

Rainforest Action Network

Financial Statements

For the Year Ended June 30, 2014
(With Summarized Comparative Totals for 2013)



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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
of Rainforest Action Network
San Francisco, California

Report on the Financial Statements

We have audited the accompanying financial statements of Rainforest Action Network, which comprise the statement of financial position as of June 30, 2014, and the related statement of activities, 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

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 audit. We conducted our audit 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.

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 Rainforest Action Network as of June 30, 2014, 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.

Report on Summarized Comparative Information

We have previously audited Rainforest Action Network's 2013 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 11, 2013. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2013, is consistent, in all material respects, with the audited financial statements from which it has been derived.



Armanino^{LLP}
San Ramon, California

September 29, 2014

RAINFOREST ACTION NETWORK
Statement of Financial Position
June 30, 2014
(With Comparative Totals for 2013)

ASSETS

	<u>2014</u>	<u>2013</u>
Current assets		
Cash and cash equivalents	\$ 3,477,636	\$ 899,570
Grants, pledges and contributions receivable, net	1,807,918	889,176
Other receivables	4,863	9,496
Prepaid expenses and other current assets	80,266	50,396
Total current assets	<u>5,370,683</u>	<u>1,848,638</u>
Noncurrent assets		
Property and equipment, net	42,435	39,355
Deposits	47,870	47,870
Total noncurrent assets	<u>90,305</u>	<u>87,225</u>
Total assets	<u>\$ 5,460,988</u>	<u>\$ 1,935,863</u>

LIABILITIES AND NET ASSETS

Current liabilities		
Accounts payable	\$ 17,116	\$ 21,098
Accrued payroll liabilities	155,968	161,810
Other accrued liabilities	156,030	28,682
Total current liabilities	<u>329,114</u>	<u>211,590</u>
Net assets		
Unrestricted	3,050,685	662,500
Temporarily restricted	2,081,189	1,061,773
Total net assets	<u>5,131,874</u>	<u>1,724,273</u>
Total liabilities and net assets	<u>\$ 5,460,988</u>	<u>\$ 1,935,863</u>

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

RAINFOREST ACTION NETWORK
Statement of Activities
For the Year Ended June 30, 2014
(With Comparative Totals for 2013)

	2014			2013 Total
	Unrestricted	Temporarily Restricted	Total	
Revenue and support				
Public support and membership	\$ 655,251	\$ 28,098	\$ 683,349	\$ 812,347
Major gifts/family foundations	3,432,294	51,965	3,484,259	1,096,068
Grants and contributions	364,401	3,142,123	3,506,524	2,229,774
In-kind contributions	65,738	-	65,738	74,701
	<u>4,517,684</u>	<u>3,222,186</u>	<u>7,739,870</u>	<u>4,212,890</u>
Special events income	505,652	-	505,652	438,104
Less: special events expenses	<u>(223,925)</u>	-	<u>(223,925)</u>	<u>(181,993)</u>
Net special events income	<u>281,727</u>	<u>-</u>	<u>281,727</u>	<u>256,111</u>
Net assets released from restrictions	<u>2,202,770</u>	<u>(2,202,770)</u>	<u>-</u>	<u>-</u>
	7,002,181	1,019,416	8,021,597	4,469,001
Investment income	1,283	-	1,283	347
Other income	<u>-</u>	<u>-</u>	<u>-</u>	<u>40,005</u>
Total revenue and support	<u>7,003,464</u>	<u>1,019,416</u>	<u>8,022,880</u>	<u>4,509,353</u>
Expenses				
Program services	3,703,847	-	3,703,847	3,225,103
Management and general	196,347	-	196,347	295,956
Fundraising	715,085	-	715,085	711,264
Total expenses	<u>4,615,279</u>	<u>-</u>	<u>4,615,279</u>	<u>4,232,323</u>
Change in net assets	2,388,185	1,019,416	3,407,601	277,030
Net assets at beginning of year	<u>662,500</u>	<u>1,061,773</u>	<u>1,724,273</u>	<u>1,447,273</u>
Net assets at end of year	<u>\$ 3,050,685</u>	<u>\$ 2,081,189</u>	<u>\$ 5,131,874</u>	<u>\$ 1,724,303</u>

The accompanying notes are integral part of these financial statements.

RAINFOREST ACTION NETWORK
Statement of Functional Expenses
For the Year Ended June 30, 2014
(With Comparative Totals for 2013)

	2014			2013 Total	
	Program Services	Management and General	Fundraising		Total
Bank charges and fees	\$ 2,448	\$ 6,060	\$ 18,029	\$ 26,537	\$ 21,750
Campaign supplies	6,989	-	-	6,989	4,861
Communication services	20,335	-	-	20,335	16,961
Contract services	556,681	20,795	44,580	622,056	546,134
Direct mail	55,158	-	52,796	107,954	140,112
Employee development and training	38,681	17	3,707	42,405	12,598
Equipment leases	6,252	310	1,279	7,841	8,780
Equipment maintenance and repair	945	47	365	1,357	383
Events	-	-	2,540	2,540	31,766
Grants to third parties	255,000	-	-	255,000	81,050
Insurance	4,110	8,452	841	13,403	15,651
Legal services	6,425	14,591	-	21,016	36,045
List rental	-	-	5,631	5,631	11,511
Meetings, conferences and conventions	96,371	3,748	4,450	104,569	114,797
Membership dues	3,145	16	4,362	7,523	3,649
Miscellaneous	26,659	977	4,125	31,761	24,072
Newsletters	22,779	-	4,556	27,335	32,678
Office supplies and equipment	28,861	954	4,110	33,925	13,706
Photography and videography	5,604	34	139	5,777	2,255
Postage and shipping	4,808	638	6,243	11,689	14,641
Printing and copying	38,326	715	4,822	43,863	103,558
Publication and subscriptions	29,862	15	628	30,505	27,456
Recruitment services	1,025	70	225	1,320	1,955
Rent, depreciation and utilities	215,739	10,646	43,929	270,314	365,362
Salaries, payroll taxes and benefits	1,909,213	123,281	433,870	2,466,364	2,245,590
Software leases	9,784	485	2,002	12,271	14,243
Taxes, fees, fines, penalties	464	3,709	95	4,268	3,104
Telecommunications	42,653	574	4,021	47,248	48,178
Travel	284,230	213	2,002	286,445	201,018
Volunteer and intern expenses	1,992	-	-	1,992	3,821
Website	29,308	-	-	29,308	9,937
In-kind expenses	-	-	65,738	65,738	74,701
	<u>\$ 3,703,847</u>	<u>\$ 196,347</u>	<u>\$ 715,085</u>	<u>\$ 4,615,279</u>	<u>\$ 4,232,323</u>

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

RAINFOREST ACTION NETWORK
Statement of Cash Flows
For the Year Ended June 30, 2014
(With Comparative Totals for 2013)

	2014	2013
Cash flows from operating activities		
Change in net assets	\$ 3,407,601	\$ 277,000
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation	26,039	22,562
Changes in operating assets and liabilities		
Grants, pledges and contributions receivable	(918,742)	(455,742)
Other receivables	4,633	(3,792)
Prepaid expenses and other current assets	(29,870)	(7,000)
Deposits	-	(19,565)
Accounts payable	(3,982)	4,100
Accrued payroll liabilities	(5,842)	15,941
Other accrued liabilities	127,348	(46,228)
Net cash provided by (used in) operating activities	2,607,185	(212,724)
Cash flows from investing activities		
Acquisition of property and equipment	(29,119)	(23,857)
Net increase (decrease) in cash and cash equivalents	2,578,066	(236,581)
Cash and cash equivalents at beginning of year	899,570	1,136,151
Cash and cash equivalents at end of year	\$ 3,477,636	\$ 899,570
<u>Additional cash flow information</u>		
Cash paid for taxes	\$ 150	\$ 150

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

RAINFOREST ACTION NETWORK
Notes to Financial Statements
June 30, 2014

1. Organization

Rainforest Action Network ("RAN") was established in 1985 as a California nonprofit public charity corporation to conduct research and educate the public about environmental issues. RAN's mission is to campaign for the forests, their inhabitants and the natural systems that sustain life by transforming the global marketplace through education, grassroots organizing and non-violent direct action. Since it was founded, RAN has played a key role in strengthening the worldwide rainforest conservation movement through supporting activists in rainforest countries as well as organizing and mobilizing consumers and community action groups throughout the United States.

2. Summary of Significant Accounting Policies

Basis of accounting

The accompanying financial statements are prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") applicable to nonprofit organizations.

Basis of presentation

Financial accounting standards require nonprofit organizations to classify net assets in the accompanying statement of financial position and statement of activities in three classes of net assets based on the existence or absence of donor imposed restrictions.

Unrestricted Net Assets represent the portion of net assets that is neither temporarily nor permanently restricted by donor-imposed stipulations. These net assets are intended for use by the management and the Board of Directors for general operations.

Temporarily Restricted Net Assets represent the portion of net assets for which use is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of RAN.

Permanently Restricted Net Assets represent the portion of net assets for which use is permanently limited by donor-imposed stipulations that neither expire by passage of time nor can be removed by actions of RAN. There are no permanently restricted net assets at June 30, 2014.

Cash and cash equivalents

Cash and cash equivalents are defined as cash, savings and deposits that have a maturity of three months or less when acquired.

RAINFOREST ACTION NETWORK
Notes to Financial Statements
June 30, 2014

2. Summary of Significant Accounting Policies (continued)

Receivables

Unconditional pledges and contributions receivable are reported at fair value and recorded in the period pledged or received. Grants that are considered exchange transactions are recorded as revenue when earned. Grants that are non-exchange transactions are considered contributions and accounted for accordingly. Other receivables are stated at the amount management expects to collect from outstanding balances. Receivables to be received after one year are presented net of a discount at a rate of return commensurate with the risks involved determined at the respective dates of the original contributions.

Receivables are reviewed by management for collectability and an allowance for doubtful accounts is established when needed. The allowance for doubtful accounts is based on historical experience and an evaluation of the outstanding receivables at the end of the year. Account balances are charged off against the allowance for doubtful accounts after all means of collection have been exhausted and the potential for recovery is considered remote. The allowance for doubtful accounts was \$250,000 at June 30, 2014.

Property and equipment

Property and equipment are valued at cost or, if donated, at fair market value on the date of donation. The cost of property and equipment greater than \$1,000 is capitalized. Maintenance and repairs are charged to expense as incurred. Furnishings and equipment are depreciated using the straight-line method over the estimated useful lives of the assets which range from three to seven years. Leasehold improvements are amortized over the lesser of the estimated useful life of the respective assets or the related lease term.

Support and revenue recognition

Contributions are recorded at fair value and are recognized as revenue when the donor makes an unconditional promise to give. Unconditional promises to give are recognized as revenue and receivables in the period in which notification of the promise is received. Donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

In-kind contributions

RAN receives gifts in kind, such as event space and catering for its annual special event. Gifts in kind received through donation are valued and recorded as revenue at their fair value at the time the contribution is received. The value of such items received during the year ended June 30, 2014 amounted to \$65,738.

RAINFOREST ACTION NETWORK
Notes to Financial Statements
June 30, 2014

2. Summary of Significant Accounting Policies (continued)

Donated investments

Cash receipts from the sale of donated financial assets that upon receipt were directed without any imposed limitations for sale and were converted nearly immediately into cash is classified as cash flows from operating activities, unless the donor restricted the use of the contributed resources to long-term purposes, in which case those cash receipts should be classified as cash flows from financing activities. RAN received donated stock amounting to \$71,513 during 2014, which RAN immediately converted into cash.

Functional allocation of expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services based on management's estimates. The remaining costs are charged directly to the appropriate functional category.

Use of estimates

The preparation of the financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amount of assets and liabilities, and revenue and expenses, as well as contingent assets and liabilities during the reporting period. Actual results could differ from those estimates.

Income taxes

RAN has been determined to be exempt from federal and state income taxes pursuant to Section 501(c)(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code and generally is not subject to state or federal income taxes.

RAN assesses tax positions taken or expected to be taken against more-likely-than-not recognition threshold and measurement attributes for financial statement recognition. Based on an analysis prepared by RAN, it was determined that RAN believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

Comparative information and reclassifications

The financial statements include certain comparative information for which the prior year information is summarized in total but not by net asset class. Accordingly, such information should be read in conjunction with RAN's financial statements for the year ended June 30, 2013, from which the summarized information is derived. Certain 2013 amounts have been reclassified to conform to the 2014 financial statement presentation.

RAINFOREST ACTION NETWORK
Notes to Financial Statements
June 30, 2014

2. Summary of Significant Accounting Policies (continued)

Concentration of credit risk

RAN deposits cash with two financial institutions. Such amounts may at times exceed Federal Deposit Insurance Corporation limits. To date, RAN has not experienced any losses in these accounts.

Receivables consist primarily of unsecured amounts due from companies and foundations. Credit risk is mitigated by the number of companies and foundations comprising the receivable balance. Based on past experiences, an evaluation of the outstanding receivables at the end of the year and other known circumstances, an allowance for doubtful accounts is maintained for amounts deemed to be uncollectible.

Subsequent events

RAN has evaluated subsequent events through September 29, 2014, the date the financial statements were available to be issued. No subsequent events have occurred that would have a material impact on the presentation of RAN's financial statements.

3. Property and Equipment

Property and equipment consists of the following at June 30, 2014:

Furniture and equipment	\$132,915
Leasehold improvements	17,850
Less: accumulated depreciation	<u>(108,330)</u>
	<u>\$ 42,435</u>

Depreciation expense for 2014 amounted to \$26,039.

4. Allocation of Joint Costs

Costs of joint activities that are identifiable with a particular function are charged to that function and joint costs are allocated between fund development and the appropriate program or management and general function. RAN incurred joint costs of \$104,198 for the informational materials and activities that included fund-raising appeals during the year ended June 30, 2014. Of those costs, \$26,261 was allocated to fund-raising expenses and \$77,937 was allocated to public education during the year ended June 30, 2014. These allocations were based on management's analyses of the costs pertaining to the underlying direct program and fundraising expenses which were associated with various mailings.

RAINFOREST ACTION NETWORK
Notes to Financial Statements
June 30, 2014

5. Temporarily Restricted Net Assets

Temporarily restricted net assets are available for the following programs at June 30, 2014:

Climate Program	\$ 300,104
Rainforest Free Paper	579,664
Agribusiness Campaign	722,833
Protect an Acre	106,102
Communications	148,225
Digital	204,277
Carbon Action Fund	14,984
Shared/Training	<u>5,000</u>
	<u>\$2,081,189</u>

During 2014, RAN released \$2,202,770 from temporarily restricted net assets to unrestricted net assets.

6. Leases

In September 2012, RAN entered into an operating lease for its office located in San Francisco, California. The lease has a term of 7 years, beginning January 1, 2013, and expiring on December 31, 2019. The lease calls for monthly payments of \$17,773 during the initial year, increases annually for the next three years (2014 to 2016) by \$539 per month, and increases annually for the following three years (2017 to 2019) by another \$808 per month on the anniversary of the rent commencement date. RAN recognizes rent expense on a straight line basis. Deferred rent at June 30, 2014 amounted to \$30,007.

RAN also leases office equipment under various operating lease agreements which expire within one to five years.

Future minimum lease payments under operating leases as of June 30, 2014 are as follows:

2015	\$ 227,311
2016	233,291
2017	240,599
2018	249,523
2019	256,904
Thereafter	<u>130,876</u>
Total minimum operating lease payments	<u>\$1,338,504</u>

Rent expense for the year ended June 30, 2014 was \$242,063.

RAINFOREST ACTION NETWORK

Notes to Financial Statements

June 30, 2014

7. Retirement Plan

RAN sponsors a Savings Incentive Match Plan for Employees of Small Employers (SIMPLE) IRA plan covering all employees who meet certain minimum requirements. Under the Plan, RAN provides a matching contribution to each employee's Simple IRA equal to the employee's salary reduction contributions up to a limit of 3% of the employee's compensation for the calendar year.

The amount of pension contribution recognized as expense in 2014 amounted to \$35,518.

8. Commitments and Contingencies

In the normal course of business there are outstanding various commitments and contingent liabilities, such as commitments to enter into and/or renew contracts related to ongoing operational activities, which are not reflected in the financial statements. Such commitments and contingencies also include risks associated with various economic and operating factors, which include (a) contractual restrictions and donor conditions which obligate RAN to fulfill certain requirements as set forth in legal instruments, (b) funding levels which vary based on factors beyond RAN's control, such as general economic conditions, (c) service agreements with outside contractors, and (d) financial risks associated with funds on deposit in accounts at financial institutions. Management believes that such commitments or contingencies have been properly addressed, appropriate amounts have been accrued (where necessary), and there will not be any resolution with a material adverse effect on the financial statements.