

HUMAN LIFE INTERNATIONAL, INC.
AND HLI ENDOWMENT, INC.

Front Royal, Virginia

FINANCIAL REPORT

September 30, 2016

Financial Statements

HUMAN LIFE INTERNATIONAL, INC.
AND HLI ENDOWMENT, INC.

Year Ended September 30, 2016

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RUTHERFORD & JOHNSON, P.C.

Certified Public Accountants & Business Advisors

116 Medical Circle
Winchester, Virginia 22601

Independent Auditor's Report

To the Board of Directors of
Human Life International, Inc.
and HLI Endowment, Inc.

We have audited the accompanying consolidated financial statements of Human Life International, Inc. (a nonprofit organization) and HLI Endowment, Inc. (a nonprofit organization), which comprise the consolidated statement of financial position as of September 30, 2016, and the related consolidated statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated financial statements.

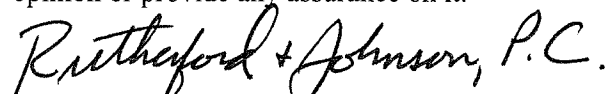
We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Human Life International, Inc. and HLI Endowment, Inc. as of September 30, 2016, and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Disclaimer of Opinion on Other Information

Our audit was conducted for the purpose of forming an opinion on the basic financial statements as a whole. The supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic financial statements and accordingly, we do not express an opinion or provide any assurance on it.


RUTHERFORD & JOHNSON, P.C.

Winchester, Virginia

September 1, 2017

HUMAN LIFE INTERNATIONAL, INC
AND HLI ENDOWMENT, INC.
Front Royal, Virginia

CONSOLIDATED STATEMENT OF
FINANCIAL POSITION
September 30, 2016

A S S E T S

CURRENT ASSETS:

Cash	\$	62 818
Rent receivable		9 909
Bequests receivable		74 750
Inventory		53 675
Prepaid Expenses		24 454

TOTAL CURRENT ASSETS 225 606

PROPERTY AND EQUIPMENT:

Property and equipment, at cost, net of accumulated depreciation of \$ 4,102,512		<u>3 079 224</u>
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OTHER ASSETS:

Investments		1 157 088
Cash surrender value of life insurance		154 772
Other assets, net		<u>33 130</u>

TOTAL OTHER ASSETS 1 344 990

TOTAL ASSETS \$ 4 649 820

(See accompanying Notes to

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES:

Accounts payable	\$ 51 551
Accrued expenses	47 350
Deferred rental income	9 696
Current portion of annuities payable	<u>101 521</u>

TOTAL CURRENT LIABILITIES	<u>210 118</u>
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OTHER LIABILITIES:

Annuities payable, net of current portion	<u>659 693</u>
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NET ASSETS:

Unrestricted	3 581 981
Temporarily restricted	<u>198 028</u>

TOTAL NET ASSETS	<u>3 780 009</u>
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TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 4 649 820</u></u>
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HUMAN LIFE INTERNATIONAL, INC
AND HLI ENDOWMENT, INC.
Front Royal, Virginia

CONSOLIDATED STATEMENT OF ACTIVITIES

EXHIBIT "B"

	September 30, 2016		
	Unrestricted	Temporarily Restricted	Total
SUPPORT AND REVENUE:			
Contributions	\$ 2 624 252	\$ 97 536	\$ 2 721 788
In-kind contributions	8 471	-	8 471
Rental income	142 459	-	142 459
Investment return	61 816	-	61 816
Change in Value of Split-Interest Agreements	(69 785)	-	(69 785)
Other income	4 716	-	4 716
Total before Merchandise Sales	2 771 929	97 536	2 869 465
Merchandise sales	37 344	-	37 344
Cost of goods sold	(31 123)	-	(31 123)
Merchandise Sales, Net	6 221	-	6 221
Net assets released from restrictions:			
Restrictions satisfied by payments	42 714	(42 714)	-
TOTAL REVENUES, GAINS AND SUPPORT	2 820 864	54 822	2 875 686
EXPENSES AND LOSSES:			
Net loss on property and equipment	19 900	-	19 900
Program services:			
General mission	1 313 666	-	1 313 666
Education	172 977	-	172 977
Communications	232 743	-	232 743
Supporting services:			
Management and general	612 710	-	612 710
Fundraising	354 420	-	354 420
TOTAL EXPENSES AND LOSSES	2 706 416	-	2 706 416
CHANGE IN NET ASSETS	114 448	54 822	169 270
NET ASSETS AT BEGINNING OF YEAR	3 467 533	143 206	3 610 739
NET ASSETS AT END OF YEAR	\$ 3 581 981	\$ 198 028	\$ 3 780 009

(See accompanying Consolidated Notes to Financial Statements.)

Year Ended September 30, 2016

	PROGRAM SERVICES				SUPPORT SERVICES		
	Mission General	Education	Communication	Total	Management and General	Fundraising	Total
EXPENSES:							
Personnel costs:							
Salaries	\$ 301 486	\$ 103 809	\$ 139 974	\$ 545 269	\$ 181 083	\$ 75 734	\$ 802 086
Employee benefits	56 368	23 706	31 965	112 039	52 390	17 295	181 724
Payroll taxes	19 345	8 194	11 048	38 587	14 293	5 977	58 857
Total Personnel Costs	377 199	135 709	182 987	695 895	247 766	99 006	1 042 667
Other operating expenses:							
Advertising	1 312	-	12 940	14 252	1 271	-	15 523
Bad debts	-	-	-	-	1 176	-	1 176
Bank and credit card fees	1 488	-	-	1 488	11 650	10 715	23 853
Contractors	40 428	23 225	6 227	69 880	66 259	23 331	159 470
Depreciation	132 703	-	-	132 703	54 975	906	188 584
Grants and donations	583 452	-	-	583 452	-	-	583 452
Insurance	898	-	-	898	34 859	-	35 757
Miscellaneous	5 348	-	504	5 852	2 799	4 563	13 214
Office expense	10 527	142	1 992	12 661	4 792	2 294	19 747
Printing and postage	4 058	456	19 085	23 599	16 257	191 307	231 163
Professional fees	570	-	-	570	40 156	-	40 726
Repairs and maintenance	25 078	-	-	25 078	21 881	12 190	59 149
Rent	12 655	-	-	12 655	2 400	-	15 055
Supplies	1 412	-	-	1 412	802	13	2 227
Taxes and licenses	23 954	-	-	23 954	30 718	2 489	57 161
Telephone	22 356	-	470	22 826	12 957	214	35 997
Training	-	-	-	-	3 147	-	3 147
Travel, conferences and meetings	31 693	13 445	8 538	53 676	36 971	7 031	97 678
Utilities	38 535	-	-	38 535	21 874	361	60 770
Subtotal	936 467	37 268	49 756	1 023 491	364 944	255 414	1 643 849
Total Functional Expenses	\$ 1 313 666	\$ 172 977	\$ 232 743	\$ 1 719 386	\$ 612 710	\$ 354 420	\$ 2 686 516

(See accompanying Consolidated Notes to Financial Statements.)

HUMAN LIFE INTERNATIONAL, INC.
AND HLI ENDOWMENT, INC.
Front Royal, Virginia

CONSOLIDATED STATEMENT OF
CASH FLOWS
Year Ended September 30, 2016

EXHIBIT "D"

CASH FLOWS FROM OPERATING ACTIVITIES:	
Change in net assets	\$ 169 270
Adjustments to reconcile changes in net assets to net cash provided by operating activities:	
Depreciation and amortization	188 584
Realized/unrealized (gain) loss on sale of investments	40 739
(Increase) decrease in assets:	
Rent receivable	(88)
Bequests receivable	(27 728)
Inventory	15 092
Prepaid expenses	11 932
Cash surrender value of life insurance	(9 202)
Other assets	19 989
Increase (decrease) in liabilities:	
Accounts payable	(16 098)
Accrued wages	(15 395)
Deferred revenue	370
	<hr/>
NET CASH FROM OPERATING ACTIVITIES	377 465
CASH FLOWS FROM INVESTING ACTIVITIES:	
Purchase of investments	(987 632)
Purchase of fixed assets	(38 777)
Proceeds from sale of investments	631 811
	<hr/>
NET CASH FROM INVESTING ACTIVITIES:	(394 598)
CASH FLOWS FROM FINANCING ACTIVITIES:	
Net proceeds from annuities	14 376
Change in value of annuities	69 785
Payments on annuities	(100 643)
	<hr/>
NET CASH FROM FINANCING ACTIVITIES:	(16 482)
NET INCREASE IN CASH AND CASH EQUIVALENTS	(33 615)
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	<hr/> 96 433
CASH AND CASH EQUIVALENTS AT END OF YEAR	<hr/> <u>\$ 62 818</u>

(See accompanying Consolidated Notes to Financial Statements.)

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

Human Life International, Inc. (HLI) was organized in 1981 as a nonprofit corporation under the laws of the District of Columbia. The primary purpose of HLI is to receive, administer and expense funds for religious, charitable and educational purposes in connection with the rights of persons born and unborn.

HLI Endowment, Inc. (HLI Endowment) was formed in 1991 and is the legal instrument through which HLI holds its land, buildings and building improvements. The specific and exclusive purpose of HLI Endowment is to hold title to the real property, to collect income from that property and to remit such income, less expenses, to HLI.

Consolidated Financial Statements

The consolidated financial statements are those of the Organization and its wholly owned subsidiary, HLI Endowment, Inc., collectively, “the Organization.”

Basis of Accounting

The financial statements of HLI have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables and other liabilities.

Basis of Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets that are based upon the existence or absence of restrictions on use that are placed by its donors: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted net assets are resources available to support operations. The only limits on the use of unrestricted net assets are the broad limits resulting from the nature of the Organization, the environment in which it operates, the purposes specified in its corporate documents and its application for tax-exempt status, and any limits resulting from contractual agreements with creditors and other that are entered into in the course of its operations.

Temporarily restricted net assets are resources that are restricted by a donor for use for a particular purpose or in a particular future period. The Organization’s unspent contributions are reported in this class if the donor limited their use, as are promised contributions that are not yet due.

Contributions of property and equipment or cash restricted to acquisition of property and equipment are reported as temporarily restricted net assets if the donor has restricted the use of the property or equipment to a particular program. If donors specify a length of time over which the property or equipment must be used, the restrictions expire evenly over the required period. Absent that type of restriction for use, the Organization considers the restriction met when the assets are placed in service.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

When a donor's restriction is satisfied, either by using the resources in the manner specified by the donor or by the passage of time, the expiration of the restriction is reported in the financial statements by reclassifying the net assets from temporarily restricted to unrestricted net assets.

Permanently restricted net assets consist of donor restricted contributions, which are required to be held in perpetuity. Income from the assets held is available for either general operations or specific purposes, in accordance with donor stipulations. HLI does not have any permanently restricted net assets at September 30, 2016.

Use of Estimates

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. On an ongoing basis, management evaluates the estimates and assumptions based on new information. Management believes that the estimates and assumptions are reasonable in the circumstances; however, actual results could differ from those estimates.

Income Tax Status

Human Life International, Inc. is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, Human Life International, Inc. qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

HLI Endowment, Inc. is exempt from federal income tax under Section 501(c)(2) of the Internal Revenue Code, which exempts corporations organized for the exclusive purpose of holding title to property, collecting income therefrom, and turning over the entire amount thereof, less expenses, to Human Life International, Inc.

Cash and Cash Equivalents

For purposes of the Statements of Cash Flows, the Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Receivables

Receivables are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollected amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to the receivable. At September 30, 2016, management believes that outstanding balances are fully collectible, and there is no valuation allowance.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (Continued)

Inventory

Inventories are stated at the lower of cost or net realizable value. Cost is determined by the first-in, first-out method. When evidence exists that the net realizable value of inventory is lower than its cost, the difference is recognized as a loss in the statement of activities in the period in which it occurs.

Inventory consists of publications, CDs and DVDs. The inventory includes literature that is donated by the Organization to others. The reserve for obsolete inventory at September 30, 2016 was \$29,307.

Property and Equipment

All acquisitions of property and equipment in excess of \$500 and all expenditures for repairs, maintenance, renewals and betterments that materially prolong the useful lives of assets are capitalized. Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets.

When property and equipment are retired or otherwise disposed of, the cost and accumulated depreciation are removed from the accounts and any resulting gain or loss is included in the activities for the respective period.

Deferred Revenue

Deferred revenue represents rent payments received for the next fiscal year.

Donated Services

No amounts have been reflected in the financial statements for donated services. The Organization generally pays for services requiring specific expertise. However, many individuals volunteer their time and perform a variety of tasks that assist the Organization with specific assistance programs.

Expense Allocation

The costs of providing various programs and other activities have been summarized on a functional basis in the Statement of Activities and in the Statement of Functional Expenses. Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function, but provide for the overall support and direction of the Organization.

Advertising

The Organization expenses all advertising costs as incurred. The Organization incurred \$15,523 in advertising expense as of September 30, 2016.

2. CASH CONCENTRATIONS:

The Organization maintains its cash accounts at financial institutions in Virginia, which are insured by the FDIC up to \$250,000 per institution. At September 30, 2016, the cash balances did not exceed FDIC coverage.

3. INVESTMENTS:

The portfolio of investments is carried at fair market value using a level one measurement. For donated investments, cost is determined to be fair market value at the date of gift.

The primary investment financial objective of the Organization is to preserve the funds' capital (adjusted for inflation). The secondary investment financial objective is to optimize investment earnings.

Market values and net unrealized gains and losses pertaining to the investment portfolio are as follows:

	<u>September 30, 2016</u>		
	<u>Cost</u>	<u>Recorded Value (Level 1)</u>	<u>Unrealized Appreciation (Depreciation)</u>
Cash	\$ 255 745	\$ 255 745	\$ -
Equities	354 477	371 851	17 374
U.S. Treasuries	20 900	21 319	419
Real estate investment trusts	86 113	92 743	6 630
Corporate bonds	224 286	216 433	(7 853)
Mortgage pools	56 974	40 984	(15 990)
Mutual funds	129 957	140 213	10 256
Exchange traded products	16 757	17 800	1 043
	<u>\$ 1 145 209</u>	<u>\$ 1 157 088</u>	<u>\$ 11 879</u>

Investment return for the year ended September 30, 2016 consists of the following:

Dividends	\$ 14 316
Interest	20 841
Investment fees	(14 000)
Foreign taxes	(80)
Realized gains (losses)	(5 810)
Unrealized gains (losses)	46 549
	<u>\$ 61 816</u>

4. PENSION PLAN:

HLI has a 401(k) profit-sharing plan covering all eligible employees. Employees may participate in employer discretionary contributions once they have reached age 21 and completed 12 months of service. Participants are 100% vested in employee contributions, and a vesting schedule applies to employer contributions. Retirement benefits are payable beginning at age 65. The plan provides for discretionary annual employer contributions. HLI did not make any contributions for the year ended September 30, 2016.

5. PROPERTY AND EQUIPMENT:

Property and equipment consist of the following:

		Depreciable Lives
Buildings	\$ 5 147 915	39 years
Computer systems	200 403	3 years
Furniture and fixtures	953 926	5-15 years
Land	224 447	
Leasehold improvements	575 737	10-31.5 years
Vehicles	<u>79 308</u>	7 years
	7 181 736	
Less: accumulated depreciation	<u>(4 102 512)</u>	
Net Property and Equipment	<u>\$ 3 079 224</u>	

Depreciation expense was \$188,584 for the year ended September 30, 2016.

6. SPLIT-INTEREST AGREEMENTS:

The Organization established a charitable gift annuity program in which donors make irrevocable gifts to the Organization and receive an annuity payment for their lifetime, their named beneficiary's lifetime, or jointly. The payments to the individuals are based on rates suggested by the American Council on Gift Annuities, and the lifetime annuity obligations are determined by State Street Global Advisors using the Annuity 2000 CM table with an assumed rate of interest ranging from 4.4% to 9.7%. The differences between the fair value of the assets transferred by the donor and the lifetime annuity obligation (that is, the gift portions) are recognized as contributions are received. The obligation to make payments to the annuitants is a general liability of the Organization. On an annual basis, the Organization re-measures the estimated fair market value of the annuity payable based on applicable mortality tables. Any adjustments to the fair market value are reported as a change in value of split-interest agreements.

6. SPLIT-INTEREST AGREEMENTS: (Continued)

Annuities payable at September 30, 2016 are summarized as follows:

Beginning balance	\$ 777 696
New charitable gift annuities received	14 376
Payments made to annuitants	(100 643)
Change in value of split-interest agreement	<u>69 785</u>
Total annuities payable	761 214
Less: Current portion	<u>101 521</u>
Annuities payable, net of current portion	<u>\$ 659 693</u>

7. LEASES:

The Organization leases office space to tenants under non-cancelable operating leases with terms of one to three years. The following is a schedule by years of future minimum rentals to be received under the leases at September 30, 2016:

<u>Year Ending September 30</u>	
2017	\$ 151 696
2018	125 846
2019	<u>10 060</u>
	<u>\$ 287 602</u>

8. TEMPORARILY RESTRICTED NET ASSETS:

Restrictions placed by donors limit the expendability of the Organization's resources. The limitations placed by donors are as follows:

	September 30, 2016			
	Beginning Restricted	Total Contributions	Restrictions Satisfied	Ending Restricted
Africa	\$ 1 600	\$ -	\$ -	\$ 1 600
African billboard campaign	2 285	-	-	2 285
Africa radio campaign	1 320	-	-	1 320
Columbia	300	-	-	300
Dominican Republic	12	-	-	12
Ecuador	400	-	-	400
Fetal Model	19	-	-	19
Francophone Africa	14 354	42 693	(12 366)	44 681
International prayer congree	16	-	-	16
Irish 4D Ultrasound	160	-	-	160
Irish Media	116	-	-	116
Liberia	80	-	-	80
Latin America - Firewall	-	756	-	756
Mongolia	32	-	-	32
Picture of St. Teresa	2 667	2 331	(4 998)	-
Poland	-	1 000	-	1 000
Regional Coordinators Program	-	12 500	-	12 500
Seminarians	945	12 160	-	13 105
South America	-	36	-	36
Spiritual treasury	-	10	-	10
Switzerland	400	200	-	600
Togo	3 181	-	-	3 181
Uganda	-	500	-	500
United Kingdom	115 319	-	-	115 319
	<u>\$ 143 206</u>	<u>\$ 72 186</u>	<u>\$ (17 364)</u>	<u>\$ 198 028</u>

9. FAIR VALUE MEASUREMENTS:

Fair values of assets measured on a recurring basis at September 30, 2016:

	Fair Value	Quoted in active markets for identical assets/liabilities (Level 1)	Significant other observable inputs (Level 2)	Significant unobservable inputs (Level 3)
Cash and cash equivalents	\$ 255 745	\$ 255 745	\$ -	\$ -
Equities	371 851	371 851	-	-
U.S. Treasuries	21 319	-	21 319	-
Real estate investment trusts	92 743	-	92 743	-
Corporate bonds	216 433	-	216 433	-
Mortgage pools	40 984	-	40 984	-
Mutual funds	140 213	140 213	-	-
Exchanged traded products	17 800	-	17 800	-
Total Investments	<u>\$ 1 157 088</u>	<u>\$ 767 809</u>	<u>\$ 389 279</u>	<u>\$ -</u>

Promises to give and bequests receivable are reported at net realizable value if at the time the promise is made payment is expected to be received in one year or less. All current receivables are expected to be received in one year or less.

FASB ASC 820-10 regarding fair value measurements clarifies the definition of fair value for financial reporting and established three-tier hierarchy as a framework for measuring fair value, which requires an entity to give the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements) when measuring fair value. The standard also requires additional disclosure about the use of fair value measurements.

Fair value is defined as the price to sell an asset or transfer a liability between market participants as of the measurement date. The three levels of the fair value hierarchy under this standard are as follows:

- Level 1 – Inputs are unadjusted quoted prices for identical instruments in active markets.
- Level 2 – Inputs are inputs other than quoted prices included within Level 1 that are directly or indirectly observable, such as quoted prices for similar instruments in active markets, or quoted prices for identical or similar instruments in inactive markets.
- Level 3 – Inputs are unobservable inputs in which little or no market data exists, therefore requiring an entity to develop its own assumptions, such as valuations derived from techniques in which one or more significant value drivers are observable.

10. RELATED PARTY:

The Organization rents office space to a member of the board of directors. Total rents charged during the year ended September 30, 2016 were \$10,214, and \$9,859 is receivable at September 30, 2016.

11. CONTINGENCIES:

The Organization was a defendant in a complaint initiated in 2012. During the fiscal year ended September 20, 2016, the plaintiff failed to take the necessary action to advance the case, and as a result the case was terminated. The Organization does not believe it will incur any possible loss from this complaint in the future.

12. SUBSEQUENT EVENTS:

Management has evaluated subsequent events through the date which the financial statements were available to be issued.

	Human Life International, Inc.			HLI Endowment, Inc.			Eliminations	Total
	Unrestricted	Temporarily Restricted	Subtotal	Unrestricted	Temporarily Restricted	Subtotal		
SUPPORT AND REVENUE:								
Contributions	\$ 2 624 252	\$ 97 536	\$ 2 721 788	\$ -	\$ -	\$ -	\$ -	\$ 2 721 788
In-kind contributions	8 471	-	8 471	-	-	-	-	8 471
Rental income	5 567	-	5 567	136 892	-	136 892	-	142 459
Investment income	61 816	-	61 816	-	-	-	-	61 816
Change in Value of Split-Interest Agreements	(69 785)	-	(69 785)	-	-	-	-	(69 785)
Other income	4 716	-	4 716	-	-	-	-	4 716
Total before Merchandise Sales	2 635 037	97 536	2 732 573	136 892	-	136 892	-	2 869 465
Merchandise sales	37 344	-	37 344	-	-	-	-	37 344
Cost of goods sold	(31 123)	-	(31 123)	-	-	-	-	(31 123)
Merchandise Sales, Net	6 221	-	6 221	-	-	-	-	6 221
Net assets released from restrictions:								
Restrictions satisfied by payments	42 714	(42 714)	-	-	-	-	-	-
TOTAL REVENUES, GAINS AND SUPPORT	2 683 972	54 822	2 738 794	136 892	-	136 892	-	2 875 686
EXPENSES AND LOSSES:								
Net loss on property and equipment	19 900	-	19 900	-	-	-	-	19 900
Program services:								
General mission	1 313 666	-	1 313 666	-	-	-	-	1 313 666
Education	172 977	-	172 977	-	-	-	-	172 977
Communications	232 743	-	232 743	-	-	-	-	232 743
Supporting services:								
Management and general	488 851	-	488 851	123 859	-	123 859	-	612 710
Fundraising	354 420	-	354 420	-	-	-	-	354 420
TOTAL EXPENSES AND LOSSES	2 582 557	-	2 582 557	123 859	-	123 859	-	2 706 416
CHANGE IN NET ASSETS	101 415	54 822	156 237	13 033	-	13 033	-	169 270
NET ASSETS AT BEGINNING OF YEAR	2 737 008	143 206	2 880 214	730 525	-	730 525	-	3 610 739
NET ASSETS AT END OF YEAR	\$ 2 838 423	\$ 198 028	\$ 3 036 451	\$ 743 558	\$ -	\$ 743 558	\$ -	\$ 3 780 009

(See Independent Auditor's report.)