WASHINGTON OFFICE ON LATIN AMERICA FINANCIAL STATEMENTS DECEMBER 31, 2012 AND 2011

BELL & FRECH, LLC CERTIFIED PUBLIC ACCOUNTANTS BROOKEVILLE, MD

Independent Auditors' Report	1 - 2
Statements of Financial Position	3 - 4
Statements of Activities and Changes in Net Assets	5
Statement of Functional Expenses - 2012	6
Statement of Functional Expenses - 2011	7
Statements of Cash Flows	8
Notes to the Financial Statements	9 - 18



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Report of Independent Auditors

Board of Directors Washington Office on Latin America

Report on the Financial Statements

We have audited the accompanying financial statements of **Washington Office on Latin America** (a nonprofit organization) which comprise the statement of financial position as of December 31, 2012 and 2011, and the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our 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 of 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 **Washington Office on Latin America** as of December 31, 2012 and 2011, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Bell and Frech, LLC Brookeville, MD

Bell & Frech, LLC

April 18, 2013

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31,

ASSETS

	2012	2011
Current Assets	-	
Cash and cash equivalents	\$ 857,098	\$ 1,043,180
Grants and contracts receivable	497,786	802,698
Contributions receivable	9,215	20,136
Other receivables	3,876	3,621
Prepaid expenses and other	48,532	52,235
Total Current Assets	1,416,507	1,921,870
Other Assets		
Property and equipment, net	152,737	189,721
Investments	713,864	678,910
Security deposits	27,056	27,056
Total Other Assets	893,657	895,687
Total Assets	\$ 2,310,164	\$ 2,817,557

LIABILITIES AND NET ASSETS

	2012	2011
Current Liabilities		
Accounts payable and accrued expenses	\$ 63,216	\$ 54,699
Deferred revenue	2,500	4,500
Deferred rent	16,990	16,990
Total Current Liabilities	82,706	76,189
Long-term Liabilities		
Deferred rent	198,484	204,009
Total Long-term Liabilities	198,484	204,009
Total Liabilities	281,190	280,198
Net Assets		
Unrestricted		
Board-designated	713,86	4 678,910
Undesignated	218,713	3 467,872
Total unrestricted net assets	932,57	7 1,146,782
Temporarily restricted net assets	1,096,39	7 1,390,577
Total Net Assets	2,028,97	4 2,537,359
Total Liabilities and Net Assets	\$ 2,310,16	\$ 2,817,557

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

FOR THE YEARS ENDED DECEMBER 31,

	2012	2011
Unrestricted net assets		
Unrestricted support and revenue		
Contributions	\$ 481,442	\$ 384,542
Grants and contracts	75,214	1,008,118
Investment income	35,892	12,878
Publications and special events	301	532
Donated services	-	7,050
Other income	1,511	-
Net assets released from restrictions	1,282,312	850,705
Total Unrestricted Support and Revenue	1,876,672	2,263,825
Expenses		
Program services	1,708,428	1,573,868
Total program services	1,708,428	1,573,868
Supporting services		
General and administrative	142,611	124,028
Fundraising	239,838	312,167
Total supporting services	382,449	436,195
Total expenses	2,090,877	2,010,063
Change in unrestricted net assets	(214,205)	253,762
Temporarily restricted net assets		
Grants and contributions	988,132	959,098
Net assets released from restrictions	(1,282,312)	(850,705)
Change in temporarily restricted net assets	(294,180)	108,393
Change in net assets	(508,385)	362,155
Net assets, beginning of year	2,537,359	2,175,204
Net assets, end of year	\$ 2,028,974	\$ 2,537,359

WASHINGTON OFFICE ON LATIN AMERICA STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2012

	Program	Supporting neral and ninistrative	Services Fundraising	Su	Total apporting services	Total Expenses
Expenses						
Salaries	\$ 817,423	\$ 81,200	\$ 111,530	\$	192,730	\$ 1,010,153
Employee benefits and payroll taxes	153,616	15,236	21,367		36,603	190,219
Occupancy	176,619	12,089	24,363		36,452	213,071
Travel	271,019	486	9,125		9,611	280,630
Consultants	133,163	1,500	338		1,838	135,001
Meetings and receptions	23,820	3,237	54,229		57,466	81,286
Printing and publications	47,553	1,438	3,803		5,241	52,794
Depreciation and amortization	17,265	1,715	2,356		4,071	21,336
Professional services	16,494	1,523	1,701		3,224	19,718
Telephone	15,492	1,747	1,998		3,745	19,237
Equipment rental/purchase	13,275	1,024	1,525		2,549	15,824
Office supplies	10,327	788	1,071		1,859	12,186
Taxes and insurance	6,361	634	878		1,512	7,873
Subscriptions/reference materials	3,816	537	771		1,308	5,124
Postage	480	358	1,936		2,294	2,774
Repairs and maintenance	645	71	100		171	816
Bank fees	60	4,827	-		4,827	4,887
Dues/fees/licenses	1,000	203	499		702	1,702
Staff development	· -	12,644	2,248		14,892	14,892
Recruitment	-	1,354	-		1,354	1,354
	\$ 1,708,428	\$ 142,611	\$ 239,838	\$	382,449	\$ 2,090,877

STATEMENT OF FUNCTIONAL EXPENSES

FOR THE YEAR ENDED DECEMBER 31, 2011

	_	_		Supporting	Services		Total		Total
	Program			neral and		Supporting			
	E	Expenses	Adm	ninistrative	Fundraising		Services	E	xpenses
Expenses									
Salaries	\$	715,114	\$	63,905	\$ 163,523	\$	227,428	\$	942,542
Employee benefits and payroll taxes		150,611		13,471	34,552		48,023		198,634
Occupancy		144,894		12,241	33,077		45,318		190,212
Travel		193,826		302	5,793		6,095		199,921
Consultants		191,851		400	8,081		8,481		200,332
Meetings and receptions		74,129		3,674	48,111		51,785		125,914
Printing and publications		22,155		583	2,871		3,454		25,609
Depreciation and amortization		12,890		21,916	2,948		24,864		37,754
Professional services		14,224		8,627	3,245		11,872		26,096
Telephone		11,485		1,107	2,354		3,461		14,946
Equipment rental/purchase		9,526		762	1,879		2,641		12,167
Office supplies		8,363		(744)	1,612		868		9,231
Taxes and insurance		5,720		513	1,308		1,821		7,541
Subscriptions/reference materials		3,871		349	978		1,327		5,198
Postage		411		322	672		994		1,405
Repairs and maintenance		1,911		192	468		660		2,571
Bank fees		104		3,711	-		3,711		3,815
Dues/fees/licenses		3,558		333	619		952		4,510
Staff development		-		250	76		326		326
Recruitment		-		1,339	-		1,339		1,339
Administrative fees		9,225		(9,225)	-		(9,225)		-
									0.040.065
	\$	1,573,868	\$	124,028	\$ 312,167	\$	436,195	\$	2,010,063

STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31,

	2012	2011
Cash Flows from Operating Activities		
Change in net assets	\$ (508,385)	\$ 362,155
Adjustments to reconcile change in net assets		
to net cash from operating activities:		
Depreciation and amortization	38,325	37,754
Unrealized gain (loss) on investments	(20,566)	-
Gain on disposal of assets	(1,340)	<u>.</u>
(Increase) decrease in:		
Grants and contracts receivable	304,912	(720,667)
Contributions receivable	10,921	26,584
Other receivable	(255)	958
Prepaid expenses and other	3,703	(8,084)
Increase (decrease) in:		
Accounts payable and accrued expenses	8,517	(11,023)
Deferred revenue	(2,000)	4,500
Deferred rent	(5,525)	3,108
Net Cash Used in Operating Activities	(171,694)	(304,715)
Coll Elementer Languaging Activities		
Cash Flows from Investing Activities	(378,116)	_
Purchase of investments		672,285
Redemption of investments	363,728	072,283
Net Cash (Used in) Provided		
by Investing Activities	(14,388)	672,285
Net (Decrease) Increase in Cash	(186,082)	367,570
Cash, Beginning of year	1,043,180	675,610
Cash, End of Year	\$ 857,098	\$ 1,043,180
Interest paid	\$	\$ -
Taxes paid	<u> </u>	\$ -

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

1. Organization

Washington Office on Latin America (WOLA) was incorporated on July 27, 1981 as a District of Columbia non-profit organization. The Organization is an independent, locally-controlled organization with a volunteer Board of Trustees.

WOLA promotes human rights, democracy, and social justice by working with partners in Latin America and the Caribbean to shape policies in the United States and abroad. WOLA envisions a future where human rights and social justice are the foundation for public policy in Latin America and the Caribbean and in the U. S. relationship with the region; where change happens when people on-the-ground connect with people who make policy, and where people work together across borders to respect human rights and democratic values. WOLA connects with partners in Latin American and the Caribbean, analyzing regional events, trends and challenges, and acting quickly to ensure that a broad range of voices are heard.

2. <u>Summary of Significant Accounting Policies</u>

This summary of significant accounting policies of Washington Office on Latin America is presented to assist in understanding of the financial statements.

WOLA prepares its financial statements on the accrual basis of accounting. Under this method of accounting, revenue is recognized when earned or billed, and expenses are recognized when the related goods or services are received.

Financial Statement Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board set forth in the Accounting Standards Codification. Under this guidance, WOLA is required to report information regarding its financial positions and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

WOLA accounts for contributions in accordance with the recommendations of the Financial Accounting Standards Board in the Accounting Standards Codification. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

Summary of Significant Accounting Policies, continued

Income taxes

WOLA has been classified as an other-than private foundation and is tax-exempt under Section 501(c)(3) of the Internal Revenue Code. The Organization is subject to a tax on income from any unrelated business.

The Organization has adopted the recognition requirements for uncertain income tax positions as required by generally accepted accounting principles, with no cumulative effect adjustment required. Income tax benefits are recognized for income tax positions taken or expected to be taken in a tax return, only when it is determined that the income tax position will more-likely-than-not be sustained upon examination by taxing authorities. The Organization has analyzed tax positions taken for filing with the Internal Revenue Service and all state jurisdictions where it operates. The Organization believes that income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse affect on the Organization's financial condition, results of operations or cash flows. Accordingly, the Organization has not recorded any reserves, or related accruals for interest and penalties for uncertain income tax positions at December 31, 2012 or 2011.

WOLA is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. The Organization believes it is no longer subject to income tax examinations for years prior to 2009.

The Organization's policy is to classify income tax related interest and penalties in interest expense and other expenses, respectively.

Cash and Cash Equivalents

For purposes of the statements of cash flows, WOLA considers cash and all other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Fair Value

The carrying amounts reflected in the financial statements for cash, cash equivalents, and certificates of deposit approximate the respective fair values due to the short maturities of those instruments.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

Summary of Significant Accounting Policies, continued

Fair value, continued

In accordance with the Accounting Standards Codification, WOLA has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instrument fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument. Investments recorded in the Statements of Financial Position are categorized based on the inputs to valuation techniques as follows:

- Level 1. These are investments where values are based on unadjusted quoted prices for identical assets in an active market the Organization has the ability to access.
- Level 2. These are investments where values are based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full-term of the investments.
- Level 3. These are investments where values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect assumptions of management about assumptions market participants would use in pricing the investments. These investments include non-readily marketable securities that do not have an active market.

Property and Equipment and Leasehold Improvements

Property and equipment, including software, and leasehold improvements with an original cost of \$2,000 or more, are carried at cost, or if donated, at the approximate fair market value at the date of donation. Items with an original cost or fair market value at the date of donation of less than \$2,000 are expensed when acquired. Depreciation is provided for in amounts sufficient to relate the cost of depreciable assets to operations over their estimated service lives using a straight-line method from three to five years for property and equipment, and over the life of the lease in the case of leasehold improvements.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

Summary of Significant Accounting Policies, continued

Donated Materials and Services

WOLA records the value of donated goods and services when there is an objective basis available to measure their value and they would have otherwise had to purchase the goods or services.

WOLA generally pays for services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization in its work, but these services do not meet the criteria for recognition as contributed services.

Contributions and Grants

Contributions and grants received are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. All other donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or the purpose of the restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions.

WOLA uses the allowance method to determine uncollectible contributions and grants receivable. The allowance is based on prior years' experience and management's analysis of specific promises made.

Expense Allocation

The costs of providing programs and other activities have been summarized on a functional basis in the Statement of Activities and Changes in Net Assets and the Statement of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services provided.

Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

Summary of Significant Accounting Policies, continued

Date of Management's Review

Management has evaluated subsequent events through April 19, 2013, the date on which the financial statements were available to be issued.

Reclassification

Certain items in the prior year's financial statements have been reclassified to conform to the current year's presentation. These reclassifications had no effect on previously reported net income.

3. Investments

WOLA invested in certificates of deposit during 2010, which mature at various times as follows:

	<u>2012</u>	<u>2011</u>
2012	\$	\$ <u>363,728</u>

The Organization purchased marketable equity securities in 2011. Investment securities are carried at fair value based on quoted prices in active markets (all Level 1 inputs) and consist of the following at December 31, 2012 and 2011:

	<u>201</u>	<u>2</u> .	<u>20</u>	11
	<u>Cost</u>	Fair <u>Value</u>	<u>Cost</u>	Fair <u>Value</u>
Money market funds Equity funds Bond funds REIT funds	\$ 230,587 153,060 280,546 32,996	\$ 230,587 158,838 289,319 35,120	\$ 49,920 75,398 178,346 	\$ 49,920 67,426 183,021
	\$ <u>697,189</u>	\$ <u>713,864</u>	\$ <u>319,074</u>	\$ <u>315,182</u>

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

Investments, continued

Fair Value Measurements at Reporting Date Using

<u>Description</u>	<u>12/31/12</u>	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Mutual funds	713,864	<u>713,864</u>		
Total	\$ <u>713,864</u>	\$ <u>713,864</u>	\$	\$
<u>Description</u>	12/31/11	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
Certificates of deposit	\$ 363,728	\$ 363,728	\$ -	\$ -
Mutual funds	315,182	315,182	-	<u> </u>

A summary of return on investments consists of the following for the years ended December 31, 2012 and 2011, respectively:

	<u>2012</u>	<u>2011</u>
Interest and dividends	\$ 12,323	\$ 16,771
Capital gains	2,413	-
Net unrealized gain (loss)	20,566	(3,893)
Total return	\$ 35,302	\$ <u>12,878</u>

The investment account represents the amount that has been set aside by the Board of Directors as a reserve (see Note 11).

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

4. Grants, Contracts and Contributions Receivable

All of the grants and contributions receivable reported in the accompanying financial statements are expected to be collected within one year. Management believes that all items are collectible in full. Accordingly, no allowance for uncollectible accounts has been recorded for the years ended December 31, 2012 and 2011.

5. Property and Equipment

Property and equipment consists of the following:

	<u>2012</u>	<u>2011</u>
Leasehold improvements	\$ 228,715	\$ 228,715
Furniture and equipment	54,475	54,980
Web site	25,410	25,410
	308,600	309,105
Less accumulated depreciation	(155,863)	(119,384)
Net property and equipment	\$ <u>152,737</u>	\$ <u>189,721</u>

6. Tax Shelter Annuity Plan

WOLA has adopted a plan to purchase annuity contracts for its employees under the provisions of Section 403(b) of the Internal Revenue Code. The plan was issued by TIAA-CREF. The annual plan contribution is up to five percent matching contribution of eligible employees' salaries. Retirement plan expense for the year ended December 31, 2012 and 2011 was \$25,009, and \$28,985, respectively.

7. Deferred Rent

In connection with the lease for office space (see Note 8) WOLA is responsible for certain annual increases, and also received certain incentives for leasehold improvements totaling \$169,899. WOLA recognized the effect of such increases and incentives by recording a deferred rent liability. The deferred rent liability consists of the effects of the scheduled rent increases and the unamortized portion related to the incentives received for leasehold improvements. The deferred rent liability is increased or decreased by changes to rent expense over the lease-term on a straight-line basis. At December 31, 2012 and 2011 the deferred rent liability balance was \$215,474 and \$220,999, respectively.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

8. Lease Commitments

WOLA signed a lease for office space in December 2007, with a commencement date of July 1, 2008, and expiration date of June 30, 2018. The lease agreement provides for an annual increase of 2.5% to the base rent, except on the fifth anniversary date when the basic rent shall increase by one dollar and fifty cents per square foot. The agreement also provides for an option to extend the lease for an additional five-year term.

WOLA leases office equipment under agreements which expire in 2012 and 2013. The monthly payments under these leases amount to \$1,096.

The future minimum lease payments on an annual basis are as follows:

Year ending December 31,	<u>Amount</u>			
2013	\$ 367,045			
2014	376,187			
2015	385,592			
2016	395,232			
2017	405,113			
Thereafter	205,057			
Total	\$ <u>2,134,226</u>			

In December 2007, WOLA entered into a sublease agreement for a portion of the office space for a period of five years. The sublease was amended in 2012 to allow for retention of a portion of the space, which had been scheduled to return to WOLA in 2012, for an additional year. The rental income is reported as a reduction of occupancy expense. The future minimum rental income from this sublease is as follows:

Year ending December 31,	Amount
2013	\$ <u>78,130</u>

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

9. Concentrations

Donors

Three donors accounted for 49.8% of revenue in 2012, two of whom accounted for 84.6% of pledges receivable at December 31, 2012. A third donor accounted for 15.1% of pledges receivable at December 31, 2012.

One donor accounted for 49.8% of revenue in 2011. The same donor accounted for 72.9% of pledges receivable at December 31, 2011. An additional donor represented 18.2% of accounts receivable at December 31, 2011.

10. Donated Services

During 2011, a legal firm provided pro bono services valued at \$7,050 to the organization. These services are included in professional fees in the general and administrative column of the statement of functional expenses.

11. Board-designated Reserve

The Board of Directors has designated a portion of net assets for the following purpose:

Reserve $\frac{2012}{13,864}$ \$ $\frac{678,910}{13,864}$

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2012 AND 2011

12. Temporarily Restricted Net Assets

Temporarily restricted net assets are available for the following purposes as of December 31:

	<u>2011</u>		Additions		Releases		<u>2012</u>		
Andes Drug Policy	\$ 118,860	\$	253,000	\$	264,439	\$	107,421		
Cuba	44,030		108,000		140,315		11,715		
Colombia	42,271		16,986		59,257		_		
Human Rights	-		73,500		8,483		65,017		
Mexico	178,850		12,621		85,840		105,631		
Gangs	24,034		73,000		86,565		10,469		
Rights &									
Development	-		161,025		124,692		36,333		
Security policy	77,532		290,000		207,721		159,811		
Fundraising	5,000				5,000		-		
Time-restricted 2012	300,000		-		300,000		-		
Time-restricted 2013	300,000		-		-		300,000		
Time-restricted 2014	300,000	-	_	-	-		300,000		
Total	\$ <u>1,390,577</u>	\$_	988,132	\$_	1,282,312	\$_	1,096,397		