

HELEN KELLER INTERNATIONAL

CONSOLIDATED FINANCIAL STATEMENTS AND REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

JUNE 30, 2024

HELEN KELLER INTERNATIONAL

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INDEPENDENT AUDITOR'S REPORT

Board of Trustees
Helen Keller International
New York, New York

Opinion

We have audited the accompanying consolidated financial statements of Helen Keller International (a New York not-for-profit corporation) ("Helen Keller Intl") which comprise the consolidated statement of financial position as of June 30, 2024, and the related consolidated statements of activities and changes in net assets, cash flows, and functional expenses for the year then ended, and the related notes to the consolidated financial statements (collectively the "financial statements").

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Helen Keller Intl as of June 30, 2024, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Basis for Opinion

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of Helen Keller Intl and to meet our other ethical responsibilities in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Responsibilities of Management for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America, and for 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.

In preparing the financial statements, management is required to evaluate whether there are conditions or events, considered in the aggregate, that raise substantial doubt about Helen Keller Intl's ability to continue as a going concern within one year after the date that the financial statements are available to be issued.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements, including omissions, are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

**Board of Trustees
Helen Keller International
New York, New York**

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Helen Keller Intl's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about Helen Keller Intl's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control related matters that we identified during the audit.

Report on Summarized Comparative Information

We have previously audited Helen Keller Intl's 2023 consolidated financial statements, and our report dated January 23, 2024, expressed an unmodified audit opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2023 is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

Tait, Weller & Baker LLP

**Philadelphia, Pennsylvania
January 29, 2025**

HELEN KELLER INTERNATIONAL

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

June 30, 2024 And 2023

	<u>2024</u>	<u>2023</u>
ASSETS		
Cash and cash equivalents	\$ 46,132,313	\$ 61,339,353
Cash held in international offices	3,870,775	6,105,482
Investments	73,165,712	32,198,493
Grants receivable	5,734,435	4,133,385
Contributions receivable	23,638,828	55,401,884
Beneficial interest in perpetual and restricted trusts	1,239,854	1,145,699
Fixed assets, net	1,451,714	1,211,273
Operating right-of-use asset	542,792	1,831,634
Security deposits and other assets	<u>2,072,257</u>	<u>2,139,977</u>
Total assets	<u>\$ 157,848,680</u>	<u>\$ 165,507,180</u>
LIABILITIES		
Accounts payable and accrued expenses	\$ 8,775,433	\$ 6,972,789
Deferred revenue	28,675,569	9,505,507
Severance accrual – international offices	1,543,641	1,393,649
Operating lease liability	<u>542,792</u>	<u>1,856,403</u>
Total liabilities	<u>39,537,435</u>	<u>19,728,348</u>
NET ASSETS		
Without donor restrictions	21,077,792	18,011,378
With donor restrictions	<u>97,233,453</u>	<u>127,767,454</u>
Total Net Assets	<u>118,311,245</u>	<u>145,778,832</u>
Total liabilities and net assets	<u>\$ 157,848,680</u>	<u>\$ 165,507,180</u>

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CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Years Ended June 30, 2024 With Summarized Information For 2023

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>2024</u>	<u>2023</u>
Operating Support and Revenue				
Support				
Contributions – corporations, foundations, and individuals	\$ 8,400,481	\$ 30,723,557	\$ 39,124,038	\$ 103,756,080
Contributions – medicines and other (in-kind)	20,515,674	-	20,515,674	21,694,680
Legacies and trusts	1,724,588	8,654	1,733,242	1,917,179
Grants – U.S. Government agencies	-	28,211,423	28,211,423	35,033,342
Grants – Non U.S. Government agencies	-	1,833,468	1,833,468	1,465,662
Net assets released from restrictions	<u>94,030,753</u>	<u>(94,030,753)</u>	<u>-</u>	<u>-</u>
Total support	<u>124,671,496</u>	<u>(33,253,651)</u>	<u>91,417,845</u>	<u>163,866,943</u>
Revenue				
Program and other revenue	17,826	2,594,998	2,612,824	2,454,171
Dividends and interest income	<u>816,806</u>	<u>30,497</u>	<u>847,303</u>	<u>574,211</u>
Total revenue	<u>834,632</u>	<u>2,625,495</u>	<u>3,460,127</u>	<u>3,028,382</u>
Total operating support and revenue	<u>125,506,128</u>	<u>(30,628,156)</u>	<u>94,877,972</u>	<u>166,895,325</u>
Expenses				
Program services:				
US Vision Program	3,495,368	-	3,495,368	2,720,887
Nutrition, including Vitamin A	57,771,868	-	57,771,868	53,102,545
International Eye Health	820,207	-	820,207	598,824
Neglected Tropical Diseases	22,039,661	-	22,039,661	21,411,711
Distribution of medicines and other (in-kind), primarily for blindness prevention	<u>20,479,725</u>	<u>-</u>	<u>20,479,725</u>	<u>21,694,680</u>
Total program services	<u>104,606,829</u>	<u>-</u>	<u>104,606,829</u>	<u>99,528,647</u>
Support services				
Management and general	15,715,300	-	15,715,300	13,261,750
Fundraising	<u>3,826,924</u>	<u>-</u>	<u>3,826,924</u>	<u>3,176,023</u>
Total support services	<u>19,542,224</u>	<u>-</u>	<u>19,542,224</u>	<u>16,437,773</u>
Total expenses	<u>124,149,053</u>	<u>-</u>	<u>124,149,053</u>	<u>115,966,420</u>
Excess (deficit) of revenue over expenses	1,357,075	(30,628,156)	(29,271,081)	50,928,905
Other Changes				
Net realized and unrealized gains on investments	1,709,339	-	1,709,339	574,109
Change in perpetual and restricted trusts	<u>-</u>	<u>94,155</u>	<u>94,155</u>	<u>49,596</u>
Change in net assets	3,066,414	(30,534,001)	(27,467,587)	51,552,610
Net Assets				
Beginning of year	<u>18,011,378</u>	<u>127,767,454</u>	<u>145,778,832</u>	<u>94,226,222</u>
End of year	<u>\$ 21,077,792</u>	<u>\$ 97,233,453</u>	<u>\$ 118,311,245</u>	<u>\$ 145,778,832</u>

See notes to financial statements.

HELEN KELLER INTERNATIONAL

CONSOLIDATED STATEMENTS OF CASH FLOWS

Years Ended June 30, 2024 And 2023

	<u>2024</u>	<u>2023</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
<i>Change in net assets</i>	\$(27,467,587)	\$ 51,552,610
<i>Adjustments to reconcile change in net assets to net cash provided by operating activities</i>		
Depreciation and amortization	728,370	591,994
Amortization of right-of-use assets	730,376	768,234
Operating lease liability payments	(755,145)	(777,392)
Net realized/unrealized gain on investments	(1,709,339)	(574,109)
Loss on disposal of fixed assets	11,419	16,191
Change in perpetual and restricted trusts	(94,155)	(49,596)
Changes in operating assets and liabilities		
Cash held in international offices	2,234,707	(2,355,541)
Grants receivable	(1,601,050)	5,825,396
Contributions receivable	31,763,056	(47,840,645)
Security deposits and other assets	67,720	(606,055)
Accounts payable and accrued expenses	1,802,644	366,639
Deferred revenue	19,170,062	(154,129)
Severance accrual – international offices	<u>149,992</u>	<u>(110,268)</u>
Net cash provided by operating activities	<u>25,031,070</u>	<u>6,653,329</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
(Increase) decrease in invested cash and cash equivalents	(9,318,548)	1,652,996
Net (purchase) sales of investments	(29,939,332)	(28,138,240)
Purchases of fixed assets	<u>(980,230)</u>	<u>(467,710)</u>
Net cash used in investing activities	<u>(40,238,110)</u>	<u>(26,952,954)</u>
NET DECREASE IN CASH AND CASH EQUIVALENTS	(15,207,040)	(20,299,625)
CASH AND CASH EQUIVALENTS		
Beginning of year	<u>61,339,353</u>	<u>81,638,978</u>
End of year	<u>\$ 46,132,313</u>	<u>\$ 61,339,353</u>

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CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2024 With Summarized Information For 2023

Expenses	Program Services				Supporting Services			2024	2023
	International US Government Programs	International Non-US Government Programs	Domestic Programs	Program Services	Management And General	Fundraising	Total		
Personnel	\$ 8,175,233	\$ 17,227,913	\$ 1,922,686	\$ 27,325,832	\$ 11,465,467	\$ 2,123,688	\$ 13,589,155	\$ 40,914,987	\$ 37,387,969
Travel (staff and trainees)	1,387,021	10,192,249	21,140	11,600,410	917,414	37,892	955,306	12,555,716	11,625,192
Subgrants	9,704,657	15,061,434	-	24,766,091	-	-	-	24,766,091	21,060,317
Meetings, conferences and training workshops	684,802	2,067,392	2,834	2,755,028	117,643	40,856	158,499	2,913,527	2,666,499
Equipment, supplies and maintenance	273,936	1,335,679	39,475	1,649,090	854,513	117,881	972,394	2,621,484	2,236,382
Program supplies	764,575	2,887,774	210,799	3,863,148	-	-	-	3,863,148	2,819,366
Vehicles and vehicle maintenance	387,516	1,725,307	-	2,112,823	15,717	-	15,717	2,128,540	2,239,415
Professional fees and services	463,353	4,315,533	1,022,909	5,801,795	818,922	168,975	987,897	6,789,692	7,527,060
Advertising and broadcasting	385,084	115,868	3,584	504,536	26,989	149,800	176,789	681,325	405,614
Postage	48,074	63,540	18,017	129,631	23,162	12,153	35,315	164,946	193,875
Direct mail	-	-	-	-	-	1,001,089	1,001,089	1,001,089	823,504
Telephone and communication	166,027	552,005	33,201	751,233	97,048	497	97,545	848,778	717,885
Depreciation	135,559	534,896	44,966	715,421	12,949	-	12,949	728,370	591,994
Occupancy	347,492	1,012,931	31,614	1,392,037	802,960	-	802,960	2,194,997	2,359,728
Other expense	<u>299,322</u>	<u>438,456</u>	<u>22,251</u>	<u>760,029</u>	<u>562,516</u>	<u>138,144</u>	<u>700,660</u>	<u>1,460,689</u>	<u>1,616,940</u>
Total expenses before in-kind	23,222,651	57,530,977	3,373,476	84,127,104	15,715,300	3,790,975	19,506,275	103,633,379	94,271,740
Medicines and other (in-kind)	-	<u>20,479,725</u>	-	<u>20,479,725</u>	-	<u>35,949</u>	<u>35,949</u>	<u>20,515,674</u>	<u>21,694,680</u>
Total expenses	<u>\$ 23,222,651</u>	<u>\$ 78,010,702</u>	<u>\$ 3,373,476</u>	<u>\$ 104,606,829</u>	<u>\$ 15,715,300</u>	<u>\$ 3,826,924</u>	<u>\$ 19,542,224</u>	<u>\$ 124,149,053</u>	<u>\$ 115,966,420</u>

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS

June 30, 2024 And 2023

(1) NATURE OF ORGANIZATION AND TAX-EXEMPT STATUS

Helen Keller International (*"Helen Keller Intl"*) is the oldest U.S. not-for-profit organization devoted to fighting and treating preventable blindness throughout the world. Helen Keller Intl has expanded to include a range of program interventions to prevent malnutrition and improve health outcomes.

Helen Keller Intl partners with local communities that are striving to overcome longstanding cycles of poverty. By delivering the essential building blocks of good health, sound nutrition and clear vision, Helen Keller Intl helps millions of people create lasting change in their own lives. Helen Keller Intl actively combats the following conditions linked to blindness and low vision, disease and death: malnutrition (including micronutrient malnutrition), cataract, refractive error and neglected tropical diseases including onchocerciasis (river blindness), trachoma, intestinal worms, schistosomiasis and lymphatic filariasis. Helen Keller Intl operates in three regions through branch offices and controlled entities (Africa, Asia and the Americas), encompassing approximately nineteen countries.

Working with ministries of health, nongovernmental agencies, and local health workers, Helen Keller Intl provides the expertise, training, technical assistance, and other resources to establish evidence-based programs in health and eye care within the existing health care systems and food systems of host countries.

HKI Support, Inc. (*"HKI Support"*) was formed as a tax-exempt organization, in which Helen Keller Intl is its sole member. HKI Support's mission is to support the exempt purpose of Helen Keller Intl.

(2) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies followed by Helen Keller Intl are described below:

BASIS OF PRESENTATION

The financial statements include the accounts of Helen Keller Intl, HKI Support, its branch offices, and certain organizations controlled by Helen Keller Intl through economic interest and/or their board of directors (Kenya, Nigeria and Tanzania). Significant intercompany transactions have been eliminated in consolidation.

CASH AND CASH EQUIVALENTS

Cash consists of cash on deposit in interest-bearing accounts, certificates of deposit and demand deposits. Cash equivalents consist of highly liquid investments, with original maturities of 91 days or less.

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 that affect the reported amounts of assets and liabilities and disclosure 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 may differ from those estimates.

FAIR VALUE OF FINANCIAL INSTRUMENTS

For the years ending June 30, 2024 and 2023, the fair value of Helen Keller Intl's marketable securities is based on quoted market prices. Similarly, the carrying value of all other financial instruments potentially subject to value risk (principally consisting of cash, accounts receivable, and accounts payable) approximates fair value.

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

CONCENTRATION OF MARKET AND CREDIT RISK

Helen Keller Intl periodically maintains cash balances in excess of insured limits. Accounting Standards Codification (“ASC”) 825 “*Financial Instruments*” identifies these items as a concentration of credit risk requiring disclosure, regardless of degree of risk. The risk is managed by monitoring the financial institutions in which deposits are made.

Helen Keller Intl received contributions from a donor organization that accounted for approximately 41% of total revenue for the year ended June 30, 2023, and approximately 95% and 85% of contributions receivable at June 30, 2024 and 2023, respectively.

Market risk represents the potential loss Helen Keller Intl faces due to the decrease in the value of marketable securities. Credit risk represents the potential loss Helen Keller Intl faces due to possible nonperformance by obligors and counterparts of the terms of their contracts. Market risk is contained by limiting investments in marketable securities to certificates of deposit, U.S. Government securities, and balanced mutual funds and limiting the holdings in any one security.

MARKETABLE SECURITIES

Marketable securities are carried at fair value with unrealized gains and losses included in the statement of activity and changes in net assets. Donated securities are recorded at their fair value at the date of donation. Dividend and interest income is recorded as earned.

CASH HELD IN INTERNATIONAL OFFICES

Cash held in international offices primarily represents cash in foreign bank accounts that will be used for program activities and is principally located in Asia and Africa. Cash held in international offices includes both cash advanced to field offices by headquarters and cash disbursed directly to field offices by donors.

BENEFICIAL INTERESTS IN PERPETUAL AND RESTRICTED TRUSTS

Beneficial interests in perpetual trusts include Helen Keller Intl’s respective share of the fair value of the total funds held in trust by others for which Helen Keller Intl is the recipient of all or a percentage of the income. Helen Keller Intl has an irrevocable right to receive the income earned on the trust assets, but the trust assets must be held in perpetuity. Helen Keller Intl is also the recipient under a restricted trust whereby Helen Keller Intl receives 10% of the annual income of the trust. The trust terminates in 2041, at which time 10% of the corpus and any accumulated income of the trust will be distributed to Helen Keller Intl.

FIXED ASSETS

Purchased fixed assets are recorded at cost. Contributed fixed assets are recorded at their estimated fair value. Depreciation is provided based upon the estimated useful lives of the assets (3 to 7 years) using the straight-line method. Leasehold improvements are amortized over the life of the lease, using the straight-line method. Amounts not deemed significant are expensed in the year of purchase and allocated to functional areas based upon actual usage.

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

REVENUE RECOGNITION

Helen Keller Intl recognizes contributions when cash, securities or other assets, and unconditional promise to give, or a notification of a beneficial interest is received. Conditional contributions include donor-imposed conditions with one or more barriers that must be overcome before Helen Keller Intl is entitled to the assets transferred or promised and there is a right of return to the contributor for assets transferred or a right of release of the promisor from its obligation to transfer assets. Helen Keller Intl recognizes the contribution when the conditions are substantially met or explicitly waived. Unconditional contributions are classified as without donor restrictions unless there are 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 of the restriction is accomplished, net assets with donor restrictions are then classified to net assets without donor restrictions and reported in the statement of activities as “**net assets released from restrictions.**”

A portion of Helen Keller Intl’s revenue is derived from cost-reimbursable federal and other grants, which are conditioned upon certain performance requirements and/or the incurrence of allowable qualifying expenses. Amounts received are recognized as revenue when Helen Keller Intl has incurred expenditures in compliance with specific grant provisions. Amounts received prior to incurring qualifying expenditures are reported as deferred revenue in the statement of financial position.

CONTRIBUTIONS OF MEDICAL SUPPLIES, MEDICINES AND OTHER (IN-KIND)

Contributions of medical supplies consist of supplies received from major pharmaceutical companies and are used to fight and prevent neglected tropical diseases. Donated supplies are recorded at estimated fair value based upon the pricing source inputs which consider wholesale prices and donor values on date of receipt. During the year ended June 30, 2024 and 2023, Helen Keller Intl received and distributed \$20,479,725 and \$21,694,680, respectively, of the product Mectizan from a donor for the treatment of onchocerciasis and lymphatic filariasis in the international programs. As a result, contributions – medicines and other (in-kind) and expenses consist primarily of the value of the product Mectizan. These donated materials are not monetized. In addition, during the year ended June 30, 2024, Helen Keller Intl also received in-kind video services of \$35,949, which has been classified in fundraising.

NET ASSETS

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

Net Assets without donor-imposed restrictions – include the revenues and expenses associated with the principal mission of Helen Keller Intl.

Net Assets with donor-imposed restrictions – include gifts for which donor-imposed restrictions have not been met. Also included in this category are net assets required to be held in perpetuity which include:

- ◆ Endowment Fund – Endowment funds include gifts and contributions on which the donor has imposed a restriction requiring that the original corpus must be invested in perpetuity, with only the related income to be made available for use in accordance with the restrictions of the donor.
- ◆ Beneficial Interest in Perpetual Trusts – Beneficial interest in perpetual trusts represents a contribution which the donor has placed with a third party. Helen Keller Intl has the irrevocable right to receive the income earned on the trust assets in perpetuity but cannot receive the assets held in trust.

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

FOREIGN CURRENCY TRANSACTIONS

Transaction gains and losses that arise from exchange rate fluctuations denominated in foreign currency are included in program services in the statement of activity and changes in net assets, as incurred. Translation gains amounted to approximately \$783,400 and \$301,600 in 2024 and 2023, respectively.

ALLOCATION OF EXPENSES

The costs of providing the various programs and supporting services have been summarized on the consolidated statement of activities and changes in net assets on a functional basis. The majority of expenses can generally be directly identified with the program or supporting service to which they relate and are charged accordingly. Other expenses by function are allocated to components of these services based on factors determined by management.

LEASES

Operating leases are included in operating lease right-of-use (“ROU”) assets and lease liabilities in the statement of financial position. Helen Keller Intl determines whether an agreement is or contains a lease at lease inception.

ROU assets represent Helen Keller Intl’s right to use an underlying asset for the lease term and lease liabilities represent the obligation to make lease payments arising from the lease. Operating lease ROU assets and lease liabilities are recognized at commencement date based on the present value of lease payments over the lease term. As Helen Keller Intl’s leases do not provide an implicit interest rate, the incremental borrowing rate based on the information available at commencement date is used in determining the present value of lease payments. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

INCOME TAXES

Under provisions of the Internal Revenue Code Section 501(c)(3) and the applicable income tax regulations, Helen Keller Intl is exempt from taxes on income. Therefore, no provision for income taxes has been made. Helen Keller Intl has not been classified as a private foundation.

Management has reviewed the tax positions for each of the open fiscal tax years (2021 - 2023) or expected to be taken in Helen Keller Intl’s fiscal 2024 tax return and has concluded that there are no significant uncertain tax positions that would require recognition in the financial statements.

RECLASSIFICATIONS

Certain reclassifications have been made to the 2023 financial statements to conform to the 2024 presentation.

PRIOR YEAR INFORMATION

The financial statements include certain prior year summarized comparative information, in total, but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the financial statements of Helen Keller Intl, as of, and for the year ended, June 30, 2023, from which the summarized information was derived.

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

(3) MARKETABLE SECURITIES

As of June 30, 2024 and 2023, the cost and the fair value of marketable securities were as follows:

	2024		2023	
	Cost	Fair Value	Cost	Fair Value
Cash and Money Market Funds	\$ 5,897,382	\$ 5,897,382	\$ 196,468	\$ 196,468
Certificates of Deposit	6,128,107	6,120,496	2,533,451	2,502,862
United States Treasury Securities	59,229,773	59,759,927	28,247,450	28,485,096
U.S. Government Agency – FNMA	17,401	17,064	19,727	19,327
Mutual Funds	<u>1,064,771</u>	<u>1,370,843</u>	<u>791,123</u>	<u>994,740</u>
	<u>\$72,337,434</u>	<u>\$73,165,712</u>	<u>\$31,788,219</u>	<u>\$32,198,493</u>

Helen Keller Intl utilized various methods to measure the fair value of its investments on a recurring basis. Generally accepted accounting principles established a hierarchy that prioritizes inputs to valuation methods. The three levels of inputs are described below:

Level 1 – Unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access.

Level 2 – Observable inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly. These inputs may include quoted prices for the identical instrument on an inactive market, prices for similar instruments, interest rates, prepayment speeds, credit risk, yield curves, default rates and similar data.

Level 3 – Unobservable inputs for the asset or liability, to the extent relevant observable inputs are not available, representing the Organization’s own assumptions about the assumptions a market participant would use in valuing the asset or liability, and would be based on the best information available.

The input methodologies used for valuing securities are not necessarily an indication of the risk associated with investing in those securities.

The summary of inputs used to value the Helen Keller Intl’s investments as of June 30, 2024 and 2023 are as follows:

	2024			
	Total	Level 1	Level 2	Level 3
Investments				
Cash and Money Market Funds	\$ 5,897,382	\$ 5,897,382	\$ -	\$ -
Certificates of Deposit	6,120,496	6,120,496	-	-
United States Treasury Securities	59,759,927	59,759,927	-	-
U.S. Government Agency - FNMA	17,064	-	17,064	-
Mutual Funds	<u>1,370,843</u>	<u>1,370,843</u>	<u>-</u>	<u>-</u>
	<u>\$73,165,712</u>	<u>\$73,148,648</u>	<u>\$17,064</u>	<u>\$ -</u>
Beneficial Interest in perpetual and restricted trusts	<u>\$ 1,239,854</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$1,239,854</u>

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

	2023			
	<u>Total</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Investments				
Cash and Money Market Funds	\$ 196,468	\$ 196,468	\$ -	\$ -
Certificates of Deposit	2,502,862	2,502,862	-	-
United States Treasury Securities	28,485,096	28,485,096	-	-
U.S. Government Agency - FNMA	19,327	-	19,327	-
Mutual Funds	<u>994,740</u>	<u>994,740</u>	<u>-</u>	<u>-</u>
	<u>\$32,198,493</u>	<u>\$32,179,166</u>	<u>\$19,327</u>	<u>\$ -</u>
Beneficial Interest in perpetual and restricted trusts	<u>\$ 1,145,699</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$1,145,699</u>

The changes in the Beneficial Interest in perpetual and restricted trusts measured at fair value for which Helen Keller Intl used Level 3 inputs to determine fair value are as follows:

	<u>2024</u>	<u>2023</u>
Beginning balance	\$ 1,145,699	\$ 1,096,103
Realized/unrealized gains (losses) – net/change in valuation	<u>94,155</u>	<u>49,596</u>
Ending balance	<u>\$ 1,239,854</u>	<u>\$ 1,145,699</u>

The beneficial interest in perpetual and restricted trusts is measured at the fair value of the underlying investments. Since Helen Keller Intl does not have access to the underlying investments, the fair value measurement is Level 3.

(4) CONTRIBUTIONS RECEIVABLE

Contributions receivable due at June 30, 2024 and 2023 are as follows:

	<u>2024</u>	<u>2023</u>
Due in less than one year	\$ 23,494,266	\$ 34,372,006
Due in one to five years	<u>150,000</u>	<u>23,149,778</u>
Total contributions receivable	23,644,266	57,521,784
Less: Discount at 5.09% and 5.5% at June 30, 2024 and 2023, respectively	<u>(5,438)</u>	<u>(2,119,900)</u>
Net present value of contributions receivable	<u>\$ 23,638,828</u>	<u>\$ 55,401,884</u>

No allowance for uncollectible contributions receivable has been recorded at June 30, 2024 and 2023 based on management's estimate of collectability.

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

(5) FIXED ASSETS

Fixed assets, as of June 30, 2024 and 2023, were comprised of the following:

	<u>2024</u>	<u>2023</u>
Furniture and equipment	\$ 2,259,471	\$ 2,067,633
Leasehold improvements	18,998	18,998
Field office furniture, vehicles and equipment	<u>5,468,557</u>	<u>4,864,480</u>
	7,747,026	6,951,111
Less: accumulated depreciation and amortization	<u>(6,295,312)</u>	<u>(5,739,838)</u>
	<u>\$ 1,451,714</u>	<u>\$ 1,211,273</u>

Field office furniture and equipment are located primarily in Asia and Africa.

(6) NET ASSETS

Net assets with donor-imposed restrictions are available at June 30 as follows:

	<u>2024</u>	<u>2023</u>
<i>Restricted by Purpose</i>		
US Vision Program	\$ 2,136,070	\$ 2,126,367
Neglected Tropical Diseases	79,346	543,011
Nutrition	92,932,323	122,970,663
International Eye Health	<u>416,340</u>	<u>555,654</u>
	<u>95,564,079</u>	<u>126,195,695</u>
<i>Perpetual in Nature</i>		
Beneficial interest in perpetual trusts	1,137,564	1,051,855
Endowment funds	<u>531,810</u>	<u>519,904</u>
	<u>1,669,374</u>	<u>1,571,759</u>
Total donor restricted net assets	<u>\$ 97,233,453</u>	<u>\$ 127,767,454</u>

During the year ended June 30, 2024, net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes.

Net Assets with donor restrictions:

US Vision Program	\$ 3,973,315
Neglected Tropical Diseases	24,746,698
Nutrition	64,545,186
International Eye Health	<u>765,554</u>
	<u>\$ 94,030,753</u>

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

ENDOWMENT FUNDS

Helen Keller Intl's endowment funds consist of individual funds established for a variety of purposes. Its endowment funds consist of donor-restricted endowment funds. As required by GAAP in the United States, net assets associated with endowment funds, are classified and reported based upon the existence or absence of donor-imposed restrictions.

INTERPRETATION OF RELEVANT LAW

Helen Keller Intl is incorporated in the state of New York, which has enacted the New York Prudent Management of Institutional Funds Act (“*NYPMIFA*”). *NYPMIFA* governs donor restricted endowment funds for not-for-profit corporations. Helen Keller Intl has interpreted the applicable state standards and guidelines for the prudent management of an endowment fund as requiring the preservation of the fair value of the original gift as of the gift date of the endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, Helen Keller Intl classifies as net assets with donor restrictions (a) the original value of gifts 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 (i.e. the accumulated realized and unrealized gains/losses) is also classified as net assets with donor restrictions until those amounts are appropriated for expenditure by Helen Keller Intl.

Helen Keller Intl considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the Endowment Fund
- (2) The purposes of Helen Keller Intl 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 Helen Keller Intl
- (7) Where appropriate and circumstances would otherwise warrant, alternatives to expenditure of the endowment fund, giving due consideration to the effect that such alternatives may have on the institution.
- (8) Helen Keller Intl's Endowment Investment Policy Statement

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

SPENDING POLICY

Helen Keller Intl will follow an endowment policy that is in accordance with the NYPMIFA.

Endowment net asset composition by type of fund as of June 30, 2024 and 2023:

	<u>2024</u>	
	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-restricted endowment funds / pledges	<u>\$ 531,810</u>	<u>\$ 531,810</u>

	<u>2023</u>	
	<u>With Donor Restrictions</u>	<u>Total</u>
Donor-restricted endowment funds / pledges	<u>\$ 519,904</u>	<u>\$ 519,904</u>

Changes in endowment net assets for the years ended June 30, 2024 and 2023:

	<u>2024</u>	
	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, June 30, 2023	\$ 519,904	\$ 519,904
Contributions	-	-
Investment income, net	11,906	11,906
Endowment income designated for current operations	<u>-</u>	<u>-</u>
Endowment net assets, June 30, 2024	<u>\$ 531,810</u>	<u>\$ 531,810</u>

	<u>2023</u>	
	<u>With Donor Restrictions</u>	<u>Total</u>
Endowment net assets, June 30, 2022	\$ 520,624	\$ 520,624
Contributions	-	-
Investment income, net	(720)	(720)
Endowment income designated for current operations	<u>-</u>	<u>-</u>
Endowment net assets, June 30, 2023	<u>\$ 519,904</u>	<u>\$ 519,904</u>

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

(7) EMPLOYEE RETIREMENT PLANS

Helen Keller Intl has a defined contribution (money purchase) plan, which qualifies under section 403(b) of the Internal Revenue Code. An employee becomes eligible for participation upon reaching twenty-one years of age. Helen Keller Intl matches up to 5% of gross salary for qualified employees of the plan. Plan contributions by Helen Keller Intl were approximately \$583,800 and \$549,200 for the years ended June 30, 2024 and 2023, respectively.

Helen Keller Intl has also established a non-qualified retirement plan for eligible employees working overseas who are not United States citizens or resident aliens. Helen Keller Intl contributes 5% of gross salary to the plan for eligible employees. Employer contributions under the plan were approximately \$116,200 and \$113,900 for the years ended June 30, 2024 and 2023, respectively.

Pension contributions are made on behalf of local personnel in field offices in accordance with statutory requirements in the country of employment.

(8) LINE OF CREDIT

Commencing April 2022, Helen Keller Intl negotiated a new line of credit with a bank in the amount of \$3,000,000. The interest rate can be elected by Helen Keller Intl to be used at the time of each advance request equal to (a) the greater of the bank's prime rate or 2% over the SOFR Reference Rate; or (b) the adjusted Term SOFR bank rate plus 1%. Any advance under the line would be made at the bank's discretion in an amount of not less than \$100,000. The line is collateralized by all contribution receivables. Helen Keller Intl is required to maintain a minimum liquidity of \$3,000,000 of cash, cash equivalents and investments. The line matures on February 28, 2025. There were no funds drawn on the line of credit for the years ended June 30, 2024 and 2023.

(9) COMMITMENTS AND CONTINGENCIES

LEASE

Helen Keller Intl leases office space in New York City under a lease which commenced January 2018 and expires December 2025. In May 2024, the lease was amended to surrender space effective June 16, 2024. Most international office leases are paid in advance or are on a month-to-month basis.

The following is quantitative data related to Helen Keller Intl's operating lease for the year ended June 30, 2024:

	<u>2024</u>	<u>2023</u>
Operating Lease Amounts:		
Right-of-use asset	\$ 542,792	\$ 1,831,634
Lease liability	542,792	1,856,403
Other Information:		
Operating outgoing cash flows for operating leases	\$ 755,145	777,392
Weighted-average remaining lease term in years	1.44	2.46
Weighted average discount rate	4.45%	2.99%

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

Lease cost information for the year ended June 30, 2024 is as follows:

Operating lease cost	<u>\$730,376</u>	<u>\$768,234</u>
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The approximate minimum annual rental payments under the leases are as follows:

<u>Year Ending June 30,</u>	<u>Amounts Per Lease Agreements</u>
2025	\$ 386,900
2026	<u>172,600</u>
Total undiscounted cash flows	559,500
Less: present value adjustment	<u>(16,700)</u>
Lease liability	<u>\$ 542,800</u>

Rent expense, including for lease agreements that are less than one year in length, for the years ended June 30, 2024 and 2023 was approximately \$1,400,700 and \$1,530,500, respectively.

As of June 30, 2024 and 2023, there was a \$100,000 letter of credit to the landlord in lieu of a security deposit.

GRANTS

Grant awards received from the U.S. Government and certain other grantors are subject to audit by those grantors. In the opinion of management, no material liability exists, if any, in connection therewith which would materially affect the financial position of Helen Keller Intl.

Additionally, under the terms of the U.S. Government grants, which are made based upon the acceptance by the U.S. Government of the program proposals submitted by Helen Keller Intl, amounts are stipulated for both direct program costs and Helen Keller Intl administrative overhead costs. The administrative overhead rate used by Helen Keller Intl, while provisionally approved, is subject to review and final approval by the U.S. Government. The Helen Keller Intl administrative overhead rates have been approved through June 30, 2022. Management believes that any adjustment to the 2024 and 2023 administrative overhead rates, if any, will not have a material effect on the financial position or operating results of Helen Keller Intl.

(10) CONDITIONAL PROMISES TO GIVE

At June 30, 2024 Helen Keller Intl has received conditional promises to give, which are subject to donor-imposed conditions including barriers that must be overcome by Helen Keller Intl and a right of release of donor from their obligation to transfer any future payments, as follows:

Contributions – corporations, foundations and individuals	\$ 10,286,527
Grants - US Government agencies	40,977,570
Grants – Non U.S. Government agencies	<u>34,361,958</u>
	<u>\$ 85,626,055</u>

HELEN KELLER INTERNATIONAL

CONSOLIDATED NOTES TO FINANCIAL STATEMENTS – (Continued)

June 30, 2024 And 2023

(11) FINANCIAL ASSETS AND LIQUIDITY RESOURCES

The following table reflects Helen Keller Intl's financial assets as of June 30, 2024 and 2023, reduced by amounts that are not available by contractual restrictions and/or Board designations to meet general expenditures within one year of the statement of financial position date because of contractual restrictions.

	<u>2024</u>	<u>2023</u>
Financial Assets		
Cash and cash equivalents	\$ 46,132,313	\$ 61,339,353
Cash held in international offices	3,870,775	6,105,482
Investments	73,165,712	32,198,493
Grants receivable	5,734,435	4,133,385
Contributions receivable, current portion	<u>23,494,266</u>	<u>34,372,006</u>
Total financial assets	152,397,501	138,148,719
Less:		
Restricted net assets, net of long-term contributions receivable	(95,951,327)	(105,685,721)
Gift annuities	<u>(95,727)</u>	<u>(91,770)</u>
Total financial assets available within one year	<u>\$ 56,350,447</u>	<u>\$ 32,371,228</u>

The organization receives significant contributions restricted by donors, and considers contributions restricted for programs which are ongoing, major, and central to its annual operations to be available to meet cash needs for general expenditures. As such, if expenditures are incurred and meet the purpose restrictions, these purpose restricted net assets will be available to meet these expenditures over the next twelve months. The organization manages its liquidity and reserves following three guiding principles: Operating within a prudent range of financial soundness and stability, maintaining adequate liquid assets to fund near-term operating needs, and maintaining sufficient reserves to provide reasonable assurance that long-term obligations will be discharged. The organization has a liquidity policy to maintain current financial assets less current liabilities at a target minimum equal to 6 months of average recurring operating costs by setting aside at least an average of two percent (2%) of annual unrestricted proceeds over a rolling three-year period. To achieve these targets, the organization monitors its liquidity quarterly and monitors its reserves annually. In addition, Helen Keller Intl maintains a line of credit with a bank in the amount of \$3,000,000 which can be drawn upon if needed.

(12) SUBSEQUENT EVENTS

Subsequent events after the balance sheet date through the date that the financial statements were available for issuance, January 29, 2025 have been evaluated in the preparation of the financial statements and management has determined that there are no subsequent events that would require disclosure or adjustment in the financial statements.