affiliates

### Consolidated Balance Sheets December 31, 2014 and 2013

	2014	2013
<b>Assets</b>		
Cash	\$ 7,083,928	\$ 6,859,847
Promises to Give (Pledges)	3,697,318	5,433,157
Member Charity Fees Receivable, Net of Allowance for Doubtful Accounts of \$28,941 and \$23,240, Respectively	781,186	771,371
Other Receivables	352,368	265,137
Prepaid Expenses Incurred for Future Campaign	1,592,063	1,634,601
Other Assets	127,654	203,734
Property and Equipment, Net	131,002	153,378
	<u>\$ 13,765,519</u>	<u>\$ 15,321,225</u>
<b>Liabilities and Net Assets</b>		
Liabilities		
Accounts payable and accrued expenses	\$ 412,636	\$ 444,290
Campaign funds payable to member/nonmember charities	8,913,350	9,888,567
Deferred revenue	1,029,470	1,451,789
Deferred rent	128,912	122,526
<b>Total liabilities</b>	<u>10,484,368</u>	<u>11,907,172</u>
Commitment and Contingencies (Notes 5, 6 and 7)		
Net Assets – Unrestricted		
Undesignated	2,731,151	2,864,053
Board designated	550,000	550,000
<b>Total net assets</b>	<u>3,281,151</u>	<u>3,414,053</u>
	<u>\$ 13,765,519</u>	<u>\$ 15,321,225</u>

See Notes to Consolidated Financial Statements.

## America's Charities and Affiliates

### Consolidated Statements of Activities Years Ended December 31, 2014 and 2013

	2014	2013
Support and Revenue		
Amounts raised in campaigns, net of campaign expenses incurred by other organizations and shrinkage:		
Combined Federal Campaign	\$ 10,301,213	\$ 15,834,716
Campaign Management Services	14,351,460	12,936,143
Private sector	3,039,648	3,045,295
State and local	2,371,887	2,750,725
<b>Total net amounts raised in campaigns</b>	<b>30,064,208</b>	<b>34,566,879</b>
Less amounts raised on behalf of others	29,527,597	34,049,114
<b>Support designated to America's Charities and Affiliates</b>	<b>536,611</b>	<b>517,765</b>
Member charity fees	3,225,381	3,680,763
Campaign management fees	722,054	600,474
Campaign advertising fees	137,425	100,800
Donated services	394,117	196,590
Other	40,000	4,972
<b>Total support and revenue</b>	<b>5,055,588</b>	<b>5,101,364</b>
Expenses		
Program services:		
Combined Federal Campaign	671,266	744,484
State and local campaigns	510,657	402,782
Private sector campaigns	918,755	890,325
Campaign Management Services	814,243	642,397
Membership	755,233	657,289
Community Leaders	-	80,834
<b>Total program services</b>	<b>3,670,154</b>	<b>3,418,111</b>
Supporting services:		
Management and general	777,429	843,268
Fundraising	740,907	838,826
<b>Total supporting services</b>	<b>1,518,336</b>	<b>1,682,094</b>
<b>Total expenses</b>	<b>5,188,490</b>	<b>5,100,205</b>
<b>Change in net assets</b>	<b>(132,902)</b>	<b>1,159</b>
Net Assets		
Beginning	3,414,053	3,412,894
Ending	<b>\$ 3,281,151</b>	<b>\$ 3,414,053</b>

See Notes to Consolidated Financial Statements.

**America's Charities and Affiliates**

**Consolidated Statements of Cash Flows**  
**Years Ended December 31, 2014 and 2013**

	2014	2013
Cash Flows From Operating Activities		
Change in net assets	\$ (132,902)	\$ 1,159
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	83,840	86,802
Gain on disposal of property and equipment	-	33
Provision for doubtful accounts	5,701	7,228
Deferred rent	6,386	12,045
Changes in assets and liabilities:		
(Increase) decrease in:		
Promises to give	1,735,839	563,508
Member charity fees receivable	(15,514)	24,101
Other receivables	(87,231)	(148,805)
Prepaid expenses incurred for future campaign	42,538	(2,117)
Other assets	76,080	(62,888)
Increase (decrease) in:		
Accounts payable and accrued expenses	(31,654)	(59,729)
Campaign funds payable to member/nonmember charities	(975,217)	337,386
Deferred revenue	(422,319)	70,085
<b>Net cash provided by operating activities</b>	<b>285,547</b>	<b>828,808</b>
Cash Flows From Investing Activities		
Purchases of property and equipment	(61,466)	(45,140)
<b>Net cash used in investing activities</b>	<b>(61,466)</b>	<b>(45,140)</b>
<b>Net increase in cash</b>	<b>224,081</b>	<b>783,668</b>
Cash		
Beginning	6,859,847	6,076,179
Ending	<b>\$ 7,083,928</b>	<b>\$ 6,859,847</b>

See Notes to Consolidated Financial Statements.

## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Activities and Significant Accounting Policies

**Nature of activities:** America's Charities and Affiliates (collectively America's Charities) consists of four entities: America's Charities, Children First – America's Charities, Health First – America's Charities, and Community First – America's Charities of Greater Washington D.C. All entities are affiliated through common support, activities and governance.

America's Charities was incorporated in 1988 in the District of Columbia. Through its efforts with the Combined Federal Campaign (CFC), many state and local public sector campaigns and private sector workplace-giving campaigns, America's Charities solicits contributions for its member charities through payroll deduction charitable giving campaigns. The contributions are originated through payroll deductions from military and civilian employees of the federal government, state and local public sector and private sector employees, and are received by America's Charities. America's Charities accesses private sector campaigns through three sources: America's Charities' individual efforts; the Charities @ Work, an alliance of four federations whose purpose is to access private sector campaigns; and local United Way organizations.

The Campaign period is typically a 20-month period beginning in the September before the contribution period. The Fall 2013 Campaign began in September 2013, and will end in March 2015. The Campaign collection period for the Fall 2013 Campaign covers primarily the period from April 2014 to March 2015. The Fall 2012 Campaign began in September 2012, and ended in March 2014. The campaign collection period for the Fall 2012 Campaign covers primarily the period from April 2013 to March 2014.

During the Fall 2013 and 2012 campaigns, America's Charities served local campaigns governed by Local Federal Coordinating Committees (LFCCs) and managed by Principal Combined Fund Organizations (PCFOs). Additionally, during the Fall 2013 and 2012 campaigns, America's Charities solicited contributions from state and municipal workplace-giving agencies and private sector workplace-giving campaigns.

Each PCFO, state employee campaign organization, and private sector organization, except for those organizations' campaigns accessed through Charities @ Work, is responsible for compiling pledge information, collecting contributions, and remitting the proceeds to America's Charities, net of campaign expenses. The members of Charities @ Work have designated America's Charities as fiscal agent for compiling pledge information, collecting contributions (in some campaigns), and remitting the proceeds to the members of Charities @ Work. America's Charities is paid a fiscal agent fee for acting in this capacity. Each member of Charities @ Work is responsible for remitting the proceeds to its members.

Children First – America's Charities (Children First) was incorporated in 2003 in the District of Columbia. Its purpose is to solicit contributions for its member charities that deal with children-related issues through payroll deduction charitable giving campaigns.

Health First – America's Charities (Health First) was incorporated in 2003 in the District of Columbia. Its purpose is to solicit contributions for its member charities that deal with health related issues through payroll deduction charitable giving campaigns.

Community First – America's Charities of Greater Washington D.C. (Community First) was incorporated in 2008 in the District of Columbia. Its purpose is to solicit contributions for its member charities that serve in the Washington D.C. area and deal with various local area related issues through payroll deduction charitable giving campaigns.

## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Activities and Significant Accounting Policies (Continued)

A summary of America's Charities significant programs are as follows:

*Combined Federal Campaign* – activities related to the management of America's Charities members' participation in the federal government's annual campaign in which federal workers can give to support the charity.

*State and Local Campaigns* – activities related to the management of America's Charities' members' participation in various workplace campaigns in state and local governments that involve public employees.

*Private Sector Campaigns* – activities related to the management of workplace campaigns that America's Charities' members are eligible to participate in that are conducted annually by private sector corporations or organizations.

*Campaign Management Services* – activities that support the collection, reporting and distribution of various workplace-giving campaigns.

*Membership Services* – activities surrounding assisting member charities with their continued application and acceptance for membership in America's Charities and consequently their ability to participate in the various workplace-giving campaigns.

*Management and General* – activities that support America's Charities overall but are not directly allocable to programs or fundraising.

*Fundraising* – activities that provide access for America's Charities' members to the various campaign types.

A summary of significant accounting policies of America's Charities follows:

**Basis of accounting:** The consolidated financial statements of America's Charities have been prepared on the accrual basis of accounting. Accordingly, revenue is recognized when earned and expenses are recognized when incurred.

**Basis of presentation:** The financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standards Codification. As required by the Not-for-Profit Entities topics of the FASB Accounting Standard Codification, *Balance Sheet and Income Statement*, America's Charities is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. America's Charities had no temporarily and permanently restricted net assets at December 31, 2014 and 2013.

**Consolidation policy:** The consolidated financial statements include the accounts of America's Charities, Children First, Health First, and Community First. All significant intercompany balances and transactions have been eliminated in the consolidation.



## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Activities and Significant Accounting Policies (Continued)

**Financial risk:** America's Charities maintains its cash in bank deposit accounts, which, at times, may exceed federally insured limits. America's Charities believes it is not exposed to any significant financial risk on cash.

**Promises to give:** Promises to give are recorded in the consolidated financial statements upon receipt of pledge information from the campaigns. America's Charities honors designations made to each member and nonmember charity. As all promises to give are expected to be collected within one year, they are recorded at their net realizable value. This is achieved by creating an allowance for estimated shrinkage. At the end of the year, any amounts receivable from the previous year's campaign are written off. Subsequent receipts relating to such amounts are set off against the shrinkage expense.

**Member charity fees receivable:** Member charities fees receivable consist of member charities' fees due to America's Charities and is expected to be collected within the next year. America's Charities records an allowance for doubtful accounts which is based on specifically identified amounts that America's Charities believes to be uncollectible. As a result, it is reasonably possible that America's Charities' estimate of the net carrying amounts of member charity fees receivable could change in the near term. After all attempts to collect a receivable have failed, the receivable is written off against the allowance.

**Prepaid expenses incurred for future campaign:** Campaigns begin in September and conclude in the subsequent year, such that expenses incurred by America's Charities from September through December are for the campaign that generates support subsequent to year-end. As a result, expenses incurred for these four months are deferred and recognized in the subsequent year.

**Property and equipment:** Property and equipment are recorded at cost and depreciated on the straight-line basis over estimated useful lives, which range from three to seven years. Leasehold improvements are recorded at cost and amortized over the shorter of the asset's useful life or the term of the lease. America's Charities capitalizes all property and equipment purchased with a cost of \$1,000 or more.

**Valuation of long-lived assets:** Americas Charities reviews long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of the long-lived asset is measured by a comparison of the carrying amount of the asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. Assets to be disposed of are reportable at the lower of the carrying amount or fair value, less costs to sell.

**Campaign funds payable to member/nonmember charities:** Pledges that are designated to America's Charities' member charities and nonmember charities are recorded as campaign funds payable to member/nonmember charities. Cash received from campaigns is allocated to each participating member charity in the ratio of designated pledges from the relevant campaign to the total cash received.

**Deferred rent:** America's Charities has a lease agreement for rental space in Chantilly, Virginia. This lease agreement provides for escalated payments over the life of the lease and a six-month period of rent abatement. The rent increases in future years and free rent are being recognized on a straight-line basis over the life of the lease agreement. The difference between the expense and the cash payments is reported as a deferred rent liability.

## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Activities and Significant Accounting Policies (Continued)

**Deferred revenue:** Amounts received in advance for member charity fees are recorded as deferred revenue and are recognized as revenue when earned, which is expected to be over the remaining campaign collection period.

#### Revenue and support:

*Public support* – Specific designations to America's Charities and certain undesignated pledges are recognized as public support to the extent remitted by the PCFO, the state employee agency, or the private sector workplace. All pledges designated for a member charity are not recognized as revenue by America's Charities, but are reported as amounts raised in campaigns on the consolidated statements of activities.

*Member charity fees* – Member charity fees are charged to each member charity based on a percentage of total pledges raised for each member charity with a minimum charge of \$9,000 for CFC/private sector. State and local public sector member charity fees are charged to each member charity electing to participate in this program based on a percentage of total pledges raised for each member charity with a minimum charge of \$7,000. Member charity fees are recognized as revenue ratably over the campaign collection period to which they apply.

Donated services are recorded at the fair market value at the time of donation.

**Unrestricted net assets:** Unrestricted net assets are neither permanently restricted nor temporarily restricted by donor-imposed stipulations. Certain amounts have been designated by America's Charities for specific purposes:

*Undesignated* – represents the portion of expendable funds that are available for support of America's Charities operations.

*Board designated* – represents unrestricted net assets that have been internally designated for future initiatives.

**Functional allocation of expenses:** The costs of providing various program and supporting services have been summarized on a functional basis on the consolidated statements of activities. Accordingly, certain costs have been allocated between the program and supporting services benefited.

**Income taxes:** America's Charities, Children First, Health First, and Community First are generally exempt from federal income tax under the provisions of Section 501(c)(3) of the Internal Revenue Code (IRC). In addition, all entities qualify for charitable contribution deductions and have been classified as organizations that are not private foundations. Income that is not related to exempt purposes, less applicable deductions, is subject to federal and state corporate income taxes. America's Charities had no unrelated business income for the years ended December 31, 2014 and 2013.

Management evaluated America's Charities tax positions and concluded that America's Charities has taken no uncertain tax positions that require adjustment to the consolidated financial statements. Generally, America's Charities is no longer subject to income tax examinations by the U.S. federal, state, or local tax authorities for years before 2011.

## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Activities and Significant Accounting Policies (Continued)

**Use of estimates:** The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures 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 those estimates.

**Subsequent events:** America's Charities evaluated subsequent events through May 11, 2015, which is the date the consolidated financial statements were available to be issued.

#### Note 2. Property and Equipment

Property and equipment consist of the following at December 31, 2014 and 2013:

	2014	2013
Software	\$ 1,737,404	\$ 1,712,404
Computers	165,660	167,141
Furniture and equipment	195,257	157,313
Leasehold improvements	19,847	19,847
	<u>2,118,168</u>	<u>2,056,705</u>
Less accumulated depreciation and amortization	1,987,166	1,903,327
	<u>\$ 131,002</u>	<u>\$ 153,378</u>

Depreciation and amortization expense was \$83,840 and \$86,802 for the years ended December 31, 2014 and 2013, respectively.

#### Note 3. Amounts Raised in Campaigns

Public support on the consolidated statements of activities is represented net of estimated campaign expenses incurred by other organizations and shrinkage of the campaigns. America's Charities includes funds raised in a campaign that it manages as the fiscal agent if it has had substantial involvement in that campaign. The following tables present gross pledges raised by America's Charities and the reconciliation to net amounts raised in campaigns for the years ended December 31, 2014 and 2013:

	2014		
	Gross Pledges	Shrinkage	Net Promises
Combined Federal Campaign	\$ 12,210,638	\$ (1,909,425)	\$ 10,301,213
Campaign Management Services	15,294,331	(942,871)	14,351,460
Private sector	3,270,811	(231,163)	3,039,648
State and local	2,652,972	(281,085)	2,371,887
	<u>\$ 33,428,752</u>	<u>\$ (3,364,544)</u>	<u>\$ 30,064,208</u>

## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### Note 3. Amounts Raised in Campaigns (Continued)

	2013		
	Gross Pledges	Shrinkage	Net Promises
Combined Federal Campaign	\$ 18,714,310	\$ (2,879,594)	\$ 15,834,716
Campaign Management Services	13,905,265	(969,122)	12,936,143
Private sector	3,255,751	(210,456)	3,045,295
State and local	3,097,225	(346,500)	2,750,725
	<u>\$ 38,972,551</u>	<u>\$ (4,405,672)</u>	<u>\$ 34,566,879</u>

#### Note 4. Retirement Plan

America's Charities has a 401(k) defined contribution retirement plan covering all full-time employees. Employees are eligible to participate upon the completion of 1,000 hours of service and 21 years of age. Under the terms of the plan, America's Charities can make a discretionary contribution; however, it historically contributes up to 10% of each employee's basic earnings to the plan. Employees are 100% vested after one year of service. Contributions were \$238,971 and \$232,241 for the years ended December 31, 2014 and 2013, respectively.

#### Note 5. Line of Credit

America's Charities has obtained an open ended revolving unsecured \$500,000 line of credit to supplement its general working capital. This accrues an interest equal to the LIBOR index rate plus 2% per annum. The line of credit expires on October 29, 2015, and is renewed annually. There was no amount outstanding on the line at December 31, 2014 and 2013.

#### Note 6. Office Lease

America's Charities leases office space in Chantilly, Virginia, under an operating lease renewed on September 7, 2011, that expires on December 31, 2021. America's Charities was given the benefit of six months of rent abatement. Deferred rent liability of \$128,912 and \$122,526, for the years ended December 31, 2014 and 2013, respectively, is recorded on the consolidated balance sheets in relation to the rental abatement and escalating lease payments.

Rent expense for the years ended December 31, 2014 and 2013, was \$214,068 and \$200,874, respectively.

Future minimum lease payments under this lease are as follows:

<u>Year Ending December 31,</u>	
2015	\$ 200,312
2016	206,362
2017	212,504
2018	218,884
2019	225,497
2020 – 2021	471,475
	<u>\$ 1,535,034</u>

## America's Charities and Affiliates

### Notes to Consolidated Financial Statements

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#### **Note 7. Contingencies**

Campaigns are subject to audit by the U.S. Office of Personnel Management. Pledges received by member charities may be adjusted based on determinations of these audits. In the opinion of America's Charities' management, any adjustments resulting from any audits would not be material to the consolidated financial statements. No audit of the Fall 2013 and 2012 Campaigns has been performed by OPM as of the date of issuance of these consolidated financial statements.



**Independent Auditor's Report  
on the Supplementary Information**

To the Board of Directors  
America's Charities  
Chantilly, Virginia

We have audited the consolidated financial statements of America's Charities and Affiliates as of and for the years ended December 31, 2014 and 2013, and have issued our report thereon dated May 11, 2015, which contains an unmodified opinion on those consolidated financial statements as a whole. See page 1. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole.

The consolidating and other supplementary information is presented for purposes of additional analysis rather than to present the financial position and results of activities of the individual entities, and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statements. The consolidating and other information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

*McGladrey LLP*

McLean, Virginia  
May 11, 2015

America's Charities and Affiliates

Consolidated Statement of Functional Expenses  
Year Ended December 31, 2014

	Combined Federal Campaign	State and Local Campaigns	Private Sector Campaigns	Campaign Management Services	Membership	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total
Expenses										
Salaries	\$ 287,929	\$ 257,988	\$ 442,427	\$ 441,863	\$ 437,293	\$ 1,867,500	\$ 304,035	\$ 343,276	\$ 647,311	\$ 2,514,811
Benefits	83,595	74,902	147,522	128,286	111,554	545,859	88,270	95,996	184,266	730,125
<b>Total employee compensation</b>	<b>371,524</b>	<b>332,890</b>	<b>589,949</b>	<b>570,149</b>	<b>548,847</b>	<b>2,413,359</b>	<b>392,305</b>	<b>439,272</b>	<b>831,577</b>	<b>3,244,936</b>
Facility charges	37,810	33,455	60,423	63,511	55,591	250,790	152,813	44,993	197,806	448,596
Pro bono services	29,495	26,428	81,710	45,264	43,573	226,470	50,000	117,647	167,647	394,117
Consultant fees	2,079	1,863	62,197	3,190	3,071	72,400	8,508	46,311	54,819	127,219
Professional fees	8,645	20,001	2,722	30,158	11,694	73,220	32,398	2,027	34,425	107,645
Campaign advertising fees	125,496	-	-	-	-	125,496	-	-	-	125,496
Printing and marketing promotion	37,326	5,008	25,586	2,497	13,280	83,697	6,459	19,051	25,510	109,207
Other	8,248	10,772	13,633	14,179	12,408	59,240	33,749	10,151	43,900	103,140
Depreciation and amortization	7,123	6,382	11,310	10,930	10,522	46,267	29,152	8,421	37,573	83,840
Travel and transportation	6,257	9,064	23,574	4,203	10,357	53,455	9,684	17,553	27,237	80,692
Conference and meetings	1,881	1,484	17,208	2,541	19,376	42,490	6,777	12,813	19,590	62,080
Campaign fees	1,492	44,005	91	-	-	45,588	-	68	68	45,656
Postage and shipping	7,203	6,508	3,778	20,174	1,467	39,130	1,455	2,813	4,268	43,398
Temporary help	13,035	299	87	25,886	523	39,830	149	65	214	40,044
Telephone	2,505	2,515	7,013	3,608	6,943	22,584	8,663	5,222	13,885	36,469
Membership dues	2,486	2,228	4,817	3,870	4,423	17,824	10,175	3,585	13,760	31,584
Office supplies	1,710	1,527	3,619	3,415	2,888	13,159	6,689	2,695	9,384	22,543
Insurance	1,778	1,593	2,824	2,729	2,627	11,551	7,279	2,103	9,382	20,933
Staff development	1,559	1,397	2,476	2,393	2,304	10,129	6,382	1,844	8,226	18,355
<b>Total expenses</b>	<b>296,128</b>	<b>174,529</b>	<b>323,068</b>	<b>238,548</b>	<b>201,047</b>	<b>1,233,320</b>	<b>370,332</b>	<b>297,362</b>	<b>667,694</b>	<b>1,901,014</b>
Net Change in Deferred Costs	3,614	3,238	5,738	5,546	5,339	23,475	14,792	4,273	19,065	42,540
<b>Total</b>	<b>\$ 671,266</b>	<b>\$ 510,657</b>	<b>\$ 918,755</b>	<b>\$ 814,243</b>	<b>\$ 755,233</b>	<b>\$ 3,670,154</b>	<b>\$ 777,429</b>	<b>\$ 740,907</b>	<b>\$ 1,518,336</b>	<b>\$ 5,188,490</b>

## America's Charities and Affiliates

### Consolidating Balance Sheet

December 31, 2014

	America's Charities	Children First – America's Charities	Health First – America's Charities	Community First – Charities of Greater Washington, D.C.	Elimination	Total
<b>Assets</b>						
Cash	\$ 6,688,223	\$ 203,826	\$ 140,987	\$ 50,892	\$ -	\$ 7,083,928
Promises to Give (Pledges)	1,778,095	845,908	736,067	337,248	-	3,697,318
Member Charity Fees Receivable, Net of Allowance for Doubtful Accounts of \$28,941	369,751	239,875	129,512	42,048	-	781,186
Other Receivables	333,058	204,214	196,450	545	(381,899)	352,368
Prepaid Expenses Incurred for Future Campaign	1,587,279	3,241	753	790	-	1,592,063
Other Assets	127,654	-	-	-	-	127,654
Property and Equipment, Net	131,002	-	-	-	-	131,002
	<u>\$ 11,015,062</u>	<u>\$ 1,497,064</u>	<u>\$ 1,203,769</u>	<u>\$ 431,523</u>	<u>\$ (381,899)</u>	<u>\$ 13,765,519</u>
<b>Liabilities and Net Assets</b>						
Liabilities						
Accounts payable and accrued expenses	\$ 794,535	\$ -	\$ -	\$ -	\$ (381,899)	\$ 412,636
Campaign funds payable to member/nonmember charities	7,014,572	832,543	732,665	333,570	-	8,913,350
Deferred revenue	502,748	250,724	216,026	59,972	-	1,029,470
Deferred rent	128,912	-	-	-	-	128,912
<b>Total liabilities</b>	<u>8,440,767</u>	<u>1,083,267</u>	<u>948,691</u>	<u>393,542</u>	<u>(381,899)</u>	<u>10,484,368</u>
Net Assets – Unrestricted						
Undesignated	2,024,295	413,797	255,078	37,981	-	2,731,151
Board designated	550,000	-	-	-	-	550,000
<b>Total net assets</b>	<u>2,574,295</u>	<u>413,797</u>	<u>255,078</u>	<u>37,981</u>	<u>-</u>	<u>3,281,151</u>
	<u>\$ 11,015,062</u>	<u>\$ 1,497,064</u>	<u>\$ 1,203,769</u>	<u>\$ 431,523</u>	<u>\$ (381,899)</u>	<u>\$ 13,765,519</u>



**America's Charities and Affiliates**

**Consolidating Statement of Activities  
Year Ended December 31, 2014**

	America's Charities	Children First – America's Charities	Health First – America's Charities	Community First – Charities of Greater Washington, D.C.	Total
<b>Support and Revenue</b>					
Amounts raised in campaigns, net of campaign expenses incurred by other organizations and shrinkage:					
Combined Federal Campaign	\$ 3,525,474	\$ 2,366,881	\$ 2,153,480	\$ 2,255,378	\$ 10,301,213
Campaign Management Services	13,542,946	238,708	106,722	463,084	14,351,460
Private sector	2,096,887	512,237	404,008	26,516	3,039,648
State and local	1,366,425	608,692	359,470	37,300	2,371,887
<b>Total net amounts raised in campaigns</b>	<b>20,531,732</b>	<b>3,726,518</b>	<b>3,023,680</b>	<b>2,782,278</b>	<b>30,064,208</b>
Less amounts raised on behalf of others	20,088,217	3,672,455	3,009,156	2,757,769	29,527,597
<b>Support designated to America's Charities and Affiliates</b>	<b>443,515</b>	<b>54,063</b>	<b>14,524</b>	<b>24,509</b>	<b>536,611</b>
Member charity fees	1,613,649	810,570	609,754	191,408	3,225,381
Campaign management fees	722,054	-	-	-	722,054
Campaign advertising fees	53,800	50,550	15,300	17,775	137,425
Donated services	394,117	-	-	-	394,117
Other	40,000	-	-	-	40,000
<b>Total support and revenue</b>	<b>3,267,135</b>	<b>915,183</b>	<b>639,578</b>	<b>233,692</b>	<b>5,055,588</b>
<b>Expenses</b>					
Program services:					
Combined Federal Campaign	435,233	120,436	84,831	30,766	671,266
State and local campaigns	331,098	91,620	64,534	23,405	510,657
Private sector campaigns	595,700	164,839	116,107	42,109	918,755
Campaign Management Services	527,937	146,088	102,899	37,319	814,243
Membership services	489,678	135,502	95,441	34,612	755,233
<b>Total program services</b>	<b>2,379,646</b>	<b>658,485</b>	<b>463,812</b>	<b>168,211</b>	<b>3,670,154</b>
Supporting services:					
Management and general	504,063	139,483	98,252	35,631	777,429
Fundraising	480,389	132,930	93,631	33,957	740,907
<b>Total supporting services</b>	<b>984,452</b>	<b>272,413</b>	<b>191,883</b>	<b>69,588</b>	<b>1,518,336</b>
<b>Total expenses</b>	<b>3,364,098</b>	<b>930,898</b>	<b>655,695</b>	<b>237,799</b>	<b>5,188,490</b>
<b>Change in net assets</b>	<b>(96,963)</b>	<b>(15,715)</b>	<b>(16,117)</b>	<b>(4,107)</b>	<b>(132,902)</b>
<b>Net Assets</b>					
Beginning	2,671,258	429,512	271,195	42,088	3,414,053
Ending	\$ 2,574,295	\$ 413,797	\$ 255,078	\$ 37,981	\$ 3,281,151