HOI, INC.
FINANCIAL STATEMENTS WITH
INDEPENDENT ACCOUNTANTS'
AUDIT REPORT THEREON
FOR THE YEARS ENDED
DECEMBER 31, 2013 AND 2012

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INDEPENDENT ACCOUNTANTS' AUDIT REPORT

To the Board of Directors HOI, INC. Atlanta, Georgia

We have audited the accompanying consolidated financial statements of HOI, INC. (a non-profit organization) and subsidiary, which comprise the consolidated statement of financial position as of December 31, 2013, and the related consolidated statements of activity and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements. We have also audited the accompanying financial statements of HOI, INC., which comprise the statement of financial position as of December 31, 2012, and the related statements of activity and changes in net assets, functional expenses, and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

The Organization's 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.

Auditor's 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 entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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2302 Parklake Drive, Suite 100 Atlanta, GA 30345 770.908.0029 tel 770.908.0920 fax 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 2013 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of HOI, INC. and subsidiary, as of December 31, 2013, and the results of its activity and changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America. Also in our opinion, the 2012 financial statements referred to above present fairly, in all material respects, the financial position of HOI, INC., as of December 31, 2012, and the results of its activity and changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Robins, Eskew, Smith & Jordan, P.C. Robins, Eskew, Smith & Jordan, P.C. CERTIFIED PUBLIC ACCOUNTANTS

October 13, 2014 Atlanta, Georgia

HOI, INC. STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2013 AND 2012

<u>ASSETS</u>

7.00210				
	CON	SOLIDATED		
		2013		2012
CURRENT ASSETS				
Cash (Note 1)	\$	704,319	\$	513,098
Inventories (Note 1)		142,275		118,709
Prepaid Expenses		4,302		3,916
TOTAL CURRENT ASSETS	7	850,896		635,723
PROPERTY AND EQUIPMENT, at Cost, Net of Accumulated Depreciation Thereon of \$722,011 in 2013 and \$702,855 in 2012 (Notes 1, 2, and 6)		2,296,015		636,155
SECURITY DEPOSIT		4,727		4,727
TOTAL ASSETS	\$	3,151,638	\$	1,276,605
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Trade Accounts Payable	\$	14,000	\$	13,089
Accrued Liabilities Payable		5,186		4,014
TOTAL CURRENT LIABILITIES	,	19,186	_	17,103
COMMITMENTS AND CONTINGENCIES (Notes 3, 5, and 8)	-	13,290		12,612
NET ASSETS				
Unrestricted, Controlling (Notes 1 and 9)		2,089,255		937,098
Unrestricted, Noncontrolling (Notes 1 and 9)		720,000		-
Temporarily Restricted (Notes 1, 4, and 9)		309,907		309,792
TOTAL NET ASSETS		3,119,162		1,246,890
TOTAL LIABILITIES AND NET ASSETS	\$	3,151,638	\$	1,276,605

The accompanying notes are an integral part of these financial statements.

HOI, INC.
STATEMENTS OF ACTIVITY AND CHANGES IN NET ASSETS
FOR THE YEARS ENDED DECEMBER 31, 2013 AND 2012

	CON	SOLIDATED		
		2013		2012
CHANGES IN UNRESTRICTED NET ASSETS				
Support and Revenue				
Equity Contribution in Subsidiary (Notes 1 and 6)	\$	1,600,000	\$	=
Contributions and Support (Notes 1 and 6)		781,300		302,616
In Kind Revenue (Note 7)		157,301		110,970
Medical and Agricultural Revenue in Honduras		52,433		59,289
Interest Income		1,931		840
Other Income		193		35_
Subtotal		2,593,158		473,750
Net Assets Released from Restrictions (Notes 1 and 4)	-	1,017,840		1,113,272
TOTAL UNRESTRICTED SUPPORT AND REVENUE		3,610,998		1,587,022
PROGRAM AND SUPPORT EXPENSES				
Honduras Ranch		959,053		820,993
Short Term Mission Groups		330,479		240,507
Salaries and Payroll Taxes		152,937		147,360
Administrative		107,017		101,618
Fundraising		79,629		68,916
Insurance		52,767		61,560
Depreciation (Note 1)		38,155		36,697
Travel		18,804		18,253
TOTAL PROGRAM AND SUPPORT EXPENSES		1,738,841		1,495,904
INCREASE IN UNRESTRICTED NET ASSETS	,	1,872,157		91,118
CHANGES IN TEMPORARILY RESTRICTED NET ASSETS				
Contributions and Support (Notes 1 and 6)		1,017,955		1,279,019
Interest Income		**		550
Net Assets Released - Restrictions Satisfied				
by Payment (Notes 1 and 4)		(1,017,840)		(1,113,272)
INCREASE IN TEMPORARILY RESTRICTED NET ASSETS		115		166,297
INCREASE IN NET ASSETS				
Consolidated (Note 9)		1,872,272		257,415
Attributable to the Noncontrolling Interest (Notes 1 and 9)		720,000		: ਜ .
,	-		-	
INCREASE IN NET ASSETS ATTRIBUTABLE TO HOI, INC. (Note 9)		1,152,272		257,415
NET ASSETS AT BEGINNING OF YEAR		1,246,890		989,475
NET ASSETS AT END OF YEAR	\$	2,399,162	\$	1,246,890

The accompanying notes are an integral part of these financial statements.

HOI, INC.
CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2013

2013 TOTAL CONSOLIDATED EXPENSES		\$ 959,053	330 479		179,862	56,630	52,767	27,379	18,804	17,471	16,980	10,098	6,381	6,295	4,720	4,119	3,236	3,169	1,167	1,136	870	20	1,700,686	38,155	\$ 1,738,841
TOTAL SUPPORT C ACTIVITIES		3	9		75,270	56,630	5,659	27,379	12,546	17,471	16,980	4,158	6,381	6,295	4,720		3,236	3,169	**		<u>.</u>	*	239,894	2,979	242,873
		₩																							
FUNDRAISING		•	1.0		35,055	*	•	•	٠	17,471	16,980	1,968	1	3,502		***	6	1,824		*		3	76,800	2,829	79,629
FUN		s																							↔
GENERAL AND ADMINISTRATIVE					40,215	56,630	5,659	27,379	12,546	ű	•	2,190	6,381	2,793	4,720	×	3,236	1,345	*	3	%	•	163,094	150	163,244
ADN		49	٠																						φ
TOTAL PROGRAM ACTIVITIES		959.053	220,470	1,000	104,592	Ř	47,108	ì	6,258		. 10	5,940	•	Ř	•	4,119	٠	*	1,167	1,136	870	20	1,460,792	35,176	1,495,968
PR		(A	+																						6
	EXPENSES	Hondinas Ranch	Carrott Actual Microsty	SHORT LETH MISSION GLOUDS	Salaries	Professional Fees	Insurance	Facility Rent (Note 3)	Travel	Events	Advertising (Note 1)	Pavroll Taxes	Telephone	Miscellaneous	Equipment Rental and Maintenance (Note 3)	Supplies	Bank and Credit Card Fees	Computer and Website	Postage and Shipping	Printing and Publications	Conferences and Meetings	Dues and Subscriptions	TOTAL EXPENSES BEFORE DEPRECIATION	Depreciation (Note 1)	TOTAL EXPENSES

The accompanying notes are an integral part of these financial statements.

HOI, INC. STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2012

	L R	TOTAL ROGRAM	GENERAL AND	AL			TOTAL	AL ORT	" P	2012 TOTAL
	AC	CTIVITIES	ADMINISTRATIVE	SATIVE	FUNDRAISING	ISING	ACTIVITIES	TIES	EXP	EXPENSES
EXPENSES										
Honduras Ranch	69	820,993	ss.	ř	⇔	i	()	ř	↔	820,993
Short Term Mission Groups		240,507		•		٠		•		240,507
Salaries		102,195		37,581		32,781		70,362		172,557
Insurance		56,408		5,152				5,152		61,560
Professional Fees		31,299		26,158		i		26,158		57,457
Computer and Website				1,047		21,751		22,798		22,798
Travel		6,258		11,995		•		11,995		18,253
Miscellaneous		ì		11,963		Ē.		11,963		11,963
Facility Rent (Note 3)		Î		11,802		•		11,802		11,802
Telephone				9,959		•		9,959		9,959
Payroll Taxes		5,545		2,039		1,779		3,818		9,363
Advertising (Note 1)		X		ì		6,448		6,448		6,448
Events		ì				6,157		6,157		6,157
Equipment Rental and Maintenance (Note 3)		•		3,555				3,555		3,555
Supplies		2,096		•		•		•		2,096
Bank and Credit Card Fees		i		1,662				1,662		1,662
Conferences and Meetings		696		٠		ŧ(ij		696
Postage and Shipping		888		36		•		ij		888
Printing and Publications		150		ì) ;		3		150
Dues and Subscriptions		20		٠		•		<u>(</u>		70
TOTAL EXPENSES BEFORE DEPRECIATION		1,267,378	_	122,913		68,916	_	191,829		1,459,207
Depreciation (Note 1)		36,629		89		š		89		36,697
TOTAL EXPENSES	4	1,304,007	8	122,981	64	68,916	↔	191,897	••	1,495,904

The accompanying notes are an integral part of these financial statements.

HOI, INC. STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2013 AND 2012 INCREASE IN CASH

	CON	ISOLIDATED		
		2013		2012
CASH FLOWS FROM OPERATING ACTIVITIES				
Cash Received from Contributions and Support	\$	2,011,113	\$	1,753,319
Cash Paid to Suppliers		(1,532,595)		(1,287,919)
Cash Paid to Employees	0	(189,960)	-	(172,557)
NET CASH PROVIDED BY OPERATING ACTIVITIES	_	288,558		292,843
CASH FLOWS FROM INVESTING ACTIVITIES				
Cash Paid for Property and Equipment		(97,337)		(13,085)
NET CASH (USED IN) INVESTING ACTIVITIES		(97,337)		(13,085)
NET INCREASE IN CASH		191,221		279,758
CASH AT BEGINNING OF YEAR		513,098		233,340
CASH AT END OF YEAR	\$	704,319	\$	513,098
CASH FLOWS FROM OPERATING ACTIVITIES				
Increase in Net Assets	\$	1,872,272	\$	257,415
Adjustments to Reconcile Increase in Net Assets				
to Net Cash Provided by Operating Activities:				
Depreciation		38,155		36,697
Equity Contribution in Subsidiary		(1,600,000)		24
Changes in Assets and Liabilities:				
(Increase) Decrease in Inventories		(23,566)		3,122
(Increase) Decrease in Prepaid Expenses		(386)		235
(Increase) in Security Deposit		-		(4,727)
Increase (Decrease) in Trade Accounts Payable		911		(948)
Increase in Accrued Liabilities Payable	+	1,172		1,049
NET CASH PROVIDED BY OPERATING ACTIVITIES	\$	288,558	\$	292,843

The accompanying notes are an integral part of these financial statements.

NOTE 1 OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Operations - HOI, INC. (HOI) is a Georgia non profit Corporation that seeks to improve the lives of the citizens of Central America. Its mission is to transform lives through faith and works. Historically, Rancho El Paraiso has been the focal point of the operations. In addition to a working ranch, HOI operates four medical clinics, a seminary, three private schools for students from kindergarten through 12th grade, and a consignment store.

HOI sends teams from the United States of America to promote the spiritual, physical, educational, and economic development of the citizens of Central America. These groups receive food and lodging in country and work in the neighboring villages they serve. In 2012, HOI researched expanding the scope of its ministry beyond the borders of Honduras. As a result of this research and the needs on the ground, HOI began sending groups into Nicaragua in 2013.

Principles of Consolidation – In 2013, HOI acquired the subsidiary Caballitos de Mar S.A. by donation (see footnote 6). As a result, consolidated financial statements are presented in 2013 and include the following entities: HOI, Inc. (the Parent) and its subsidiary, Caballitos de Mar S.A. (a Honduran for profit corporation), which owns real estate in Honduras. There exists a non-controlling interest at December 31, 2013, of less than 50% in Caballitos de Mar S.A. Intercompany balance sheet and income statement items have been eliminated in the consolidation.

Control over a subsidiary exists when the parent possesses the power to direct the activities that most significantly impact the subsidiary's economic performance. The power to direct those activities arises either through the parent owning a majority voting interest in the subsidiary, or, alternatively, through legal or contractual rights or obligations of the parent whose terms implicitly or explicitly convey the power.

<u>Financial Statement Presentation</u> - HOI reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

<u>Unrestricted Net Assets</u> - Represents resources that have not been designated to any other fund and over which the HOI has discretionary control to use for current operations.

<u>Temporarily Restricted Net Assets</u> - Represents resources that have been restricted expendable only for the purposes specified by the donor.

<u>Cash and Cash Equivalents</u> - For purposes of the statement of cash flows, HOI considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents. Periodically, HOI has cash balances in excess of amounts insured by the Federal Deposit Insurance Corporation (FDIC).

<u>Inventories</u> - Inventories consist of HOI promotional books totaling \$32,606 and \$36,108 at December 31, 2013 and 2012, respectively, and cattle and other livestock at Rancho El Paraiso totaling \$109,669 and \$82,601 at December 31, 2013 and 2012, respectively. The books are valued at cost, and the livestock are valued at average sales price less disposal costs.

NOTE 1 OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

<u>Contributions</u> - Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions. Time and purpose restricted contributions are required to be reported as temporarily restricted support and are then reclassified to unrestricted net assets upon expiration of the time or purpose restriction. In addition, a donor's promise to give is to be reported as revenue when the pledge is made.

HOI receives donated services from a variety of unpaid volunteers assisting HOI with the administration of its programs. No amounts have been recorded in the financial statements for those services since they do not meet the criteria for recognition under generally accepted accounting principles. HOI estimates that volunteer service totaled 38,182 hours in 2013 and 30,424 hours in 2012.

<u>Property and Equipment</u> - Property and equipment are stated at cost if purchased. If donated, property and equipment are recorded at their estimated fair value at the date of donation. Major replacements and additions are capitalized while maintenance and repairs are expensed as incurred. Depreciation is computed on a straight line basis over the estimated useful life of the related asset. For the year ended December 31, 2013 and 2012, depreciation expense totaled \$38,155 and \$36,697, respectively.

<u>Foreign Currency</u> - HOI records its financial statements in United States dollars. Therefore, the recording of a foreign currency translation adjustment is not considered necessary. The dollar to lempira exchange rate has been very stable from the reporting period to the date of fieldwork.

Income Tax Status - HOI, Inc. is a qualified, nonprofit entity under Section 501(c)(3) of the Internal Revenue Code. Accordingly, it is exempt from federal and state income taxes, but it is required to maintain proper accounting records in order to maintain their status as a nonprofit organization. HOI evaluates all significant tax positions as required by generally accepted accounting principles in the Unites States of America. As of December 31, 2013, HOI does not believe it has taken any tax positions that would require the recording of any additional tax liability nor does it believe that there are any unrealized tax benefits that would either increase or decrease within the next twelve months.

<u>Use of Estimates</u> - The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from those estimates.

<u>Allocation of Expenses</u> - The costs of providing the various programs and supporting activities of the organization have been summarized on a functional basis in the statements of activity and changes in net assets. Accordingly, certain costs have been allocated among the program and supporting activities.

Advertising - HOI expenses all advertising and promotional costs when incurred. Advertising and promotional expense totaled \$16,980 and \$6,448 for the years ended December 31, 2013 and 2012, respectively.

NOTE 1 OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

<u>Reclassifications</u> – Certain 2012 amounts have been reclassified to conform to the 2013 presentation. These reclassifications have no effect on net income.

NOTE 2 PROPERTY AND EQUIPMENT

	DEPRECIABLE		
	LIVES	2013	2012
Land		\$ 1,870,258	\$ 270,258
Buildings and Improvements	31-39 Years	601,276	601,276
Vehicles	5 Years	294,886	257,993
Equipment	5-7 Years	205,213	188,843
Website	5 Years	24,017	576
Furniture and Fixtures	7-10 Years	22,376	20,640
TOTAL		\$ 3,018,026	1,339,010
Less: Accumulated Depreciation	on Thereon	<u>(722,011)</u>	(702,855)
NET PROPERTY AND EQUIP	MENT	\$ 2,296,015	\$ 636,155

NOTE 3 COMMITMENTS

In July 2012, HOI moved its Atlanta offices to a new facility and signed an operating lease through September 2015. Facility lease expense totaled \$27,379 and \$11,802 for the years ended December 31, 2013 and 2012, respectively. HOI also rents office equipment under an operating lease through August 2015. Equipment lease expense totaled \$4,326 and \$1,254 for the years ended December 31, 2013 and 2012, respectively. Future minimal rental payments for leases as of December 31, 2013 are as follows:

Year	
2014	\$ 33,576
2015	 25,435
TOTAL	\$ 59,011

NOTE 4 TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are available for the following purposes:

		2013	 2012
Honduras Ranch Operations	\$	243,430	\$ 226,924
Short Term Mission Groups	9	66,477	82,868
TOTAL TEMPORARILY RESTRICTED NET ASSETS	\$	309,907	\$ 309,792

Net Assets were released from donor restrictions by incurring expenses satisfying the restricted purposes for the following programs and purposes:

	2013		2012
Honduras Ranch Operations	\$ 312,934	\$	400,234
Short Term Mission Groups	704,906	_	713,038
NET ASSETS RELEASED FROM RESTRICTIONS	\$ 1,017,840	\$ '	1,113,272

NOTE 5 FOREIGN OPERATIONS

HOI is subject to certain risks unique to an organization which conducts operations in foreign countries like Honduras and Nicaragua. HOI has not insured any of its buildings or equipment which are located in Honduras. HOI currently is in good favor with both the local and national governments of Honduras, but the risk of a hostile government takeover is always a possibility.

NOTE 6 CONTRIBUTIONS

In 2011, HOI received word that an anonymous donor would give \$1 million to HOI if they raised \$1 million of matching pledges. HOI successfully raised \$1 million in non-binding pledges by April 2012 to meet the conditions of the grant. The grant funds are to be received in four annual installments of \$250,000 each, with the first two installments having been received in 2012 and 2013, respectively.

In 2013, HOI received a gift of land through ownership in a Honduran corporation. HOI received 55% of the stock of the corporation in 2013, with a written promise to receive the remaining 45% of the stock no later than June 2018. If the donor dies before June 2018, HOI will receive the remaining 45% of the stock on the date of the donor's death. HOI recorded the donation at an appraised fair market value of \$1,600,000. HOI received full control and use of the land in 2013, but the donation instrument requires HOI to retain ownership of the land through 2016.

NOTE 7 IN KIND DONATIONS

For the years ended December 31, 2013 and 2012, HOI received in kind donations from its short term missionary groups for the benefit of the Honduran Ranch and clinics. These items included prescriptions, over the counter medicines, veterinary supplies, and school supplies. In kind donations totaled \$157,301 and \$110,970, respectively, for the years ended December 31, 2013 and 2012.

NOTE 8 CONTINGENT SEVERANCE LIABILITY

Honduran law requires severance be paid to all terminated employees. HOI has calculated a contingent severance liability for its Ranch employees according to the government's required formula which is based on several employment factors including job category, wage rate, and years of service. Based on historical data, HOI estimates the contingent severance liability to be \$13,290 and \$12,612 for the years ended December 31, 2013 and 2012.

Although an unlikely scenario, if HOI were to have closed the Ranch and terminated all employees at December 31, 2013 and 2012, management estimates that the required severance payout would have been approximately \$348,000 and \$327,000, respectively.

NOTE 9 NONCONTROLLING INTEREST

A reconciliation at December 31, 2013 and 2012 of the carrying amount of total net assets, net assets attributable to HOI, and net assets attributable to the noncontrolling interest is as follows:

	TOTAL	HOI, INC. AND SUBSIDIARY	NONCONTROLLING
	NET ASSETS	NET ASSETS	INTEREST
Beginning Balance, 12/31/11	\$ 989,475	\$ 989,475	\$ -
2012 Increase in Net Assets	257,415	257,415	
Ending Balance, 12/31/12	1,246,890	1,246,890	<u> </u>
2013 Increase in Net Assets	1,872,272	1,152,272	720,000
Ending Balance, 12/31/13	<u>\$ 3,119,162</u>	\$ 2,399,162	\$ 720,000

NOTE 10 SUBSEQUENT EVENTS

HOI has evaluated all subsequent events through October 13, 2014, the date the financial statements were issued.