

Keep America Beautiful, Inc.

Financial Statements as of and for the
Years Ended December 31, 2015 and 2014,
and Independent Auditors' Report

KEEP AMERICA BEAUTIFUL, INC.

TABLE OF CONTENTS

| | Page |
|---|-------------|
| INDEPENDENT AUDITORS' REPORT | 1 |
| FINANCIAL STATEMENTS AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014: | |
| Statements of Financial Position | 2 |
| Statements of Activities | 3 |
| Statements of Cash Flows | 4 |
| Statements of Functional Expenses | 5-6 |
| Notes to Financial Statements | 7-17 |

INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Keep America Beautiful, Inc.:

We have audited the accompanying financial statements of Keep America Beautiful, Inc. (the "Organization"), which comprise the statements of financial position as of December 31, 2015 and 2014, and the related statements of activities, cash flows, and functional expenses 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 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 Organization'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 Organization'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 the Organization as of December 31, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Deloitte + Touche LLP

May 25, 2016

KEEP AMERICA BEAUTIFUL, INC.

STATEMENTS OF FINANCIAL POSITION AS OF DECEMBER 31, 2015 AND 2014

| | 2015 | 2014 |
|---|---------------------|---------------------|
| ASSETS | | |
| CASH AND CASH EQUIVALENTS | \$ 2,711,527 | \$ 2,660,930 |
| INVESTMENTS (Note 10) | 3,828,752 | 4,724,089 |
| CONTRIBUTIONS AND OTHER RECEIVABLES (Note 5) | 1,237,024 | 702,141 |
| PREPAID EXPENSES AND OTHER ASSETS | 145,987 | 188,843 |
| FIXED ASSETS—Net of accumulated depreciation (Note 6) | <u>161,107</u> | <u>36,836</u> |
| TOTAL | <u>\$ 8,084,397</u> | <u>\$ 8,312,839</u> |
| | | |
| LIABILITIES AND NET ASSETS | | |
| LIABILITIES: | | |
| Accounts payable and accrued expenses | \$ 745,890 | \$ 475,167 |
| Deferred income grants (Note 8) | <u>332,370</u> | <u>348,227</u> |
| Total liabilities | <u>1,078,260</u> | <u>823,394</u> |
| NET ASSETS: | | |
| Unrestricted | 4,201,973 | 4,269,929 |
| Temporarily restricted (Note 11) | <u>2,804,164</u> | <u>3,219,516</u> |
| Total net assets | <u>7,006,137</u> | <u>7,489,445</u> |
| TOTAL | <u>\$ 8,084,397</u> | <u>\$ 8,312,839</u> |

See notes to financial statements.

KEEP AMERICA BEAUTIFUL, INC.

STATEMENTS OF ACTIVITIES FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

| | 2015 | 2014 |
|--|---------------------|---------------------|
| UNRESTRICTED REVENUES AND SUPPORT: | | |
| Contributions and grants | \$ 2,754,093 | \$ 2,979,579 |
| Benefit dinner—net of expenses of \$298,349 and \$319,442 in 2015 and 2014, respectively | 466,372 | 403,008 |
| Fees (Note 3) | 420,555 | 706,810 |
| Publication sales | 19,214 | 16,963 |
| Royalties | 3,226 | 8,631 |
| Investment income | 89,332 | 258,055 |
| Unrealized gain (loss) on investments | 31,734 | (60,589) |
| National and other conferences | 268,897 | 268,868 |
| In-kind support | 5,000 | |
| Other income | 56,106 | 121,787 |
| Net assets released from restrictions (Note 12) | <u>3,666,652</u> | <u>4,475,950</u> |
| Total unrestricted revenues and support | <u>7,781,181</u> | <u>9,179,062</u> |
| EXPENSES: | | |
| Program services: | | |
| Communication and public education | 361,282 | 285,195 |
| Program and field training services | <u>6,083,573</u> | <u>7,087,491</u> |
| Total program services | <u>6,444,855</u> | <u>7,372,686</u> |
| Supporting services: | | |
| Management and general | 914,128 | 995,756 |
| Fundraising | <u>490,154</u> | <u>485,234</u> |
| Total supporting services | <u>1,404,282</u> | <u>1,480,990</u> |
| Total expenses | <u>7,849,137</u> | <u>8,853,676</u> |
| (DEFICIT) EXCESS OF TOTAL UNRESTRICTED REVENUES AND SUPPORT OVER TOTAL EXPENSES | (67,956) | 325,386 |
| UNRESTRICTED NET ASSETS—Beginning of year | <u>4,269,929</u> | <u>3,944,543</u> |
| UNRESTRICTED NET ASSETS—End of year | <u>\$ 4,201,973</u> | <u>\$ 4,269,929</u> |
| GIFTS AND GRANTS RESTRICTED FOR FUTURE PERIODS | \$ 3,251,300 | \$ 4,143,907 |
| NET ASSETS RELEASED FROM RESTRICTIONS (Note 12) | <u>(3,666,652)</u> | <u>(4,475,950)</u> |
| DECREASE IN RESTRICTED NET ASSETS | (415,352) | (332,043) |
| RESTRICTED NET ASSETS—Beginning of year | <u>3,219,516</u> | <u>3,551,559</u> |
| RESTRICTED NET ASSETS—End of year | <u>\$ 2,804,164</u> | <u>\$ 3,219,516</u> |
| DECREASE IN TOTAL NET ASSETS | <u>\$ (483,308)</u> | <u>\$ (6,657)</u> |

See notes to financial statements.

KEEP AMERICA BEAUTIFUL, INC.

STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

| | 2015 | 2014 |
|---|---------------------|---------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Decrease in net assets | \$ (483,308) | \$ (6,657) |
| Adjustments to reconcile decrease in net assets to net cash (used in) provided by operating activities: | | |
| Depreciation expense | 18,329 | 29,700 |
| Donated securities | | (5,089) |
| Realized loss (gain) on investments | 17,622 | (178,256) |
| Unrealized (gain) loss on investments | (31,734) | 60,589 |
| (Increase) decrease in contributions and other receivables | (534,883) | 729,300 |
| Decrease in prepaid expenses and other assets | 42,856 | 73,041 |
| Increase in accounts payable and accrued expenses | 270,723 | 41,770 |
| (Decrease) increase in deferred income grants | (15,857) | 268,694 |
| Decrease in deferred compensation | | (14,583) |
| | <u>(716,252)</u> | <u>998,509</u> |
| Net cash (used in) provided by operating activities | | |
| CASH FLOWS FROM INVESTING ACTIVITY: | | |
| Purchases of securities | (1,553,296) | (2,829,677) |
| Proceeds from sales of securities | 2,462,745 | 1,523,057 |
| Purchases of fixed assets | (142,600) | (13,633) |
| | <u>766,849</u> | <u>(1,320,253)</u> |
| Net cash provided by (used in) investing activities | | |
| NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS | 50,597 | (321,744) |
| CASH AND CASH EQUIVALENTS—Beginning of year | <u>2,660,930</u> | <u>2,982,674</u> |
| CASH AND CASH EQUIVALENTS—End of year | <u>\$ 2,711,527</u> | <u>\$ 2,660,930</u> |

See notes to financial statements.

KEEP AMERICA BEAUTIFUL, INC.

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2015

| | Communications and Public Education | Program and Field Training Services | Total Program Services | Management and General | Fundraising | Total Supporting Services | Total Expenses |
|--------------------------|---|--|------------------------------|---------------------------|-------------------|---------------------------------|---------------------|
| Salaries | \$ 147,592 | \$ 334,744 | \$ 482,336 | \$ 499,113 | \$ 290,815 | \$ 789,928 | \$ 1,272,264 |
| Payroll taxes | 10,963 | 21,583 | 32,546 | 37,417 | 19,451 | 56,868 | 89,414 |
| Employee benefits | 32,069 | 76,771 | 108,840 | 104,086 | 47,611 | 151,697 | 260,537 |
| Rent and services | 22,612 | 227,841 | 250,453 | 41,462 | 32,890 | 74,352 | 324,805 |
| Stationery and supplies | 899 | 1,991 | 2,890 | 4,325 | 1,257 | 5,582 | 8,472 |
| Postage | 669 | 3,712 | 4,381 | 1,907 | 1,137 | 3,044 | 7,425 |
| Telephone | 1,674 | 7,438 | 9,112 | 8,210 | 2,435 | 10,645 | 19,757 |
| Computer systems | 20,173 | 15,257 | 35,430 | 15,706 | 11,786 | 27,492 | 62,922 |
| Dues and subscriptions | 5,788 | 24,634 | 30,422 | 16,158 | 13,634 | 29,792 | 60,214 |
| Communications | 31,088 | 18,870 | 49,958 | 238 | 3,200 | 3,438 | 53,396 |
| Equipment leases | 2,493 | 5,572 | 8,065 | 4,563 | 3,614 | 8,177 | 16,242 |
| Meetings and conferences | 1,812 | 205 | 2,017 | 19,185 | 980 | 20,165 | 22,182 |
| Affiliate certification | | 34,569 | 34,569 | | | | 34,569 |
| Travel | 9,180 | 42,343 | 51,523 | 25,405 | 30,346 | 55,751 | 107,274 |
| Professional fees | 6,617 | 14,837 | 21,454 | 20,239 | 11,261 | 31,500 | 52,954 |
| Consultants | 38,881 | 10,284 | 49,165 | 53,952 | 4,679 | 58,631 | 107,796 |
| Programs | 20,128 | 5,189,291 | 5,209,419 | | 8,883 | 8,883 | 5,218,302 |
| Printing | 3,750 | 32,274 | 36,024 | 47 | 237 | 284 | 36,308 |
| Miscellaneous | 3,684 | 9,166 | 12,850 | 58,947 | 4,178 | 63,125 | 75,975 |
| Depreciation | 1,210 | 12,191 | 13,401 | 3,168 | 1,760 | 4,928 | 18,329 |
| Subtotal | <u>\$ 361,282</u> | <u>\$ 6,083,573</u> | <u>\$ 6,444,855</u> | <u>\$ 914,128</u> | <u>\$ 490,154</u> | <u>\$ 1,404,282</u> | 7,849,137 |
| Benefit dinner expenses | | | | | | | <u>298,349</u> |
| Total | | | | | | | <u>\$ 8,147,486</u> |

See notes to financial statements.

KEEP AMERICA BEAUTIFUL, INC.

STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2014

| | Communications and Public Education | Program and Field Training Services | Total Program Services | Management and General | Fundraising | Total Supporting Services | Total Expenses |
|--------------------------|---|--|------------------------------|---------------------------|-------------------|---------------------------------|---------------------|
| Salaries | \$ 100,106 | \$ 347,266 | \$ 447,372 | \$ 567,230 | \$ 262,516 | \$ 829,746 | \$ 1,277,118 |
| Payroll taxes | 8,043 | 24,982 | 33,025 | 37,235 | 18,828 | 56,063 | 89,088 |
| Employee benefits | 21,550 | 79,842 | 101,392 | 89,812 | 59,298 | 149,110 | 250,502 |
| Rent and services | 16,790 | 233,177 | 249,967 | 37,924 | 49,945 | 87,869 | 337,836 |
| Stationery and supplies | 1,291 | 3,267 | 4,558 | 3,685 | 2,604 | 6,289 | 10,847 |
| Postage | 556 | 8,113 | 8,669 | 3,727 | 967 | 4,694 | 13,363 |
| Telephone | 1,380 | 9,034 | 10,414 | 7,130 | 4,006 | 11,136 | 21,550 |
| Computer systems | 7,687 | 14,497 | 22,184 | 13,250 | 10,908 | 24,158 | 46,342 |
| Dues and subscriptions | 3,615 | 24,830 | 28,445 | 17,999 | 3,221 | 21,220 | 49,665 |
| Communications | 32,588 | 48,205 | 80,793 | | 4,383 | 4,383 | 85,176 |
| Equipment leases | 1,903 | 6,248 | 8,151 | 4,269 | 5,502 | 9,771 | 17,922 |
| Meetings and conferences | 6 | 4,108 | 4,114 | 18,711 | | 18,711 | 22,825 |
| Affiliate certification | | 52,738 | 52,738 | | | | 52,738 |
| Travel | 5,237 | 45,678 | 50,915 | 25,394 | 20,478 | 45,872 | 96,787 |
| Professional fees | 4,674 | 19,172 | 23,846 | 17,781 | 11,495 | 29,276 | 53,122 |
| Consultants | 70,298 | 16,718 | 87,016 | 85,644 | 9,020 | 94,664 | 181,680 |
| Programs | 1,020 | 6,098,319 | 6,099,339 | 145 | 11,421 | 11,566 | 6,110,905 |
| Printing | 5,049 | 16,813 | 21,862 | 104 | 244 | 348 | 22,210 |
| Miscellaneous | 1,961 | 11,232 | 13,193 | 62,476 | 6,181 | 68,657 | 81,850 |
| Depreciation | 1,441 | 23,252 | 24,693 | 3,240 | 4,217 | 7,457 | 32,150 |
| Subtotal | <u>\$ 285,195</u> | <u>\$ 7,087,491</u> | <u>\$ 7,372,686</u> | <u>\$ 995,756</u> | <u>\$ 485,234</u> | <u>\$ 1,480,990</u> | 8,853,676 |
| Benefit dinner expenses | | | | | | | <u>319,442</u> |
| Total | | | | | | | <u>\$ 9,173,118</u> |

See notes to financial statements.

KEEP AMERICA BEAUTIFUL, INC.

NOTES TO FINANCIAL STATEMENTS AS OF AND FOR THE YEARS ENDED DECEMBER 31, 2015 AND 2014

1. ORGANIZATION AND PURPOSE

Keep America Beautiful, Inc. (the “Organization” or KAB) is a nonprofit organization whose network of local, statewide, and international affiliate programs educates individuals about litter prevention and ways to reduce, reuse, recycle, and properly manage waste materials. KAB’s mission is to engage individuals in taking greater responsibility for improving their community environments. Through partnerships and strategic alliances with citizens, businesses, and government, KAB programs involve millions of volunteers annually to clean up, beautify, and improve their neighborhoods, thereby creating healthier, safer, and more livable community environments.

The local affiliates are separate nonprofit entities and/or agencies of local governments that are not controlled by KAB and, therefore, their financial position, changes in net assets, and cash flows are not included in the accompanying financial statements.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation—The financial statements of KAB have been prepared on the accrual basis of accounting in accordance with the Financial Accounting Standards Board (FASB) Accounting Standards Codification, which is the source of authoritative accounting principles in the preparation of financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP). Net assets and revenues, expenses, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of KAB 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 KAB and/or the passage of time.

KAB reports gifts of cash and other assets as temporarily restricted revenue if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restrictions. Gifts received with donor restrictions that are spent in the year received in accordance with those restrictions are reflected as unrestricted contributions.

Functional Allocation of Expenses—KAB allocates its expenses on a functional basis among its various program and supporting services. Expenses that are common to several functions are allocated by various statistical benchmarks. KAB’s program services are described as follows:

Communication and Public Education—This program increases KAB’s recognition and visibility as a national organization that advances its educational purposes by creating greater public awareness of its mission goals and objectives. It also provides information and materials designed to encourage and guide more positive individual behaviors toward community environments.

Program and Field Training Services—These core program activities support the national effort to enlist and train new state and local affiliate organizations to participate in KAB mission-related community improvement activities. The program develops materials, methods, and tools that enable affiliates and individual citizens to implement sustainable community improvement projects.

Programs—Activities pertaining to the use of restricted gifts, the Great American Cleanup (GAC) and America Recycles Day (ARD) are reflected in the statements of functional expenses in the line item programs.

Cash Equivalents—For purposes of reporting cash flows, cash equivalents are defined as money market funds, overnight deposits, treasury bills, and other instruments with original term to maturity of less than three months at the date of purchase. Cash equivalents are carried at fair value.

Pledges—Pledges are recorded at the net present value, determined using a discount rate commensurate with the rate on US Treasury bills whose maturities correspond to the maturities of the pledges, as receivables in the year made. Restricted pledges are reported as additions to the appropriate restricted net assets. GAC and ARD sponsorship pledges are considered contingent promises to give that are contingent on the Organization holding the GAC or ARD event and, therefore, the promise to give is recognized when the event is held, regardless of when the pledge is made.

The Organization considers any individual donor that contributes more than 10% of total revenue to be significant. The Organization received 39% and 60% of the gifts and grants restricted for future periods from two and four donors during the years ended December 31, 2015 and 2014, respectively. There is no concentration of the unrestricted revenue and support during 2015 and 2014.

Fixed Assets—Fixed assets purchased are stated at cost. Depreciation is provided on the straight-line method over the estimated useful lives of the assets with a range of three to ten years.

Use of Estimates—The preparation of financial statements in accordance with GAAP 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 expense during the reporting period. Actual results could differ from those estimates.

In-Kind Support—KAB recognizes noncash gifts to the Organization as income at fair value in the period in which they are received. The Organization also records an offsetting expense at the same time to record the use of the gift. The Organization recognized \$5,000 and \$0 of in-kind support during 2015 and 2014, respectively.

Investments—In accordance with GAAP, KAB values its investments based on a fair value hierarchy. Fair value is the amount that would be received to sell an asset, or paid to transfer a liability, in an orderly transaction between market participants at the measurement date (i.e., the exit price). See Note 10, Investments, for further discussion relating to the Organization's investments. Management values the investments with the assistance of an investment advisor based on quoted market prices and/or broker quotes. Debt securities that are not publicly traded or whose market prices are not readily available are valued at fair value utilizing recognized pricing services.

Investments are reflected on the statements of financial position at fair value with changes in unrealized gains and losses resulting from changes in fair value reflected in the statements of activities as unrealized gain (loss) on investments.

Investments in equity securities, corporate and municipal bonds, and mutual funds that are publicly traded investments are reported at the market closing price. These investment transactions are recorded on a trade-date basis.

Dividend income and expense are recorded on the ex-dividend date, net of applicable withholding taxes.

Realized gains and losses on investment transactions are determined on the specific-identification basis and are recorded as investment income in the statements of activities.

Market and Credit Risk—In the normal course of business, the Organization encounters market and credit risk concentrations. Market risk reflects changes in the value of investments due to changes in interest rates, credit spreads, or other market factors. Credit risk includes the risk of default on the Organization's investments, where the counterparty is unable or unwilling to make required or expected payments.

Income Taxes—The Organization follows the FASB's guidance on uncertain tax positions that may require financial statement recognition. The Organization analyzed its tax filing positions in all jurisdictions required to file tax returns, as well as open tax years in these jurisdictions. Based on this review, no reserves for uncertain tax positions were required to have been recorded in accordance with GAAP in either 2015 or 2014. In addition, the Organization determined that it did not need to record any tax-related interest or penalties in either year. KAB will continue to review the relevant authoritative guidance as such relates to its financial statements and conclusions reached regarding uncertain tax positions, which may be subject to review and adjustment at a later date based on ongoing analyses of tax laws, regulations, and interpretations thereof. To the extent that the assessment of the conclusions reached regarding uncertain tax positions changes, such change in estimate will be recorded in the period in which such determination is made.

Recent Accounting Pronouncements—In May 2014, the FASB issued guidance to establish a comprehensive and converged standard on revenue recognition to enable financial statement users to better understand and consistently analyze an entity's revenue. The core principle of the new guidance is 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. In August, 2015, the FASB issued its final standard formally amending the effective date of the new revenue recognition standard. The amended guidance defers the effective date to annual reporting periods in fiscal years beginning after December 15, 2018. The Organization is in the process of evaluating the impact that this guidance may have on its financial statements.

In January 2016, the FASB issued its new standard on accounting for leases, ASU 2016-02. The new standard address the off-balance-sheet financing accounting related to lessees' operating leases and introduces a lessee model that brings most leases on the balance sheet. The guidance is effective for calendar periods beginning January 1, 2020. The Organization is in the process of evaluating the impact that this guidance may have on its financial statements.

In April 2015, the FASB issued a proposed ASU that would significantly change the existing presentation requirements for financial statements of not-for-profit entities (NFPs). The proposal is intended to improve the current requirements for net asset classification as well as the information presented in the financial statements and notes to the financial statements regarding liquidity, financial performance, and cash flows for NFPs. The FASB has yet to finalize the standard and determine the effective date of the standard. The standard is to be applied on a retrospective basis. The Organization is in the process of evaluating the impact that this guidance may have on its financial statements.

3. FEES

To establish a new KAB affiliate, KAB trains local organizational teams, distributes KAB system programs, precertification and certification manuals, and visits the communities during the first year of a program implementation. For these items and services, KAB charges the joining affiliate a certification fee based on its population. Certification fees were \$30,000 and \$54,600 for the years ended December 31, 2015 and 2014, respectively. Once an affiliate is certified, KAB monitors and counsels the affiliate, provides it with various program materials, and sponsors national and regional training conferences for which KAB charges the certified affiliate an annual program service fee also based on population. Program service fees were \$118,825 and \$116,575 for the years ended December 31, 2015 and 2014, respectively. Program administrative fees were \$265,000 and \$524,550 for the years ended December 31, 2015 and 2014, respectively. In addition, the Organization received \$6,730 and \$11,085 of state recycling organization fees for the years ended December 31, 2015 and 2014, respectively.

4. CASH AND CASH EQUIVALENTS

KAB considers any investment with an original maturity of three months or less at the date of purchase to be cash and cash equivalents. The cash and cash equivalents balance as of December 31, 2015 and 2014, is made up of the following:

| | 2015 | 2014 |
|---|---------------------|---------------------|
| Checking accounts | \$ 1,751,156 | \$ 878,677 |
| Money market fund—sustainability fund (Note 10) | 481,699 | 477,960 |
| Money market fund | <u>478,672</u> | <u>1,304,293</u> |
| Total | <u>\$ 2,711,527</u> | <u>\$ 2,660,930</u> |

5. CONTRIBUTIONS AND OTHER RECEIVABLES

Receivables of \$1,087,024 and \$702,141 at December 31, 2015 and 2014, respectively, are due within the year. As of December 31, 2015, \$150,000 was due within two years, as part of a three-year pledge made by a donor during 2015. During the years ended December 31, 2015 and 2014, the Organization did not record any bad debt expense.

6. FIXED ASSETS

Fixed assets at December 31, 2015 and 2014, consist of the following:

| | 2015 | 2014 |
|--|-------------------|------------------|
| Furniture, fixtures, and computer equipment | \$ 485,543 | \$ 355,450 |
| Less accumulated depreciation | <u>(324,436)</u> | <u>(318,614)</u> |
| Fixed assets—net of accumulated depreciation | <u>\$ 161,107</u> | <u>\$ 36,836</u> |

7. LEASE COMMITMENT

During 2009, KAB amended its previous lease agreement and entered into a 10-year lease for new space in the same building for their Stamford, Connecticut headquarters. The amended lease is effective through 2019. Rent expense related to this lease was \$233,700 and \$233,700 for the years ended December 31, 2015 and 2014, respectively. The rent agreement provides for reduced rent in the early years and an escalation in the later years. The Organization in accordance with GAAP recognizes the rent expense on a straight-line basis. Therefore, the Organization has accrued a deferred rent liability of \$33,825 and \$36,900 at December 31, 2015 and 2014, respectively, which is included in accounts payable and accrued expenses in the statements of financial position.

As part of the amendment of the lease agreement, KAB paid \$125,000 as an additional rental payment. This amount was paid during 2009 and is being amortized over the 10-year life of the lease. The unamortized balance of \$43,750 and \$56,250 is included in prepaid expenses and other assets at December 31, 2015 and 2014, respectively.

During 2010, KAB entered into a sublease agreement for office space in Washington, DC, for a second office. The lease ended during 2015. Rent expense related to this lease was \$32,397 and \$64,793 for the years ended December 31, 2015 and 2014, respectively. The rent agreement provides for reduced rent in the early years and an escalation in the later years. The Organization in accordance with GAAP recognizes the rent expense on a straight-line basis. Therefore, the Organization has accrued a deferred rent liability of \$3,700 at December 31, 2014, which is included in accounts payable and accrued expenses in the statements of financial position.

During 2015, KAB entered into a sublease agreement for different office space in Washington, DC, to replace the expired lease. The lease runs through 2017. Rent expense related to this lease was \$13,770 for the year ended December 31, 2015.

The projected minimum rental commitment under the Organization's two leases as of December 31, 2015, is as follows:

| Years Ending December 31 | |
|-------------------------------------|-------------------|
| 2016 | \$ 267,781 |
| 2017 | 257,085 |
| 2018 | 246,000 |
| 2019 | <u>123,000</u> |
| Total | <u>\$ 893,866</u> |

KAB leases three copy machines and a postage meter under separate operating lease agreements. The minimum commitments under these leases are as follows:

| Years Ending December 31 | |
|-------------------------------------|------------------|
| 2016 | \$ 20,519 |
| 2017 | <u>5,514</u> |
| Total | <u>\$ 26,033</u> |

8. DEFERRED INCOME GRANTS

During 2015 and 2014, KAB received registration fees of \$82,370 and \$98,227, respectively, for the National Conference which was held in January of the following year. As of December 31, 2015 and 2014, the fees were recorded as deferred income on the statements of financial position, as the fees were contingent on the occurrence of the National Conference.

During 2015 and 2014, KAB received a contribution from a sponsor of \$250,000 earmarked specifically and conditionally upon the GAC program to be held during 2016 and 2015, respectively. If the program is not held, the funds must be returned to the donor. This contribution is included in deferred income on the statements of financial position. During 2015, KAB recognized \$250,000 as contribution revenue when the GAC was held.

9. EMPLOYEE BENEFIT PLANS

Defined Contribution Plan—A qualified 403(b) defined contribution pension plan was adopted for all employees on April 30, 2001. Participants may make voluntary contributions to the plan, not to exceed the limitations prescribed by the Internal Revenue Code (IRC). Under the plan, the Organization makes semimonthly elections to match a portion of employees' contribution up to 5%. The Organization's contribution to the plan was \$88,791 and \$80,057 for the years ended December 31, 2015 and 2014, respectively.

10. INVESTMENTS

As of December 31, 2015, the Organization's total investments of \$3,828,752 consist of \$2,595,874 in the KAB Sustainability Fund (the "Fund") and \$1,232,878 in other investment holdings. As of December 31, 2014, the Organization's total investments of \$4,724,089 consist of \$2,534,229 in the KAB Sustainability Fund (the "Fund") and \$2,189,860 in other investment holdings.

KAB Sustainability Fund—In 2006, KAB's Board established a quasi endowment to be known as the Fund. The purpose of the Fund is to help ensure the long-term continuity of KAB and its future ability to carry out its charitable mission. The Fund is administered by the executive committee of the Board in accordance with policies adopted by the Board. As the Fund is Board designated, the amounts are included in unrestricted net assets. All interest and dividend earnings are reinvested into the Fund as they are earned.

At December 31, 2015 and 2014, the Fund consists of the following:

| | 2015 | 2014 |
|---------------------------|--------------------|--------------------|
| Cash and cash equivalents | \$ 481,699 | \$ 477,960 |
| Investments at fair value | <u>2,595,874</u> | <u>2,534,229</u> |
| Total | <u>\$3,077,573</u> | <u>\$3,012,189</u> |

Investments within the Fund are made up of the following:

| Type | 2015 Fair Value | Cost | Unrealized Gain (Loss) |
|------------------------------|----------------------------|---------------------|-----------------------------------|
| Exchange-traded equities | \$ 1,694,637 | \$ 1,071,571 | \$ 623,066 |
| Fixed-income mutual funds | 541,978 | 553,760 | (11,782) |
| Exchange-traded mutual funds | <u>359,259</u> | <u>342,752</u> | <u>16,507</u> |
| Total | <u>\$ 2,595,874</u> | <u>\$ 1,968,083</u> | <u>\$ 627,791</u> |

| Type | 2014 Fair Value | Cost | Unrealized Gain (Loss) |
|------------------------------|----------------------------|---------------------|-----------------------------------|
| Exchange-traded equities | \$ 1,544,727 | \$ 987,939 | \$ 556,788 |
| Fixed-income mutual funds | 636,219 | 640,763 | (4,544) |
| Exchange-traded mutual funds | <u>353,283</u> | <u>307,176</u> | <u>46,107</u> |
| Total | <u>\$ 2,534,229</u> | <u>\$ 1,935,878</u> | <u>\$ 598,351</u> |

The Organization has additional investments that are held in a separate account from the Fund and are not restricted. The investments are made up of the following:

| Type | 2015 Fair Value | Cost | Unrealized Loss |
|---------------------------|----------------------------|---------------------|----------------------------|
| Fixed-income mutual funds | \$ 769,191 | \$ 772,478 | \$ (3,287) |
| Municipal bonds | <u>463,687</u> | <u>464,044</u> | <u>(357)</u> |
| Total | <u>\$ 1,232,878</u> | <u>\$ 1,236,522</u> | <u>\$ (3,644)</u> |

| Type | 2014 Fair Value | Cost | Unrealized Loss |
|---------------------------|----------------------------|---------------------|----------------------------|
| Fixed-income mutual funds | \$ 1,520,490 | \$ 1,525,100 | \$ (4,610) |
| Municipal bonds | 163,906 | 164,098 | (192) |
| Corporate bonds | <u>505,464</u> | <u>506,600</u> | <u>(1,136)</u> |
| Total | <u>\$ 2,189,860</u> | <u>\$ 2,195,798</u> | <u>\$ (5,938)</u> |

During 2015 and 2014, realized (losses) gains of (\$17,622) and \$178,256, respectively, were incurred as a result of sales of investments and are presented within investment income within the statements of activities.

For the years ended December 31, 2015 and 2014, included in miscellaneous expense in the statements of functional expenses is \$37,161 and \$36,078, respectively, related to the management of the investment accounts, which reduced the balances of the accounts.

Fair Value Measurements—Accounting standards require enhanced disclosures about investments that are measured and reported at fair value. A hierarchical disclosure framework has been established, which prioritizes and ranks the level of market price observability used in measuring investments at fair value. Market price observability is affected by a number of factors, including the type of investment and the

characteristics specific to the investment. Investments with readily available active quoted prices or for which fair value can be measured from actively quoted prices generally will have a higher degree of market price observability and a lesser degree of judgment used in measuring fair value.

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

Level I—Quoted prices (unadjusted) are available in active markets for identical investments as of the reporting date. The type of investments included in Level I include listed equities and listed mutual funds. The Organization does not adjust the quoted price for these investments, even in situations where KAB holds a large position and a sale could reasonably affect the quoted price.

Level II—Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies. Investments which are generally included in this category include corporate and municipal bonds, less liquid and restricted equity securities where the fair value is based on observable inputs.

Level III—Pricing inputs are unobservable for the investment and includes situations where there is little, if any, market activity for the investment. The inputs into the determination of fair value require significant management judgment or estimation.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, an investment's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement. The Organization's assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the investment.

The levels in the fair value hierarchy that the Organization's investments fall into as of December 31, 2015 and 2014, are as follows:

| Type | Total | Level I | Level II | Level III |
|-------------------------------|---------------------|---------------------|-------------------|------------------|
| Exchange-traded equities | \$ 1,694,637 | \$ 1,694,637 | \$ - | \$ - |
| Fixed-income mutual funds | 1,311,169 | 1,311,169 | | |
| Exchange-traded mutual funds | 359,259 | 359,259 | | |
| Municipal bonds | <u>463,687</u> | <u></u> | <u>463,687</u> | <u></u> |
| Total as of December 31, 2015 | <u>\$ 3,828,752</u> | <u>\$ 3,365,065</u> | <u>\$ 463,687</u> | <u>\$ -</u> |
| | | | | |
| Type | Total | Level I | Level II | Level III |
| Exchange-traded equities | \$ 1,544,727 | \$ 1,544,727 | \$ - | \$ - |
| Fixed-income mutual funds | 2,156,709 | 2,156,709 | | |
| Exchange-traded mutual funds | 353,283 | 353,283 | | |
| Corporate bonds | 505,464 | 505,464 | | |
| Municipal bonds | <u>163,906</u> | <u></u> | <u>163,906</u> | <u></u> |
| Total as of December 31, 2014 | <u>\$ 4,724,089</u> | <u>\$ 4,560,183</u> | <u>\$ 163,906</u> | <u>\$ -</u> |

The municipal bonds that are Level II investments are valued through a pricing service based on broker quotes whose valuation models is generally based on yields, maturity dates, and volatility.

As discussed in Note 4, *Cash and Cash Equivalents*, KAB has \$960,371 and \$1,782,253 as of December 31, 2015 and 2014, respectively, in money market funds that are also considered to be Level I.

There were no transfers between Level I and II, and the Organization held no Level III investments during the years ended December 31, 2015 and 2014.

11. TEMPORARILY RESTRICTED NET ASSETS

At December 31, 2015 and 2014, temporarily restricted net assets are composed of the following:

| | 2015 | 2014 |
|--|--------------------|--------------------|
| Purpose restrictions: | | |
| Cigarette Litter Prevention Program 2016 | \$ 380,000 | \$ - |
| Litter Research | 352,760 | 235,000 |
| America Recycles Day | 250,000 | |
| UPS | 215,451 | 200,000 |
| Ad Council Recycling Program | 200,000 | 372,298 |
| Recyclemania | 189,205 | 87,297 |
| Digital Refresh | 157,785 | 152,500 |
| Wrigley Litter Prevention | 153,345 | 264,626 |
| Nestle Recycling | 150,000 | |
| Cigarette Litter Prevention Program 2015 | 140,558 | 640,000 |
| National Conference | 106,300 | 157,205 |
| Recyclemania Cycle 2 | 77,017 | 17,024 |
| Affiliate Development | 56,281 | 65,000 |
| Dr. Pepper | 87,959 | 67,959 |
| Bud Light Disaster Relief Grants | 51,119 | 50,000 |
| Coca Cola Chicago | 41,474 | 44,794 |
| Vision Dinner | 35,000 | |
| Waste Management Communities | 32,475 | 35,000 |
| Litter Prevention and Recycling Campaign | 32,217 | 46,718 |
| Lowes Grants | 28,828 | 110,837 |
| Community Foundation for the National Capital Region | 10,029 | 10,000 |
| State Fair | 10,000 | 8,135 |
| Coca Cola/KAB Public Space Recycling Program | 9,026 | 300,941 |
| Harmony Paint Program | 7,888 | 18,832 |
| H.O. Peet Internship Scholarships | 6,368 | 13,319 |
| Pass-through Grants | 2,500 | 2,500 |
| Coca Cola/KAB College Recycling Program | 12,867 | 12,945 |
| Pepsi Research Grant | 5,000 | 15,647 |
| Alcoa Grant Programs | 2,712 | 25,407 |
| Cigarette Litter Prevention Program 2014 | | 109,578 |
| Cigarette Litter Prevention Program Canada | | 59,011 |
| Blight Study | | 31,709 |
| Alcoa/KAB Bin Grant Program | | 29,093 |
| Resource Guide | | 20,000 |
| Great American Cleanup Affiliate Grants | | 6,200 |
| Community Greening | | 5,250 |
| Littering is Wrong Too Campaign | | 1,953 |
| Business Pledge | | 1,119 |
| California Affiliate Marketing | | 1,040 |
| Collegiate Summit | | 304 |
| McKenna Internship Fund | | 275 |
| | <u>\$2,804,164</u> | <u>\$3,219,516</u> |

12. NET ASSETS RELEASED FROM RESTRICTIONS

Net assets as of December 31, 2015 and 2014, were released from donor-imposed restrictions by the incurrence of expenses in the following programs:

| | 2015 | 2014 |
|--|--------------------|--------------------|
| Lowes Grants | \$ 832,009 | \$ 766,163 |
| Cigarette Litter Prevention Program 2015 | 609,020 | |
| Ad Council Recycling Program | 372,304 | 400,835 |
| Waste Management Communities | 302,526 | 222,251 |
| Coca Cola/KAB Public Space Recycling Program | 291,915 | 188,219 |
| Dr. Pepper | 260,000 | 232,341 |
| UPS | 184,548 | 241,731 |
| National Conference | 157,205 | 147,000 |
| Wrigley Litter Prevention | 111,281 | 164,472 |
| Recyclemania | 73,092 | 43,351 |
| Digital Refresh | 69,714 | 122,501 |
| Recyclemania Cycle 2 | 65,007 | 22,341 |
| Cigarette Litter Prevention Program Canada | 59,011 | 38,845 |
| Litter Prevention and Recycling Campaign | 44,501 | 75,415 |
| Bud Light Disaster Relief | 48,881 | |
| Blight Study | 31,709 | 30,000 |
| Alcoa/KAB Bin Grant Program | 29,093 | 22,098 |
| Aloca Grant Programs | 22,695 | 17,579 |
| Resource Guide | 20,000 | |
| Harmony Paint Program | 10,944 | 81,168 |
| Pepsi Research Grant | 10,647 | 82,353 |
| Community Fund for the National Capital Region | 9,971 | |
| Affiliate Development | 8,714 | |
| State Fair | 8,135 | 35,391 |
| Litter Research | 7,240 | |
| H.O. Peet Internship Scholarships | 7,226 | 1,681 |
| Great American Cleanup Affiliate Grants | 6,200 | 117,800 |
| Community Greening | 5,250 | 24,750 |
| Coca Cola Chicago | 3,320 | 511,206 |
| Littering is Wrong Too Campaign | 1,953 | 32,631 |
| Business Pledge | 1,119 | 41,491 |
| California Affiliate Marketing | 1,040 | 2,159 |
| Collegiate Summit | 304 | |
| Coca Cola/KAB College Recycling Program | 78 | 126,843 |
| Cigarette Litter Prevention Program 2014 | | 575,422 |
| Cigarette Litter Prevention Program 2013 | | 52,107 |
| Vision Dinner | | 20,000 |
| MillerCoors | | 10,000 |
| Sherwin Williams Graffiti Hurts | | 9,664 |
| McKenna Internship Fund | | 6,682 |
| Give & Go 2014 | | 5,000 |
| California Smokeless Tobacco | | 4,460 |
| | <u>\$3,666,652</u> | <u>\$4,475,950</u> |

13. TAX-EXEMPT STATUS

KAB has received a favorable letter of determination from the Internal Revenue Service dated October 31, 1955, and is therefore tax-exempt under Section 501(c)(3) of the IRC of 1996. In addition, based on a determination letter dated October 20, 1970, KAB has not been classified as a private foundation under Section 509(a) of the IRC. Since the date of these letters, no changes have occurred in the form, purpose, or activities of KAB that would adversely affect its tax-exempt status or classification under the provisions of the IRC.

14. SUBSEQUENT EVENTS

Management has evaluated all subsequent events or transactions for potential recognition or disclosure through May 25, 2016, the date these financial statements were available to be issued. As a result of the Organization's evaluation, except as noted, there were no subsequent events noted that require adjustment to, or disclosure in, these financial statements.

* * * * *