MEDSHARE INTERNATIONAL, INC.

FINANCIAL STATEMENTS

JUNE 30, 2017 AND 2016



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INDEPENDENT AUDITORS' REPORT

To the Board of Trustees MedShare International, Inc.

Report on the Financial Statements

We have audited the accompanying financial statements of MedShare International, Inc. (the Organization), which comprise the statements of financial position as of June 30, 2107 and 2016, and the related statements of activities, functional expenses and cash flows for the years 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based upon 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 audits 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 upon the auditors' 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 as of June 30, 2017 and 2016, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Warren averett, LLC

Atlanta, Georgia October 25, 2017

MEDSHARE INTERNATIONAL, INC. STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

ASSETS		
	 2017	 2016
CURRENT ASSETS		
Cash and cash equivalents	\$ 740,018	\$ 2,854,659
Unconditional promises to give, current portion	877,848	243,327
Inventory	10,953,790	12,461,959
Prepaid expenses	178,849	190,389
Other	13,646	 17,370
Total current assets	 12,764,151	 15,767,704
PROPERTY AND EQUIPMENT		
Land	340,552	340,552
Building and improvements	1,932,048	1,895,048
Furniture and equipment	481,824	379,499
Computer software	 71,774	 71,774
Total property and equipment	2,826,198	2,686,873
Accumulated depreciation	 (1,006,229)	 (942,440)
Total property and equipment – net	 1,819,969	 1,744,433
OTHER ASSETS		
Unconditional promises to give, net of current portion	200,000	400,000
Other receivables	524,055	432,558
Investments	1,193,220	1,130,923
Deposits	 51,767	 56,767
Total other assets	 1,969,042	 2,020,248
TOTAL ASSETS	\$ 16,553,162	\$ 19,532,385

MEDSHARE INTERNATIONAL, INC. STATEMENTS OF FINANCIAL POSITION – CONTINUED JUNE 30, 2017 AND 2016

LIABILITIES AND NET ASSETS

	2017		 2016
CURRENT LIABILITIES			
Accounts payable and accrued expenses	\$	229,561	\$ 383,359
Deferred revenue		27,500	 151,713
Total current liabilities		257,061	 535,072
NET ASSETS			
Unrestricted		13,352,386	14,831,725
Temporarily restricted		1,943,715	3,165,588
Permanently restricted		1,000,000	1,000,000
Total net assets		16,296,101	 18,997,313
TOTAL LIABILITIES AND NET ASSETS	\$	16,553,162	\$ 19,532,385

MEDSHARE INTERNATIONAL, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2017

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
REVENUE AND SUPPORT				
Grants and contributions	\$ 1,339,164	\$-	\$-	\$ 1,339,164
Contributions for specific projects	-	2,484,813	-	2,484,813
Special events, net of expenses	531,211	-	-	531,211
In-kind contributions				
Equipment and supplies	20,201,473	-	-	20,201,473
Professional services	61,675	-	-	61,675
Earnings on investments, net	-	100,298	-	100,298
Other income	28,998	-	-	28,998
Net assets released from restrictions	3,806,984	(3,806,984)		
Total revenue and support	25,969,505	(1,221,873)		24,747,632
EXPENSES				
Program expenses	26,017,816	-	-	26,017,816
Fundraising expenses	804,812	-	-	804,812
Management and general expenses	626,216			626,216
Total expenses	27,448,844			27,448,844
DECREASE IN NET ASSETS	(1,479,339)	(1,221,873)	-	(2,701,212)
NET ASSETS, BEGINNING OF YEAR	14,831,725	3,165,588	1,000,000	18,997,313
NET ASSETS, END OF YEAR	\$ 13,352,386	\$ 1,943,715	\$ 1,000,000	\$ 16,296,101

MEDSHARE INTERNATIONAL, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2016

	_Unrestricted	Temporarily Restricted	Permanently Restricted	Total
REVENUE AND SUPPORT				
Grants and contributions	\$ 1,511,557	\$-	\$-	\$ 1,511,557
Contributions for specific projects	-	2,572,533	-	2,572,533
Special events, net of expenses	489,465	-	-	489,465
In-kind contributions				
Equipment and supplies	19,790,559	-	-	19,790,559
Professional services	81,819	-	-	81,819
Earnings on investments, net	-	2,910	-	2,910
Other income	23,080	-	-	23,080
Net assets released from restrictions	4,338,463	(4,338,463)		
Total revenue and support	26,234,943	(1,763,020)		24,471,923
EXPENSES				
Program expenses	26,598,399	-	-	26,598,399
Fundraising expenses	836,841	-	-	836,841
Management and general expenses	625,482			625,482
Total expenses	28,060,722			28,060,722
DECREASE IN NET ASSETS	(1,825,779)	(1,763,020)	-	(3,588,799)
NET ASSETS, BEGINNING OF YEAR	16,657,504	4,928,608	1,000,000	22,586,112
NET ASSETS, END OF YEAR	\$14,831,725	\$ 3,165,588	\$1,000,000	\$18,997,313

MEDSHARE INTERNATIONAL, INC. STATEMENTS OF FUNCTIONAL EXPENSES FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	Program Services	Fui	ndraising	-	eneral & inistrative	Total
Year Ended June 30, 2017			_			
Equipment and supplies shipped	\$ 21,621,007	\$	-	\$	-	\$ 21,621,007
Personnel	2,332,543		595,689		441,613	3,369,845
Shipping	871,428		-		-	871,428
Occupancy	780,140		29,060		17,848	827,048
Professional fees	80,446		13,330		131,626	225,402
Travel	66,205		25,900		242	92,347
Office expenses	120,367		100,477		26,480	247,324
Depreciation expense	91,641		2,893		1,930	96,464
Insurance	53,668		2,081		5,217	60,966
Marketing	-		33,545		-	33,545
Other expenses	371		1,837		1,260	3,468
Total expenses	\$ 26,017,816	\$	804,812	\$	626,216	\$ 27,448,844
Year Ended June 30, 2016						
Equipment and supplies shipped	\$ 22,271,829	\$	-	\$	-	\$ 22,271,829
Personnel	2,263,203		577,981		428,485	3,269,669
Shipping	934,262		-		-	934,262
Occupancy	693,335		25,827		15,862	735,024
Professional fees	86,637		14,356		141,756	242,749
Travel	81,227		31,776		297	113,300
Office expenses	132,177		110,335		29,078	271,590
Depreciation expense	81,213		2,564		1,710	85,487
Insurance	53,607		2,079		5,211	60,897
Marketing	-		67,426		-	67,426
Other expenses	909		4,497		3,083	8,489
Total expenses	\$ 26,598,399	\$	836,841	\$	625,482	\$ 28,060,722

MEDSHARE INTERNATIONAL, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2017 AND 2016

	2017	 2016
CASH FLOWS USED IN OPERATING ACTIVITIES		
Change in net assets:	\$ (2,701,212)	\$ (3,588,799)
Adjustments to reconcile change in net assets to net		
cash used in operating activities		
Depreciation expense	96,464	85,487
Realized and unrealized (gain) loss on investments, net	(79,491)	10,422
(Increase) decrease in pledges receivable	(434,521)	156,673
Decrease in inventory	1,508,169	2,061,952
Decrease in prepaid expense	11,540	4,749
Decrease in other current assets	3,724	26,301
Decrease (increase) in deposits	5,000	(16,366)
Increase in other receivable	(91,497)	(91,026)
(Decrease) increase in accounts		
payable and accrued expenses	(153,798)	17,649
(Decrease) increase in deferred revenue	 (124,213)	 151,713
Net cash used in operating activities	 (1,959,835)	 (1,181,245)
CASH FLOWS USED IN INVESTING ACTIVITIES		
Purchase of property and equipment	(172,000)	(29,545)
Distributions from investments	(38,000)	-
Reinvestment in investments	 55,194	 (13,332)
Net cash used in investing activities	 (154,806)	 (42,877)
NET DECREASE IN CASH	(2,114,641)	(1,224,122)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	 2,854,659	 4,078,781
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 740,018	\$ 2,854,659

1. DESCRIPTION OF BUSINESS

Description of Business

Incorporated in December 1998, MedShare International, Inc. ("MedShare" or the "Organization") is a 501c(3) humanitarian aid organization dedicated to improving the quality of life of people, communities, and our planet by sourcing and directly delivering surplus medical supplies and equipment to communities in need around the world. MedShare helps increase health system capacity and drives sustainability by providing biomedical equipment training and service to health care organizations and medical professionals serving populations in need. MedShare's efforts to examine and address global health disparities are reflected by our four programs and one service: Disaster Relief Program, Primary Care Program, Maternal & Child Health Program, Infectious Disease Control & Prevention Program, and Biomedical Equipment Training & Repair Service. Focusing on these areas increases health systems capacity to treat patients and prepares them to respond effectively to natural disasters and epidemics, all while improving the overall quality of care in the developing world. MedShare's deliveries of vital medical supplies and equipment have decreased our nation's carbon footprint and brought health, healing, and the promise of better lives to 100 countries and countless patients.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The Organization prepares its financial statements in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-205, *Not-for-Profit Entities Presentation of Financial Statements*. Under FASB ASC 958, the Organization reports 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.

Cash and Cash Equivalents

Cash and cash equivalents include all highly liquid investments purchased with an initial maturity of three months or less.

Uninsured Cash Balances

The Organization maintains its cash in bank deposit accounts at financial institutions. Cash accounts are insured by the FDIC up to statutory limits. The Organization's cash balances periodically exceed the federally insured limit.

Inventory

The Organization values its inventory of donated medical supplies and equipment at 50% of the average retail price for the item (or similar items). The average retail price approximates the fair value measurement of the inventory if sold in North America in an orderly transaction between market participants.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Contributions and Unconditional Promises to Give

Contributions are recorded and presented in accordance with professional standards. Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. Unconditional promises to give are recorded as received. Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at fair value which is measured at the present value of the future cash flows with discounts computed using risk-adjusted rates commensurate with the associated risk. Discounts on pledges receivable are amortized and recorded as additional contribution revenue in accordance with any donor-imposed restriction.

The Organization uses the allowance method to determine the uncollectible unconditional promises receivable. The allowance is based on prior years' experience and management's analysis of specific promises received. Since all pledges receivable were deemed to be collectible there is no allowance for doubtful pledges at June 30, 2017 or 2016.

Donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction is satisfied, temporarily restricted net assets are reclassified to unrestricted net assets.

Noncash Contributions

Noncash contributions received and made are recorded at amounts that approximate their fair value at the date received or distributed.

Donated services are recognized at fair value as contributions and expenses if the services (a) create or enhance nonfinancial assets, or (b) require specialized skills, are performed by people with those skills and would otherwise be purchased by the Organization. During the years ended June 30, 2017 and 2016, many individuals volunteered their time in support of the Organization's programs. The individuals' time did not meet the above criteria to be recorded as contributions in the financial statements. However, the Organization did receive professional services meeting these criteria. During the years ended June 30, 2017 and 2016, the value of these services was \$61,675 and \$81,819, respectively.

Deferred Revenue

Deferred revenue represents sponsorships for events to be held in the subsequent year.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Investments

Investments are carried at fair value in accordance with FASB ASC 958, *Investments – Debt and Equity Securities for Not-for-Profit Organizations*. Under FASB ASC 820, *Fair Value Measurements and Disclosures*, fair value measurements are disclosed by level within the fair value hierarchy.

Investments measured and reported at fair value are classified and disclosed in one of the following categories:

- Level I: Valuations based on unadjusted quoted prices in active markets for identical assets or liabilities. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these securities does not entail a significant degree of judgment.
- Level II: Valuations based on quoted prices in markets that are not active or based on valuation models for which all significant inputs are observable, either directly or indirectly.
- Level III: Valuations based on inputs that are unobservable and significant to the overall fair value measurement. Level III investments include situations where there is little, if any, market activity for the investments. The inputs into the determination of fair value are based upon the best information in the circumstances and may require significant management judgment or estimation.

All of the Organization's investments are Level I investments.

Endowment

In accordance with FASB ASC 958-205, *Not-for-Profit Entities – Presentation of Financial Statements*, the Board of Directors determined that all of the Organization's permanently restricted net assets meet the definition of endowment funds under the Georgia Prudent Management of Institutional Funds Act (GPMIFA).

Property and Equipment

The Organization capitalizes all expenditures for property, furniture and equipment in excess of \$5,000. Property and equipment are recorded at cost or fair value, if donated, and are depreciated using the straight line method as follows:

Building and improvements	30 years
Furniture and equipment	5 years
Computer software	3 years

Depreciation expense in the amount of \$96,464 and \$85,487 has been charged to operations for the year ended 2017 and 2016, respectively.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – CONTINUED

Income Taxes

The Organization is exempt from income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code and is classified as an organization which is not a private foundation under Section 509(a) of the U.S. Internal Revenue Code. The Organization qualifies for the charitable contribution deduction.

Fair Value of Financial Instruments

Financial instruments, primarily cash and cash equivalents, investments, accounts payable, and the line of credit are reported at values which the Organization believes are not significantly different from fair values. The Organization believes no significant credit risk exists with respect to any of its financial instruments.

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. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

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 affecting the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

Events Occurring After Report Date

Management has evaluated events and transactions that occurred between June 30, 2017 and October 25, 2017, which is the date that the financial statements were available to be issued, for possible recognition or disclosure in the financial statements.

3. LINE OF CREDIT

The Organization has a line of credit with a commercial bank allowing the Organization to borrow up to \$1,000,000, secured by substantially all of the Organization's assets. The credit line bears interest at the prime rate with a 4.75% floor and matures on March 30, 2018. There were no outstanding balances at June 30, 2017 and 2016.

4. UNCONDITIONAL PROMISES TO GIVE

Unconditional promises to give at June 30, 2017 and 2016 are receivable as follows:

	 2017	 2016
Year ending June 30,		
2017	\$ -	\$ 243,327
2018	877,848	200,000
2019	 200,000	 200,000
	\$ 1,077,848	\$ 643,327

5. INVESTMENTS

The Organization's investments are valued at quoted market prices in an active market. At June 30, 2017 and 2016 they are comprised of the following:

	 2017	2016
Cash	\$ 12,955	\$ 81,834
Common stock	52,843	79,490
Mutual funds – bonds	317,425	214,929
Mutual funds – equities	271,570	212,385
Exchange traded funds	 538,427	542,285
Total investments	\$ 1,193,220	\$ 1,130,923

Investment return for the years ended June 30, 2017 and 2016 is comprised of:

	 2017	2016
Interest and dividend income	\$ 32,180	\$ 24,234
Net realized gain (loss) on investments	38,268	(17,449)
Unrealized gain on investments	41,223	7,027
Brokerage fees	 (11,373)	 (10,902)
	\$ 100,298	\$ 2,910

All investments are included in the Organization's endowment fund. See Note 8.

6. LEASE COMMITMENTS

The Organization has obligations under various non-cancelable operating leases for office and warehouse space that expire at various dates through 2020. In most cases, management expects that in the normal course of business, the leases set to expire will be renewed or replaced by other leases. Future minimum lease payments for the years ending June 30 are as follows:

Year ending June 30,

2018	\$	518,040
2019		92,361
2020		71,970

Rent expense under operating leases for the years ended June 30, 2017 and 2016 amounted to approximately \$633,000 and \$519,000, respectively. The lease for office space is subject to escalation based on increases in building operating expenses.

7. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are comprised primarily of contributions subject to donorimposed restrictions and income earned on endowment fund assets. The composition of these assets as of June 30, 2017 and 2016 is as follows:

	 2017	2016		
Container sponsorships and operating grants	\$ 1,180,033	\$	1,901,187	
Disaster relief	170,435		245,435	
Earnings on endowment fund, net				
(restricted for building maintenance)	193,220		130,922	
Other	400,027		888,044	
Total temporarily restricted net assets	\$ 1,943,715	\$	3,165,588	

8. ENDOWMENT FUND

The Organization established the MedShare Building Maintenance Endowment Fund (the endowment) from capital campaign contributions for the purpose of providing funds for the maintenance and repair of its headquarters building in Decatur, GA.

Interpretation of Relevant Law

The Organization has interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as permanently restricted net assets (a) the original value of gift(s) donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by SPMIFA. In accordance with SPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- 1) The duration and preservation of the fund
- 2) The purposes of the Organization and the donor-restricted endowment fund
- 3) General economic conditions
- 4) The possible effect of inflation and deflation
- 5) The expected total return from income and the appreciation of investments
- 6) Other resources of the Organization
- 7) The investment policies of the Organization

Investment and Spending Policy

In June 2010 the Organization's Board of Trustees adopted an investment and spending policy for endowment assets which attempts to provide a predictable stream of funding to support building maintenance while seeking to maintain the purchasing power of the endowment assets. Under this policy as approved by the Board of Trustees, the endowed assets were invested in a manner which was intended to maximize the results while assuming a moderate level of investment risk. To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation which places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints. The Organization expects its endowment funds, over time, to provide an average annual rate of return of approximately 5-7%. Actual returns in any given year may vary from this amount.

8. ENDOWMENT FUND – CONTINUED

The Organization has a policy of appropriating for distribution each year 0.0% to 4.5% of its endowment fund's average fair value over the prior 12 quarters through the fiscal year-end proceeding the fiscal year in which the distribution is planned. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, the Organization expects the current spending policy to allow its endowment to grow over the long-term at an average of 0.5% to 7%. This is consistent with the Organization's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

The Organization's endowment net asset composition as of June 30, 2017 and 2016 is as follows:

	Temporarily Restricted		Permanently Restricted		Total	
June 30, 2017	\$	193,220	\$	1,000,000	\$	1,193,220
June 30, 2016	\$	130,922	\$	1,000,000	\$	1,130,922

Changes in the Organization's endowment for the year ended June 30, 2017 and 2016 are as follows:

	Temporarily Restricted		Permanently Restricted		Total	
Beginning Balance July 1, 2015	\$	128,012	\$	1,000,000	\$	1,128,012
Investment loss, net		(4,117)		-		(4,117)
Unrealized gain		7,027		-		7,027
Appropriated for expenditure		-		-		-
Ending Balance June 30, 2016		130,922		1,000,000		1,130,922
Investment income, net		59,075		-		59,075
Unrealized gain		41,223		-		41,223
Appropriated for expenditure	,	(38,000)		-		(38,000)
Ending Balance June 30, 2017	\$	193,220	\$	1,000,000	\$	1,193,220

9. RETIREMENT PLAN

The Organization has a retirement savings plan which is qualified under Section 401 of the Internal Revenue Code. Employees are eligible to participate if they are aged at twenty-one or older and have completed three consecutive full calendar months of employment. Employees can elect salary deferrals to their Plan account up to the legally allowed amount. The Organization can, at its discretion, make contributions on behalf of employees. For the years ended June 30, 2017 and 2016 the match contribution expense was \$20,639 and \$15,163, respectively.

10. FOUNDER'S WELFARE BENEFIT PLAN

The Organization sponsors a welfare benefit plan for the benefit of a founder and former key executive which allows the purchase of life insurance to provide post-employment retirement benefits. Each premium or contribution provided by the Organization on behalf of the former executive is treated for tax purposes and financial purposes as a premium loan from the Organization. These premium loans totaling \$524,055 and \$432,558 at June 30, 2017 and 2016, respectively, are established as allowed by IRC Section 26 CFR Section 1.7872-15 and are included as an other receivable on the Organization's statement of financial position. The receivable is required to be repaid, including cumulative interest at a rate established by the Internal Revenue Service. The Organization holds a permanent and primary interest in the death benefit of a life insurance policy that will provide a full repayment of the accumulated loan receivable at his death.