



Financial Statements

For the Year Ended
DECEMBER 31, 2016
With Independent Auditors' Report

NEXLEAF ANALYTICS

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

ASSETS

	<u>2016</u>	<u>2015</u>
Current assets:		
Cash and cash equivalents	\$ 2,513,499	\$ 1,025,834
Accounts receivable	250,906	1,072,634
Grants and pledges receivable	1,030,000	50,000
Investment in Nexleaf India	52,632	-
Inventory	61,307	146,990
Prepaid expenses and other current assets	45,099	132,896
Total current assets	<u>3,953,443</u>	<u>2,428,354</u>
Noncurrent assets:		
Property and equipment, net	156,973	202,475
Total noncurrent assets	<u>156,973</u>	<u>202,475</u>
	<u>\$ 4,110,416</u>	<u>\$ 2,630,829</u>

LIABILITIES AND NET ASSETS

Current liabilities:		
Accounts payable and accrued liabilities	\$ 186,079	\$ 190,250
Accrued payroll and related benefits	46,791	34,823
Unearned revenue	93,000	-
	-	-
Total current liabilities	<u>325,870</u>	<u>225,073</u>
Net assets:		
Unrestricted	2,222,450	1,470,449
Temporarily restricted	1,562,096	935,307
Total net assets	<u>3,784,546</u>	<u>2,405,756</u>
	<u>\$ 4,110,416</u>	<u>\$ 2,630,829</u>

NEXLEAF ANALYTICS

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

<i>Changes in net assets:</i>	Unrestricted	Temporarily Restricted	Total 2016	Total 2015
Revenue and support:				
Earned revenue:				
Device installations	\$ 94,667	\$ -	\$ 94,667	\$ 1,101,080
Program service fees	910,467	-	910,467	15,275
Investment income	134	-	134	402
Other income	25,699	-	25,699	50,971
Total earned revenue	1,030,967	-	1,030,967	1,167,728
Contributed support:				
Foundation grants	1,261,645	298,149	1,559,794	1,112,612
Individual contributions	16,270	205,000	221,270	6,760
Corporate contributions	3,100	1,000,000	1,003,100	20,699
In-kind services	-	-	-	22,827
Net assets released from restrictions	876,360	(876,360)	-	-
Total contributed support	2,157,375	626,789	2,784,164	1,162,898
Total revenue and support	3,188,342	626,789	3,815,131	2,330,626
Expenses:				
Programs:				
Vaccine	1,480,579	-	1,480,579	1,933,591
Air Pollution	617,233	-	617,233	201,402
General	69,337	-	69,337	9,150
Total programs	2,167,149	-	2,167,149	2,144,143
Management and general	217,608	-	217,608	207,427
Fundraising	51,584	-	51,584	18,122
Total expenses	2,436,341	-	2,436,341	2,369,692
Increase in net assets	752,001	626,789	1,378,790	(39,066)
Net assets at beginning of year	1,470,449	935,307	2,405,756	2,444,822
Net assets at end of year	\$ 2,222,450	\$ 1,562,096	\$ 3,784,546	\$ 2,405,756

NEXLEAF ANALYTICS

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

<i>Changes in net assets:</i>	Unrestricted	Temporarily Restricted	Total 2015
Revenue and support:			
Earned revenue:			
Device installations	\$ 1,101,080	\$ -	\$ 1,101,080
Program service fees	15,275	-	15,275
Investment income	402	-	402
Other income	50,971	-	50,971
Total earned revenue	<u>1,167,728</u>	<u>-</u>	<u>1,167,728</u>
Contributed support:			
Foundation grants	563,267	549,345	1,112,612
Individual contributions	6,760	-	6,760
Corporate contributions	15,000	5,699	20,699
In-kind services	22,827	-	22,827
Net assets released from restrictions	1,905,720	(1,905,720)	-
Total contributed support	<u>2,513,574</u>	<u>(1,350,676)</u>	<u>1,162,898</u>
Total revenue and support	<u>3,681,302</u>	<u>(1,350,676)</u>	<u>2,330,626</u>
Expenses:			
Programs:			
Vaccine	1,933,591	-	1,933,591
Air Pollution	201,402	-	201,402
General	9,150	-	9,150
Total programs	<u>2,144,143</u>	<u>-</u>	<u>2,144,143</u>
Management and general	207,427	-	207,427
Fundraising	18,122	-	18,122
Total expenses	<u>2,369,692</u>	<u>-</u>	<u>2,369,692</u>
Increase (decrease) in net assets	1,311,610	(1,350,676)	(39,066)
Net assets at beginning of year	158,839	2,285,983	2,444,822
Net assets at end of year	<u>\$ 1,470,449</u>	<u>\$ 935,307</u>	<u>\$ 2,405,756</u>

NEXLEAF ANALYTICS

**Statements of Cash Flows
For the Years Ended December 31, 2016 and 2015**

	2016	2015
<i>Operating activities:</i>		
Increase (decrease) in net assets	\$ 1,378,790	\$ (39,066)
Depreciation	45,502	2,615
Adjustments to reconcile to cash provided by (used for) operating activities:		
Changes in:		
Accounts receivable	821,728	(1,072,634)
Grants and pledges receivable	(980,000)	800,000
Inventory	85,683	(146,990)
Prepaid expenses and other current assets	87,797	(129,314)
Accounts payable and accrued liabilities	(4,171)	170,684
Accrued payroll and related benefits	11,968	34,823
Deferred revenue	93,000	-
Cash provided by (used for) operating activities	1,540,297	(379,882)
 <i>Investing activities:</i>		
Disposition of property and equipment		
Acquisition of property and equipment	-	(201,822)
Acquisition of investments	(52,632)	-
Cash used for investing activities	(52,632)	(201,822)
Net increase (decrease) in cash and cash equivalents	1,487,665	(581,704)
Cash and cash equivalents at beginning of year	1,025,834	1,607,538
Cash and cash equivalents at end of year	\$ 2,513,499	\$ 1,025,834
 <i>Additional cash flow information:</i>		
Interest paid	\$ -	\$ -
State registration taxes paid	\$ 150	\$ 150

NEXLEAF ANALYTICS

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

	Vaccine	Air Pollution	Innovation	Total Programs	Manage- ment and General	Fund- raising	2016 Total
Bank charges	\$ 1,440	\$ 1,683	\$ -	\$ 3,123	\$ 577	\$ -	\$ 3,700
Cost of device installations	15,423	70,260	-	85,683	-	-	85,683
Depreciation	45,242	165	4	45,411	69	22	45,502
Equipment, computers and softwar	19,336	13,138	1,077	33,551	5,780	1,614	40,945
Insurance	668	363	27	1,058	3,692	52	4,802
IT services	4,518	2,284	152	6,954	1,815	303	9,072
Occupancy	5,576	3,253	288	9,117	1,565	477	11,159
Professional fees	84,306	7,004	309	91,619	48,319	383	140,321
Programs	762,402	218,215	44,413	1,025,030	300	2,179	1,027,509
Salaries, payroll taxes and benefits	535,338	295,630	22,719	853,687	148,901	42,534	1,045,122
Supplies, office and administration	1,207	865	89	2,161	3,046	459	5,666
Travel and meals	5,123	4,373	259	9,755	3,544	3,561	16,860
	\$ 1,480,579	\$ 617,233	\$ 69,337	\$ 2,167,149	\$ 217,608	\$ 51,584	\$ 2,436,341

NEXLEAF ANALYTICS

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

	Vaccine	Air Pollution	General	Total Programs	Manage- ment and General	Fund- raising	2015 Total
Bank charges	\$ 1,670	\$ 437	\$ 1,762	\$ 3,869	\$ 858	\$ -	\$ 4,727
Cost of device installations	1,143,223	-	-	1,143,223	-	-	1,143,223
Depreciation	1,670	437	24	2,131	432	52	2,615
Equipment, computers and softwar	3,571	1,660	4,517	9,748	14,353	263	24,364
In kind legal services	-	-	-	-	22,827	-	22,827
Insurance	2,109	563	31	2,703	1,877	67	4,647
IT services	693	213	760	1,666	3,029	6	4,701
Occupancy	5,011	1,296	69	6,376	1,277	155	7,808
Professional fees	9,637	10,116	15	19,768	47,041	28	66,837
Programs	347,408	80,063	913	428,384	-	-	428,384
Salaries, payroll taxes and benefits	418,307	106,316	1,058	525,681	105,226	12,790	643,697
Supplies, office and administration	279	298	1	578	3,631	23	4,232
Travel and meals	13	3	-	16	6,876	4,738	11,630
	\$ 1,933,591	\$ 201,402	\$ 9,150	\$ 2,144,143	\$ 207,427	\$ 18,122	\$ 2,369,692