

2017

 GlobalGiving
Annual Report



2017

YEAR IN REVIEW

Since 2002, more than 741,136 donors have given \$315 million to 18k+ projects in 170 countries. 2017 was our most successful year yet:

\$65.9M
raised

3,953
organizations funded

355K
donations

Championing locally driven disaster relief

2017 brought an unprecedented string of disasters—in four weeks from August to September, eight major disasters struck around the world. But the GlobalGiving community proved how powerful the crowd can be. We raised \$27M from 119,425 people who believe in community-led disaster relief.



Hurricane Maria

GlobalGiving raised \$10.8M from 47.5k donors, funding 27 local organizations after the storm.

Jake's Diapers alone raised \$92,271 for families in Puerto Rico struggling to care for their babies in the wake of the hurricane.



Famine

20M people were affected by drought and famine across Africa and the Middle East this year. Inspiring changemakers like **Fatuma Abdulkadir Adan** are reducing suffering in their communities and building resilience against drought for the long term.



Rohingya Refugee Crisis

The **HOPE Foundation** is one of several partners responding to the mass exodus of more than 640,000 Rohingya refugees from Myanmar, in a crisis that has been described as “textbook ethnic cleansing.” Dr. Iftikher Mahmood, HOPE’s founder, is helping mothers on the run heal.



Accelerating Community-led Change

- We added more than 400 new organizations and six new countries to GlobalGiving in 2017, and we're excited to introduce the **"Help raise awareness about animal rights in Sweden"** project, our first in the country!
- Facebook's 2 billion users will now be able to assist disaster victims through a **GlobalGiving-powered "Crisis donate button."**
- We published more than 150 articles, case studies, and videos in our **Learn Library**, an online resource center for nonprofits, companies, and donor funded in 2017 by the Bill & Melinda Gates Foundation.

Driving research and innovation

In partnership with leading foundations, companies, and institutions, GlobalGiving explored the latest theories in aid and philanthropy, making it easier for our nonprofits partners to apply the very best learnings to their world-changing work and amplify their impact in communities around the world.

- GlobalGiving teamed up with DonorsChoose.org, Kiva, and Harvard Business School researchers to learn more about what inspires donors to support nonprofits through recurring gifts. **See what we learned.**
- Joining forces with The Omidyar Network and Feedback Labs, GlobalGiving compiled a seminal paper that identified under what conditions information is empowering, to be released in early 2018.
- In collaboration with The Conference Board, GlobalGiving published **"The Future of Disaster Philanthropy,"** a prescient research paper that outlines major barriers and opportunities for disaster relief and reduction in the age of climate change.

Thank You

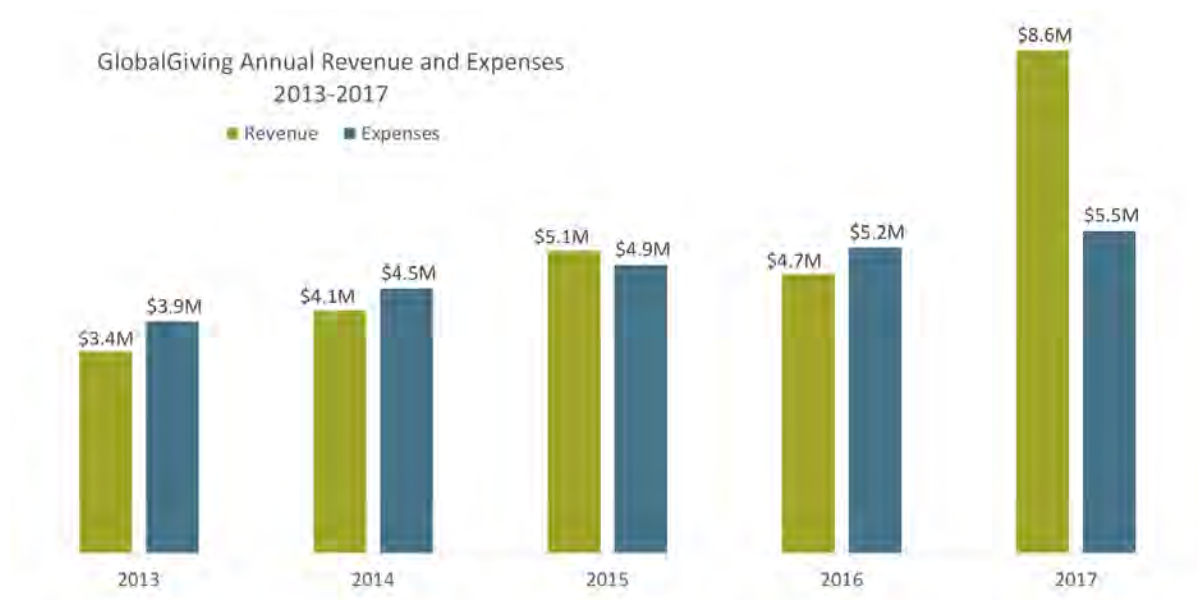
for believing that anyone, anywhere, has the power to change the world.





Since 2002, more than 741,136 donors have given \$315 million to 18k+ projects in 170 countries.

2017 was our most successful year yet with \$65.9M raised from 355k donations for 3,953 organizations. We are proud to share some of our latest achievements in this report.



Select Programs + Activities

GG Rewards

In 2017, we continued to iterate on the system designed to recognize and reward our nonprofit partners for their efforts to learn and grow their impact—GG Rewards. We:

- Built public-facing badges to translate GG Rewards status to the public in the browse and search features;
- Integrated GG Rewards and effectiveness training into onboarding campaigns for new partners; and
- Integrated GG Rewards status information into our Annual Statement to our project leaders for their stakeholders (*see the last page of this document for an example of the email nonprofit partners received*).

We have partnered with Charity Navigator to experiment with displaying GG Rewards and GG badge information on our partners' Charity Navigator profiles. Users of Charity Navigator (by far the most influential charity rating site, in our experience) are a self-selected cohort of donors who actually do research before giving. Charity Navigator is also adding GuideStar and Classy information and nonprofits can choose which to feature. The experiment launched on #GivingTuesday (November 28th) and affects approximately 200 of our partners (you have to be a US-based organization of a certain size to be on Charity Navigator). We see this as an opportunity for GG Rewards data to be validated on the same stage as GuideStar and Classy and an opportunity for us to learn whether a particular segment of donors can be incentivized to action when presented with additional information about an organization's performance. Initial indications are that the GG Rewards data appears to spur greater giving, but this will need further testing to be a robust result.

We also carried out a number of experiments designed to increase engagement with GG Rewards. We started sharing GG Rewards at the very beginning of a nonprofit organization's relationship with us (rather than after they had earned a permanent spot on our site). We created a Top 10 designation for those organizations with the highest number of effectiveness points (and gave organizations an opportunity to compete for the designation—see more on this program below). Finally, we also conducted an analysis of the current GG Rewards user experience to identify areas of improvement by surveying our partners. These improvements are paying off and more organizations are engaging with GG Rewards. In 2017, 53% of GlobalGiving partners gained effectiveness points, compared to 45% in 2016.¹

Launch of Learn Library

GlobalGiving launched a new section of our website—the [Learn Library](#)—in January 2017. Learn is a dynamic library with free tips, tools, and resources to help organizations and funders learn and improve. It is also a lead generation tool to acquire more nonprofit partners. The site is funded in part by the Bill & Melinda Gates Foundation and features content that was earlier only available within the GG Rewards section for project leaders, and other material sourced from the GlobalGiving community. To date, we've published more than 150 articles, case studies, and videos.

¹ Note that all GG Rewards points expire, so that the growth in the cohort of partners with net point gains reflects sustained engagement.

Accelerator Success

GlobalGiving's onboarding program to drive more organizations to the platform and increase the online fundraising capabilities of nonprofit leaders around the globe had a record-breaking year. In 2017, the Accelerator mobilized approximately 2,000 nonprofits to raise \$2.9 million. In all, 428 organizations from over 70 countries secured partner status and joined GlobalGiving. Both the volume total and the number of new partners exceeded every previous onboarding year in GlobalGiving's history. In 2017, we spent a great deal of effort building community within these small Accelerator cohorts. Successful community building tactics will be implemented at scale within the larger GlobalGiving community in 2018. This year, the Accelerator also expanded beyond accepting donations exclusively in USD. After integrating with our sister organization in the UK in January, Accelerator participants could solicit donations in USD and GBP and receive tax benefits in both countries. Additionally, through a budding partnership with Impact Guru, Indian organizations can now solicit local donations in rupees in the Accelerator campaign.

Other Program Highlights



GG Driven Funds

GlobalGiving drove \$14.7M in extra driven to our nonprofit community in 2017. Our team works hard to drive extra funding to nonprofits in the form of matching funds, promotions, and corporate donations.



Fail Forward

This year, 58 of our project partners participated in our annual Fail Forward contest. The team at Women Inspiration Development Center knew that failure is key to their growth as an organization. So, when men in their community started speaking out against their work, they saw an opportunity to rethink their approach. It also allowed them to win the 2017 Fail Forward prize.



New Projects in New Countries

We added over 400 new organizations and 2,000 projects in 6 new countries in 2017. We're excited to introduce the [***"Help raise awareness about animal rights in Sweden"***](#) project, our first in the country.



Going Global

On January 10, 2017, GlobalGiving launched a location-aware, multi-currency donation platform and decommissioned the previously stand-alone GlobalGiving UK website. The launch and decommissioning was the culmination of an 18 month process whereby we moved from being two parallel entities to being as much of an integrated entity as the two different legal and regulatory environments allow. The intention of the US/UK alignment is to have GlobalGiving operate, as far as possible and practicable, as a global, integrated, and unified organization, regardless of structure and jurisdiction.

Our goal now is to make the infrastructure we have built more available to community philanthropy actors in India, South Africa, Kenya, and other countries. As previously discussed, organizations that meet GlobalGiving's due diligence criteria can now launch campaigns on Impact Guru, an Indian crowdfunding platform. Indian donors can fund those campaigns with Indian bank transfers, Indian credit and debit cards, or international credit cards.

New Foundation Partners

The John Templeton Foundation

GlobalGiving, together with DonorsChoose.org and Kiva, partnered with Michael Norton and Oliver Hauser at the Harvard Business School to explore how fundraising appeals could be structured in a way that they engage donors (or Kiva lenders) and increase donations. Our previous research suggested that people are motivated to complete tasks when they're framed as part of a "pseudo-set"—pictured as wedges of a pie chart that fill in with each task completed, for example. Inspired by this idea, we ran a large-scale field experiment across the three nonprofit crowdfunding platforms to test the effect of "pseudo-set" framing in fundraising. While we found a significant effect on donations from pseudo-set framing in GlobalGiving and DonorsChoose.org we did not find a similar effect vis-à-vis lenders on Kiva. We don't know why this is so, but we hope to find out in future experiments. It appears that framing donation appeals as part of a larger set is helpful for some organizations. We think that the results can be more powerful if the context and the pseudo-set are presented well. The data from this experiment show that pseudo-sets (the more creative, the better) have the potential to make the donation experience more engaging for donors and help organizations retain their donor base. These are hypotheses that we will continue to test.

Omidyar Network

Joining forces with The Omidyar Network and Feedback Labs, GlobalGiving compiled a paper, "Under What Conditions Is Information Empowering?"² that identified criteria for effective advocacy and awareness campaigns, which will be released in early 2018.

Raikes Foundation

With the help of funding from the Raikes Foundation, we launched a pilot Top 10 List in October 2017. The list featured 15 of the top-performing organizations alongside free downloadable tools which other nonprofits can use to achieve similar results. Our team used the pilot to determine whether a list could incentivize learning (through our GG Rewards system), and also to test possibilities for integrating GG Rewards with our Learn Library. The most important wins for the project were: increased partner engagement with GG Rewards, nonprofit partner retention, funding for partners, content marketing downloads and email list acquisition, and brand awareness of GlobalGiving as an impact driver. The main goal of this MVP (minimum viable product) was to help us determine whether to repeat the List next year, and/or whether to go take it to scale. We determined that we will do it again next year, but we'd aim for about half the time (now that we've made the initial start-up investments).

² An embargoed copy, which was shared with you in January 2018.

Disasters in 2017

2017 brought an unprecedented string of disasters—in four weeks from August to September, eight major disasters struck around the world, including hurricanes, earthquakes, and floods. But the GlobalGiving community proved how powerful the crowd can be. We raised \$27M from 119,425 people who believe in community-led disaster relief. Below are some of our community's most powerful stories:



Hurricane Maria

GlobalGiving raised \$10.8M from 47.5k donors, funding 27 local organizations after the storm. Jake's Diapers alone raised \$92,271 for families in Puerto Rico struggling to care for their babies in the wake of the hurricane.



Famine

20M people were affected by drought and famine across Africa and the Middle East this year. Inspiring changemakers like [Fatuma Abdulkadir Adan](#) from The Horn of Africa Development Initiative are not only reducing suffering in their communities in the short term, but building resilience against drought for the long term.



Rohingya Refugee Crisis

The HOPE Foundation for Women & Children of Bangladesh is one of several GlobalGiving partners responding to the mass exodus of more than 640,000 Rohingya refugees from Myanmar to Bangladesh, in a crisis that has been described as “textbook ethnic cleansing.” Dr. Iftikher Mahmood, the founder of HOPE, is doing everything he can to help mothers on the run heal.



Facebook's Crisis Donate Button

Facebook's 2 billion users are able to assist disaster victims through a GlobalGiving-powered “Crisis donate button.” The button makes it possible for Facebook users to help communities after any safety check is activated in response to a natural disaster. Read more about this powerful new partnership [here](#).

Our Doers

GlobalGiving helps nonprofits thrive by providing tools and resources they need to more effectively support their communities. Below are three recent stories from our outstanding partners.



Jeunesse en Reconstruction du Monde en Destruction

Ten-year-old Kevin Nindereye suffered from a severe heart defect called hypoplastic right ventricle and had been hospitalized for acute heart failure multiple times. If untreated, most children with Kevin's condition die very early in life. Prosper Ndabishuriye, who runs the [nonprofit school](#) for orphans and vulnerable children that Kevin attends, realized how dire Kevin's condition was in late December 2016, and took to Facebook. Prosper rallied some of his school's most dedicated donors, including Kim and Dan from the United States and Dan's employer matched his very generous donation through GlobalGiving.



Coalition for the Homeless of Houston/Harris County

After Hurricane Harvey, many affected families weren't eligible for FEMA assistance because they didn't have flood insurance. The Coalition team recruited landlords in Houston to let survivors rent their apartments for at least six-months via Coalition-provided rental coupons. In total, they were able to find 400 homes for survivors who had nowhere to go after the storm.



Community Health, Housing and Social Education

CHHASE runs programs to support people who live in marginalized communities in India. Recently they noticed a large drop-out rate in a project area school. By speaking with the children, they found that many students wanted to learn, but weren't able to complete their homework at home because they didn't have the support they needed. CHHASE listened and realized the need for after school education. They've started after school programs and now nearly 1200 children attend regularly and the drop-out rate in their project area is virtually zero.



Where We're Headed

As you can see above, 2017 was our most successful year to date. It positions us well for 2018, which is slated to be a year of transition, as we plan on recruiting a new CEO to take over the organization from Mari. This will be the first time GlobalGiving will be led by someone other than a founder, so it will be an unprecedented change, but also an immense opportunity to attract a new leader. There will be a period of transition, to be sure, but our financial projections for 2018 and beyond look sound, so that we can prioritize any funding over and above our revenues to be targeted for innovation and sustainable growth.

Cover Photo: *Educational opportunities in Kenya & Uganda*, a project by Education Partnerships Africa

Hi Twesigye,

Congratulations on a great year! We are thrilled that The Nyaka AIDS Orphans Project is an active member of the GlobalGiving community with a **GG Rewards** Superstar status as of December 31st, 2017. As part of Gratitude Week celebrating you, our partners at GlobalGiving, we're proud to share some highlights from our past year together.

In 2017, your organization...

Raised

\$31,099

on GlobalGiving to fund your vital work, **\$14,829** of which was driven by the GlobalGiving team through bonus prizes, matching money, corporate partnerships, gift card redemptions, and/or our marketing efforts (this figure includes all donations regardless of currency). GlobalGiving drove more funds to your organization than we charged in fees, making your effective fee **0%**.

Activated

102

donors to support your work on GlobalGiving.

Raised an average of

\$77

from each donation this year.

Raised

\$10,208

in recurring donations from **29** monthly donors.

Earned a combined **Net Promoter Score** of

79

...which is calculated using the cumulative donor feedback on your project reports.

Participated in

14

GlobalGiving campaigns and contests.

Demonstrated your commitment to building organizational effectiveness by earning

4

Effectiveness Points in GG Rewards for Listening, Acting, Learning, and Repeating.

Earned

1,440

page views on your project pages, which was **2X** better than the typical nonprofit on GlobalGiving.

Was promoted in

GlobalGiving's marketing

...including mentions in **Through Foreign Aid, We All Win** and **10 Inspirational Videos About People Solving The World's Biggest Problems**.

We know that this is just some of **the great work that you led in 2017**—and we're honored to be a part of it!

In celebration of your hard work, we created these badges for you to post on your organization's website, social media, email signature, and more. Right-click the badge below to download a copy to share.



Using your selected badge, you can share with the world that your organization has been vetted by GlobalGiving, was actively engaged in our community and was a top-ranked organization in 2017! We hope that publicly sharing your badge will help your organization continue to gain the recognition that you deserve as a trusted partner and change-maker in the world.

Thank you for your partnership—we look forward to our journey together in the year ahead!

Warmly,
Emily + the GlobalGiving Team



Email Preferences · Unsubscribe

Sample Annual Statement for Nonprofit Partners

GlobalGiving Board Members 2017

Laura Callanan, Chairperson

Brian Walsh, Vice Chair

Dennis Whittle, Secretary

A.J. Wasserstein, Treasurer

Shawn d'Aguiar

Bob Sims

Jackson Twesigye Kaguri

Maulik Doshi

Suhas Apte

CONSOLIDATED FINANCIAL STATEMENTS

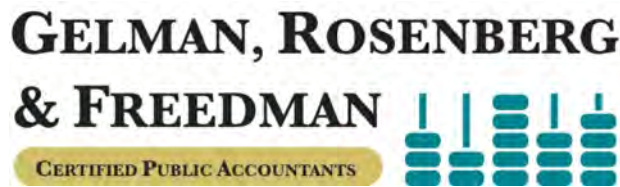
**GLOBALGIVING FOUNDATION, INC.
AND SUBSIDIARY**

**FOR THE YEAR ENDED DECEMBER 31, 2017
WITH SUMMARIZED CONSOLIDATED
FINANCIAL INFORMATION FOR 2016**

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

CONTENTS

	PAGE NO.
INDEPENDENT AUDITOR'S REPORT	2 - 3
EXHIBIT A - Consolidated Statement of Financial Position, as of December 31, 2017, with Summarized Consolidated Financial Information for 2016	4
EXHIBIT B - Consolidated Statement of Activities and Change in Net Assets, for the Year Ended December 31, 2017, with Summarized Consolidated Financial Information for 2016	5
EXHIBIT C - Consolidated Statement of Cash Flows, for the Year Ended December 31, 2017, with Summarized Consolidated Financial Information for 2016	6
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS	7 - 14



INDEPENDENT AUDITOR'S REPORT

To the Board of Directors
GlobalGiving Foundation, Inc. and Subsidiary
Washington, D.C.

We have audited the accompanying consolidated financial statements of the GlobalGiving Foundation, Inc. and Subsidiary, which comprise the consolidated statement of financial position as of December 31, 2017, and the related consolidated statements of activities and change in net assets 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 consolidated 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 did not audit the financial statements of GlobalGiving UK, a subsidiary, which statements reflect total assets of \$1,385,350 as of December 31, 2017 and total revenue of \$2,794,381 for the year ended December 31, 2017. Those statements were audited by other auditors whose report has been furnished to us, and our opinion, insofar as it relates to the amounts included for GlobalGiving UK, is based solely on the report of the other auditors. 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.

4550 MONTGOMERY AVENUE • SUITE 650 NORTH • BETHESDA, MARYLAND 20814
(301) 951-9090 • FAX (301) 951-3570 • WWW.GRFCPA.COM

MEMBER OF CPAMERICA INTERNATIONAL, AN AFFILIATE OF HORWATH INTERNATIONAL
MEMBER OF THE AMERICAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS' PRIVATE COMPANIES PRACTICE SECTION

Opinion

In our opinion, based on our audit and the report of other auditors, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of the GlobalGiving Foundation, Inc. and Subsidiary as of December 31, 2017, and the consolidated change in their net assets and their consolidated 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 the GlobalGiving Foundation, Inc. and Subsidiary's 2016 consolidated financial statements, and we expressed an unmodified audit opinion on those audited consolidated financial statements in our report dated November 7, 2017. The financial activity of GlobalGiving UK included in those financial statements was audited by other auditors, whose report dated September 21, 2017 was furnished to us, and our opinion, insofar as it related to the amounts included for GlobalGiving UK, was based solely on the report of the other auditors. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited consolidated financial statements from which it has been derived.

A handwritten signature in cursive script that reads "Gelman Rosenberg & Friedman".

October 29, 2018

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENT OF FINANCIAL POSITION
AS OF DECEMBER 31, 2017
WITH SUMMARIZED CONSOLIDATED FINANCIAL INFORMATION FOR 2016

ASSETS

	<u>2017</u>	<u>2016</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 34,302,684	\$ 15,535,769
Receivables	4,530,786	1,997,192
Pledges and grants receivable	-	541,534
Prepaid expenses and other assets	<u>110,205</u>	<u>93,864</u>
Total current assets	<u>38,943,675</u>	<u>18,168,359</u>
FIXED ASSETS		
Fixed assets, net of accumulated depreciation and amortization of \$859,943 and \$791,887 for 2017 and 2016, respectively	<u>515,327</u>	<u>667,603</u>
OTHER ASSETS		
Other assets - Trademark	<u>311,487</u>	<u>311,487</u>
TOTAL ASSETS	<u>\$ 39,770,489</u>	<u>\$ 19,147,449</u>

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES		
Loan payable	\$ -	\$ 80,000
Accounts payable and accrued expenses	210,965	145,355
Accrued payroll liabilities	50,736	306,250
Project distributions payable	256,092	-
Deferred revenue	289,988	1,821
Deferred rent	76,141	67,540
Other current liabilities	<u>4,006</u>	<u>4,006</u>
Total current liabilities	<u>887,928</u>	<u>604,972</u>
NON-CURRENT LIABILITIES		
Deferred rent	616,529	692,290
Loan payable	<u>-</u>	<u>400,000</u>
Total non-current liabilities	<u>616,529</u>	<u>1,092,290</u>
Total liabilities	<u>1,504,457</u>	<u>1,697,262</u>
NET ASSETS		
Unrestricted	4,856,130	2,081,172
Temporarily restricted	<u>33,409,902</u>	<u>15,369,015</u>
Total net assets	<u>38,266,032</u>	<u>17,450,187</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 39,770,489</u>	<u>\$ 19,147,449</u>

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2017
WITH SUMMARIZED CONSOLIDATED FINANCIAL INFORMATION FOR 2016**

	2017			2016
	Unrestricted	Temporarily Restricted	Total	Total
SUPPORT AND REVENUE				
Grants	\$ 532,008	\$ 337,500	\$ 869,508	\$ 1,348,291
Project contributions	5,946,053	62,288,664	68,234,717	41,319,297
Professional services	1,571,060	-	1,571,060	1,388,035
Interest income	507	-	507	1,186
Contributed services	-	-	-	13,522
Other revenue	120,363	-	120,363	69,437
Rental income	-	-	-	8,678
Net assets released from donor restrictions	<u>44,645,615</u>	<u>(44,645,615)</u>	<u>-</u>	<u>-</u>
Total support and revenue	<u>52,815,606</u>	<u>17,980,549</u>	<u>70,796,155</u>	<u>44,148,446</u>
EXPENSES				
Project distributions	43,259,806	-	43,259,806	36,186,926
Salaries and benefits	4,770,019	-	4,770,019	5,235,036
Professional fees and services	496,716	-	496,716	541,621
Systems and communications	402,316	-	402,316	361,822
Legal and registration fees	110,590	-	110,590	168,584
Field services	54,765	-	54,765	30,902
Travel	136,411	-	136,411	185,827
Rent	303,438	-	303,438	340,055
Supplies, printing and reproduction	60,081	-	60,081	88,862
Depreciation and amortization	183,454	-	183,454	218,823
Insurance	29,888	-	29,888	29,380
Subscriptions and publications	36,596	-	36,596	47,922
Meetings and conventions	62,840	-	62,840	140,053
Loss on disposal of fixed assets	2,083	-	2,083	2,710
Interest expense	7,145	-	7,145	-
Other	<u>141,109</u>	<u>-</u>	<u>141,109</u>	<u>282,370</u>
Total expenses	<u>50,057,257</u>	<u>-</u>	<u>50,057,257</u>	<u>43,860,893</u>
Change in net assets before other item	2,758,349	17,980,549	20,738,898	287,553
OTHER ITEM				
Currency exchange rate gain (loss)	<u>16,609</u>	<u>60,338</u>	<u>76,947</u>	<u>(194,106)</u>
Change in net assets	2,774,958	18,040,887	20,815,845	93,447
Net assets at beginning of year	<u>2,081,172</u>	<u>15,369,015</u>	<u>17,450,187</u>	<u>17,356,740</u>
NET ASSETS AT END OF YEAR	<u>\$ 4,856,130</u>	<u>\$ 33,409,902</u>	<u>\$ 38,266,032</u>	<u>\$ 17,450,187</u>

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

CONSOLIDATED STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2017
WITH SUMMARIZED CONSOLIDATED FINANCIAL INFORMATION FOR 2016

	<u>2017</u>	<u>2016</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 20,815,845	\$ 93,447
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	183,454	218,823
Loss on disposal of fixed assets	2,083	2,710
(Increase) decrease in:		
Receivables	(2,533,594)	(236,484)
Pledges and grants receivable	541,534	208,466
Prepaid expenses and other assets	(16,341)	26,609
Deposits	-	13,389
Increase (decrease) in:		
Accounts payable and accrued expenses	65,610	(1,349)
Accrued payroll liabilities	(255,514)	222,104
Project distributions payable	256,092	-
Deferred revenue	288,167	(8,179)
Deferred rent	<u>(67,160)</u>	<u>(72,470)</u>
Net cash provided by operating activities	<u>19,280,176</u>	<u>467,066</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of fixed assets	<u>(33,261)</u>	<u>(45,422)</u>
Net cash used by investing activities	<u>(33,261)</u>	<u>(45,422)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from loan payable	-	480,000
Payment on long-term debt	<u>(480,000)</u>	<u>-</u>
Net cash (used) provided by financing activities	<u>(480,000)</u>	<u>480,000</u>
Net increase in cash and cash equivalents	18,766,915	901,644
Cash and cash equivalents at beginning of year	<u>15,535,769</u>	<u>14,634,125</u>
CASH AND CASH EQUIVALENTS AT END OF YEAR	<u>\$ 34,302,684</u>	<u>\$ 15,535,769</u>
SUPPLEMENTAL INFORMATION		
Interest Paid	<u>\$ 7,145</u>	<u>\$ -</u>

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

Organizations -

The GlobalGiving Foundation, Inc. (the Foundation) helps U.S. and non-U.S. based entities access philanthropic capital by making the connections between donors and implementers of charitable programs more efficient, more transparent, and therefore more likely. By providing a secure and transparent environment for giving, the Foundation simultaneously fosters social innovation by enabling new and unproven ideas to have a chance at success, and enables individuals and corporations to maximize their global philanthropy. The Foundation functions as a charitable, not-for-profit, non-stock corporation and has one class of voting members, which comprise the Board of Directors, consisting of seven members. The affairs and management of the Foundation are under the control of the Board of Directors.

GlobalGiving UK (GG UK) is an England and Wales registered charity under the English law and is limited by guarantee. GG UK's charitable objectives are to advance any purpose which is deemed to be exclusively charitable under English law. GG UK's principal activity is running the GlobalGiving.co.uk website, which enables individuals to support a range of charitable projects from all over the world, run by charities of all sizes based either overseas or in the UK. Donors to a specific project are automatically updated with the latest progress reports, therefore able to see the direct impact on the communities concerned. The Foundation is the sole company law member of GG UK, and as such, it has the right to change GG UK's constitution (known as its Memorandum and Articles of Association) and to appoint and remove trustees of GG UK.

Basis of presentation -

The accompanying consolidated financial statements are prepared on the accrual basis of accounting, which presents the financial position, activities and change in net assets and cash flows in accordance with FASB ASC 958-810, *Not-for-Profit Entities, Consolidation*.

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the GlobalGiving Foundation, Inc. and Subsidiary's consolidated financial statements for the year ended December 31, 2016, from which the summarized information was derived.

Basis of consolidation -

The accompanying consolidated financial statements reflect the activity of the GlobalGiving Foundation, Inc. and its wholly owned subsidiary, GlobalGiving UK. All intercompany transactions have been eliminated during consolidation.

Cash and cash equivalents -

The GlobalGiving Foundation, Inc. and Subsidiary consider all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, the Foundation maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)**

Cash and cash equivalents (continued) -

The Foundation receives website donations on behalf of over 5,600 pre-screened projects and makes remittances to those organizations on behalf of the donors. The terms of the website operator require these funds to be segregated from the Foundation's other funds.

As of December 31, 2017, these funds totaled \$30,862,779. The terms of a grant held by the Foundation require funds to be segregated from the Foundation's other funds. As of December 31, 2017, these funds totaled \$76,795.

At December 31, 2017, the Foundation had \$1,194,925 of cash and cash equivalents held at financial institutions in foreign countries. The majority of funds held in foreign countries is uninsured.

Accounts, pledges, and grants receivable -

Receivables and pledges receivable are recorded at their net realizable value, which approximates fair value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

Grants and support receivable represents amounts due from funding organizations for reimbursable expenses incurred in accordance with the grant agreements. Grant funding received in advance of incurring the related expenses is recorded as deferred revenue.

Fixed assets -

Fixed assets in excess of \$1,000 are capitalized and stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to seven years.

Leasehold improvements are amortized over the life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred. Depreciation and amortization expense for the year ended December 31, 2017 totaled \$183,454.

Impairment of long-lived assets -

Management reviews asset carrying amounts whenever events or circumstances indicate that such carrying amounts may not be recoverable. When considered impaired, the carrying amount of the assets is reduced, by a charge to Consolidated Statement of Activities and Change in Net Assets, to its current fair value.

Income taxes -

The Foundation -

The Foundation is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying consolidated financial statements. The Foundation is not a private foundation.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)

Income taxes (continued) -

GlobalGiving UK -

GG UK is exempt from United Kingdom income tax and corporation tax, provided that the money is used solely for charitable purposes. Accordingly, no provision for income taxes has been made in the accompanying consolidated financial statements.

Uncertain tax positions -

For the year ended December 31, 2017, the GlobalGiving Foundation, Inc. and Subsidiary have documented their consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the consolidated financial statements.

Project distributions payable -

Project distributions payable represent funds collected by GlobalGiving UK that are transferred to the Foundation to be disbursed to various charitable organizations. The revenue and expense are recorded within GlobalGiving UK's income statement and the Foundation serves as a pass-through organization.

Deferred revenue -

Deferred revenue consists of annual program management and setup fees received prior to being earned. The Foundation recognizes management fees on a pro-rata basis over the annual management period. The Foundation recognizes setup fees when the services are performed. Revenue recognized for these fees are included in professional services on the Statement of Activities.

Net asset classification -

The net assets of the GlobalGiving Foundation, Inc. and Subsidiary are reported in two self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of the Foundation and include both internally designated and undesignated resources.
- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of the Foundation and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Consolidated Statement of Activities and Change in Net Assets as net assets released from restrictions.

Contributions and grants -

Unrestricted and temporarily restricted contributions and grants are recorded as revenue in the year notification is received from the donor.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)**

Contributions and grants (continued) -

Temporarily restricted contributions and grants are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying consolidated financial statements.

Foreign currency translation -

The U.S. Dollar (Dollars) is the functional currency for the Foundation's worldwide operations. Transactions in currencies other than U.S. dollars are translated into dollars. Current assets and liabilities denominated in non-U.S. currency are translated into dollars at the exchange rate in effect at the date of the Consolidated Statement of Financial Position. Fluctuations in currency are reported on the Statement of Activities and Change in Net Assets as income (loss) and included in contributions.

Use of estimates -

The preparation of the consolidated financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Risks and uncertainties -

The GlobalGiving Foundation, Inc. and Subsidiary depend primarily on donations and grants to carry on their charitable activities; consequently, any change in giving patterns would affect the GlobalGiving Foundation, Inc. and Subsidiary's ability to fund their operations.

New accounting pronouncements not yet adopted -

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities* (Topic 958), intended to improve financial reporting for not-for-profit entities. The ASU will reduce the current three classes of net assets into two: with and without donor restrictions. The change in each of the classes of net assets must be reported on the Consolidated Statement of Activities and Change in Net Assets. The ASU also requires various enhanced disclosures around topics such as board designations, liquidity, functional classification of expenses, investment expenses, donor restrictions, and underwater endowments. The ASU is effective for years beginning after December 15, 2017. Early adoption is permitted. The ASU should be applied on a retrospective basis in the year the ASU is first applied. While the ASU will change the presentation of the Foundation's consolidated financial statements, it is not expected to alter the Foundation's reported financial position.

In June 2018, FASB issued ASU 2018-08, Not-for-Profit Entities (Topic 958): *Clarifying the Scope and Accounting Guidance for Contributions Received and Contributions Made*, which is intended to clarify and improve current guidance about whether a transfer of assets is an exchange transaction or a contribution.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION
(Continued)**

New accounting pronouncements not yet adopted (continued) -

The amendments in this ASU provide a more robust framework to determine when a transaction should be accounted for as a contribution under Subtopic 958-605 or as an exchange transaction accounted for under other guidance (for example, Topic 606). The amendments also provide additional guidance about how to determine whether a contribution is conditional or unconditional. The amendments in this ASU could result in more grants and contracts being accounted for as contributions than under previous GAAP. The ASU recommends application on a modified prospective basis; however, retrospective application is permitted. The Foundation has not yet decided on a transition method. The ASU is effective for years beginning after December 15, 2018.

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers* (Topic 606) (ASU 2014-09). The ASU establishes a comprehensive revenue recognition standard for virtually all industries under generally accepted accounting principles in the United States (U.S. GAAP) including those that previously followed industry-specific guidance. The guidance states that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The FASB issued ASU 2015-14 in August 2015 that deferred the effective date of ASU 2014-09 by a year thus the effective date is fiscal years beginning after December 15, 2018. Early adoption is permitted. The Foundation has not yet selected a transition method and is currently evaluating the effect that the updated standard will have on the consolidated financial statements.

In 2016, the FASB issued ASU 2016-02, *Leases* (Topic 842). The ASU changes the accounting treatment for operating leases by recognizing a lease asset and lease liability at the present value of the lease payments in the Consolidated Statement of Financial Position and disclosing key information about leasing arrangements. The ASU is effective for private entities for fiscal years beginning after December 31, 2019. Early adoption is permitted. The ASU should be applied at the beginning of the earliest period presented using a modified retrospective approach.

The Foundation plans to adopt the new ASUs at the required implementation dates.

2. LOAN PAYABLE

During 2016, the Foundation borrowed a total of \$480,000 from the David and Lucille Packard Foundation. The annual interest rate was 1.0%. In October 2017, the Foundation elected to pay the outstanding principal plus \$7,145 in interest. There were no subsequent draws on the loan, therefore, there is no outstanding loan balance as of December 31, 2017.

3. TEMPORARILY RESTRICTED NET ASSETS

The GlobalGiving Foundation, Inc. and Subsidiary's temporarily restricted funds are mostly comprised of donations received that will be used to provide benefits to specific charitable projects and have not yet been distributed to the sponsoring organizations.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

3. TEMPORARILY RESTRICTED NET ASSETS (Continued)

Temporarily restricted net assets consisted of the following at December 31, 2017:

Program Restricted:	
Foundation projects	\$ 32,349,070
Guarantee reserve	4,467
GG UK projects	<u>1,056,365</u>
TOTAL TEMPORARILY RESTRICTED NET ASSETS	<u>\$ 33,409,902</u>

4. NET ASSETS RELEASED FROM RESTRICTIONS

The following temporarily restricted net assets were released from donor restrictions by incurring expenses (or through the passage of time), which satisfied the restricted purposes specified by the donors:

Program Restricted:	
Foundation project distributions	\$ 42,008,893
GG UK projects	<u>2,636,722</u>
TOTAL NET ASSETS RELEASED FROM RESTRICTIONS	<u>\$ 44,645,615</u>

5. COMMITMENTS

Outsourced Services -

The Foundation contracts with Insperity as a full-service, outsourced human resources provider for the Foundation. The agreement will remain in effect until terminated. Either party may cancel this Agreement at any time by giving the other party thirty (30) days prior written notice.

6. RETIREMENT PLAN

The Foundation established the GlobalGiving Foundation, Inc. 401(k) Plan for the exclusive benefit of all eligible employees and their beneficiaries. To be eligible to make a salary deferral contribution and to receive a matching contribution, an employee must have completed a minimum of three months of service with 160 hours in each month. Each year, at the Foundation's discretion, a match may be a discretionary percentage allocated proportionate to an employee salary deferrals, flat dollar amount, or tiered formula, as the Foundation elects each year. The safe harbor contribution will be a match of 100% of the first 3% of salary deferral plus 50% of the next 2% of salary deferral. The total safe harbor match for the year ended December 31, 2017 was \$116,946.

Additionally, the Foundation, at its discretion, may make a profit sharing contribution to the Plan. To be eligible to receive an allocation of the discretionary employer profit sharing contributions an employee must complete 1,000 hours of service during the Plan year and be employed the last day of the Plan year. The Foundation did not make a profit sharing contribution for the year ended December 31, 2017.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

7. LEASE COMMITMENT

In 2014, the Foundation entered into a lease agreement for new office space. The lease commenced on August 1, 2014 and terminates on July 31, 2024. Base rent is \$26,971 per month, with annual set escalations, plus a proportionate share of expenses. During 2016, GG UK signed a new lease with contractual terms commencing on April 24, 2016 and terminating on April 23, 2019. The lease has a base rent of £13,800 per annum, plus a proportionate share of service charges, taxes, and utilities. The base amount will be reviewed on an annual basis and adjusted based on the current RPI at the time of review.

Accounting principles generally accepted in the United States of America require that the total rent commitment should be recognized on a straight-line basis over the term of the lease. Accordingly, the difference between the actual monthly payments and the rent expense being recognized for financial statement purposes is recorded as a deferred rent liability on the Consolidated Statement of Financial Position. The following is a schedule of the future minimum lease payments:

<u>Year Ending December 31,</u>	<u>Rental Payments</u>
2018	\$ 369,890
2019	369,048
2020	375,230
2021	384,605
2022	394,221
Thereafter	<u>643,208</u>
	<u>\$ 2,536,202</u>

Rent expense for the year ended December 31, 2017 totaled \$303,438. The deferred rent liability was \$692,670.

8. FIXED ASSETS

Fixed assets consisted of the following for the year ended December 31, 2017:

Furniture, fixtures and computers	\$ 616,492
Software	169,623
Leasehold improvements	<u>589,155</u>
	1,375,270
Less: Accumulated depreciation and amortization	<u>(859,943)</u>
FIXED ASSETS, NET	<u>\$ 515,327</u>

9. OTHER FINANCIAL COMMITMENTS

GG UK is obligated to make payments to Venturesome, based on a percentage between 0.83% and 5% of income. This is part of the Revenue Participation Right that Venturesome has purchased. These payments vary and depend on GG UK's success, and so a liability for future payments has not been valued or included in the accompanying consolidated financial statements.

GLOBALGIVING FOUNDATION, INC. AND SUBSIDIARY

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
DECEMBER 31, 2017**

10. LINE OF CREDIT

The Foundation has a \$750,000 bank line of credit. Amounts borrowed under this agreement bear interest based upon the index and the margin described in the financing agreement (4.50% at December 31, 2017). As of December 31, 2017, there was no outstanding balance on the line of credit. The line is secured by cash held in accounts at the same financial institution.

11. FUNCTIONAL EXPENSES

The costs of providing the various programs and other activities have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

The expenses of the GlobalGiving Foundation, Inc. and Subsidiary, on a functional basis, are as follows at December 31, 2017:

		<u>Supporting Services</u>			
	<u>Program Expenses</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total Supporting Services</u>	<u>Total Expenses</u>
Project distributions	\$ 43,259,806	\$ -	\$ -	\$ -	\$ 43,259,806
Salaries and benefits	3,603,929	1,101,054	65,036	1,166,090	4,770,019
Professional fees and services	456,676	37,118	2,922	40,040	496,716
Systems and communications	352,083	46,566	3,667	50,233	402,316
Legal and registration fees	97,913	11,752	925	12,677	110,590
Field services	49,085	5,265	415	5,680	54,765
Travel	124,415	11,120	876	11,996	136,411
Rent	261,867	38,537	3,034	41,571	303,438
Supplies, printing and reproduction	52,335	7,181	565	7,746	60,081
Depreciation and amortization	158,321	23,299	1,834	25,133	183,454
Insurance	25,793	3,796	299	4,095	29,888
Subscriptions and publications	31,952	4,305	339	4,644	36,596
Meetings and conventions	54,432	7,794	614	8,408	62,840
Loss on disposal of fixed assets	1,797	264	22	286	2,083
Interest expense	-	7,145	-	7,145	7,145
Other	135,326	5,406	377	5,783	141,109
TOTAL EXPENSES	\$ <u>48,665,730</u>	\$ <u>1,310,602</u>	\$ <u>80,925</u>	\$ <u>1,391,527</u>	\$ <u>50,057,257</u>
PERCENT	<u>97.2 %</u>	<u>2.6 %</u>	<u>.2 %</u>	<u>2.8%</u>	<u>100%</u>

12. SUBSEQUENT EVENTS

In preparing these consolidated financial statements, the GlobalGiving Foundation, Inc. and Subsidiary have evaluated events and transactions for potential recognition or disclosure through October 29, 2018, the date the consolidated financial statements were issued.