FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of **Keshet, Inc.**

Report on the Financial Statements

We have audited the accompanying financial statements of Keshet, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2016 and 2015, 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' 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 auditors consider 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 Keshet, Inc. as of December 31, 2016 and 2015, 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.

Boston, Massachusetts

Marcun LLP

August 25, 2017

STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2016 AND 2015

	2016			2015
Assets				
Cash	\$	382,878	\$	182,383
Grants receivable		1,218,360		275,500
Pledges receivable, net		61,073		33,112
Contributions receivable		15,681		7,882
Property and equipment, net		19,715		36,629
Security deposits		7,058		6,558
Prepaid expense		48,844		8,718
Total Assets	\$	1,753,609	\$	550,782
Liabilities and Net Assets				
Accounts payable	\$	26,014	\$	63,013
Accrued expenses		38,361		56,799
Deferred revenue		3,133		
Total Liabilities		67,508		119,812
Net Assets				
Unrestricted		182,933		75,404
Temporarily restricted		1,503,168		355,566
Total Net Assets		1,686,101		430,970
Total Liabilities and Net Assets	\$	1,753,609	\$	550,782

STATEMENT OF ACTIVITIES

	Temporarily Unrestricted Restricted					Total
Support and Revenue						
Grants	\$	85,000	\$	2,032,963	\$	2,117,963
Contributions		749,168				749,168
Special events, net of expenses		112,913				112,913
Training and consulting fees		57,162				57,162
Other income		16,435				16,435
Fundraising		10,819				10,819
Net assets released from restriction		885,361		(885,361)		
Total Support and Revenue		1,916,858		1,147,602		3,064,460
Expenses						
Program services		1,325,463				1,325,463
Support services						
General and administrative		136,225				136,225
Fundraising		347,641				347,641
Total Expenses		1,809,329				1,809,329
Increase in Net Assets		107,529		1,147,602		1,255,131
Net Assets at Beginning of Year		75,404		355,566		430,970
Net Assets at End of Year	\$	182,933	\$	1,503,168	\$	1,686,101

STATEMENT OF ACTIVITIES (CONTINUED)

	Temporarily Unrestricted Restricted					Total
Support and Revenue	- 01	nestricted		<u> </u>		10111
Grants	\$	136,300	\$	249,089	\$	385,389
Contributions	Ψ	436,530	Ψ	215,005	Ψ	436,530
Special events, net of expenses		313,161				313,161
Training and consulting fees		25,856				25,856
Other income		8,880				8,880
Fundraising		38,175				38,175
Net assets released from restriction		881,297		(881,297)		
Total Support and Revenue		1,840,199		(632,208)		1,207,991
Expenses						
Program services		1,348,817				1,348,817
Support services						
General and administrative		143,842				143,842
Fundraising		257,826				257,826
Total Expenses		1,750,485				1,750,485
Increase (Decrease) in Net Assets		89,714		(632,208)		(542,494)
Net Assets (Deficit) at Beginning of Year		(14,310)		987,774		973,464
Net Assets at End of Year	\$	75,404	\$	355,566	\$	430,970

KESHET, INC. STATEMENT OF FUNCTIONAL EXPENSES

		Program Services	neral and inistration	Fu	ndraising	Totals
Salaries	\$	773,760	\$ 94,988	\$	178,284	\$ 1,047,032
Payroll taxes and employee benefits		159,341	19,561		33,318	212,220
Program consultants		101,241			450	101,691
Events and meeting costs		24,870	268		67,522	92,660
Rent and utilities		70,118	6,833		13,291	90,242
Travel		50,939	763		30,537	82,239
Professional fees		36,256	4,451		7,581	48,288
Other consultants		8,765	122		22,095	30,982
Postage and shipping		3,324	312		20,401	24,037
Office and program supplies		15,480	1,169		3,409	20,058
Website		12,908	1,585		2,699	17,192
Events consultants		7,318			9,607	16,925
Depreciation		12,700	1,559		2,655	16,914
Bank and credit card processing fees		11,281	1,358		2,317	14,956
Telephone		10,989	1,058		1,801	13,848
Computer and equipment		6,842	553		3,859	11,254
Printing and publishing		2,603	38		8,361	11,002
Miscellaneous expense and bad debt		5,203	822		2,023	8,048
Advertising and promotion		4,161			2,655	6,816
Repairs and maintenance		3,753	461		785	4,999
Insurance		2,489	306		520	3,315
Professional development		1,122	18		118	 1,258
		1,325,463	136,225		414,288	1,875,976
Less special events			 		66,647	 66,647
Total Functional Expenses	<u>\$</u>	1,325,463	\$ 136,225	\$	347,641	\$ 1,809,329

STATEMENT OF FUNCTIONAL EXPENSES (CONTINUED)

	Program Services				Fundraising		eneral and ministration Fund				Totals
Salaries	\$	702,121	\$	97,445	\$	153,865	\$ 953,431				
Payroll taxes and employee benefits		147,259		20,436		32,271	199,966				
Program consultants		186,061		314		19,383	205,758				
Events and meeting costs		46,999		661		51,281	98,941				
Rent and utilities		70,154		7,547		11,919	89,620				
Travel		38,537		669		17,902	57,108				
Professional fees		36,685		5,093		41,656	83,434				
Postage and shipping		3,026		271		16,259	19,556				
Office and program supplies		17,335		1,831		14,626	33,792				
Website		15,530		2,156		3,507	21,193				
Depreciation		14,387		1,997		3,153	19,537				
Bank and credit card processing fees		8,480		1,176		1,891	11,547				
Telephone		9,371		875		1,383	11,629				
Computer and equipment		8,159		1,133		2,388	11,680				
Printing and publishing		15,028		20		27,623	42,671				
Miscellaneous expense and bad debt		10,866		964		2,340	14,170				
Advertising and promotion		9,770				2,200	11,970				
Repairs and maintenance		5,092		705		1,113	6,910				
Insurance		3,957		549		867	 5,373				
		1,348,817		143,842		405,627	 1,898,286				
Less special events						147,801	 147,801				
Total Functional Expenses	\$	1,348,817	\$	143,842	\$	257,826	\$ 1,750,485				

STATEMENTS OF CASH FLOWS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016	2015
Cash Flows from Operating Activities		
Change in net assets	\$ 1,255,131	\$ (542,494)
Adjustments to reconcile change in net assets		
to net cash provided by (used in) operating activities:		
Depreciation expense	16,914	19,537
Bad debt expense	3,702	5,954
Changes in operating assets and liabilities:		
Prepaid expenses	(40,126)	4,268
Contributions receivable	(7,799)	(11,491)
Grants receivable	(942,860)	514,000
Pledges receivable	(31,663)	19,580
Security deposits	(500)	
Accounts payable	(36,999)	(30,736)
Accrued expenses	(18,438)	(21,962)
Deferred revenue	 3,133	
Total Adjustments	 (1,054,636)	 499,150
Net Cash Provided By (Used In) Operating Activities	 200,495	 (43,344)
Net Cash Used in Investing Activities		
Purchase of property and equipment	 	 (11,786)
Net Increase (Decrease) in Cash	200,495	(55,130)
Cash at Beginning of Year	 182,383	 237,513
Cash at End of Year	\$ 382,878	\$ 182,383

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 1 - ORGANIZATION

Keshet, Inc. (the "Organization") was organized under the laws of the Commonwealth of Massachusetts as a non-profit organization in 2001 for the specific purpose of working for the full equality and inclusion of lesbian, gay, bisexual, and transgender (LGBT) Jews in Jewish life. The Organization strives to cultivate the spirit and practice of inclusion in all parts of the Jewish community. The Organization began as a small, grassroots group working for change in the Greater Boston area, and is now a national organization with an office in San Francisco, California in addition to its headquarters in Boston, Massachusetts.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF ACCOUNTING

The accompanying financial statements are presented using the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP").

BASIS OF PRESENTATION

The Organization is required to report information regarding its financial position and activities in three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

UNRESTRICTED NET ASSETS

Unrestricted net assets represent those assets which the Organization may use at its discretion.

TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are subject to donor-imposed stipulations that may or will be met by actions of the Organization and/or the passage of time. When a donor restriction expires or the purpose of the restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restriction.

PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets are subject to donor-imposed stipulations that they be maintained permanently by the Organization. Generally, the donors of those assets permit the Organization to use all or part of the income earned on related investments for general or specific purposes. There are no permanently restricted net assets at December 31, 2016 and 2015.

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

USE OF ESTIMATES

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

GRANTS AND CONTRIBUTIONS

Grants and contributions are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statements of activities as net assets released from restriction.

PLEDGES

Unconditional pledges are recognized as revenues and as assets in the period received. Conditional pledges are recognized only when the conditions on which they depend are substantially met and the pledge becomes unconditional.

PLEDGES, GRANTS AND CONTRIBUTIONS RECEIVABLE

Pledges, grants and contributions receivable are stated at the amount management expects to collect from balances outstanding at year-end. Management provides for probable uncollectible amounts through a charge to operations and a credit 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 pledges, grants and contributions receivable. The valuation allowance for pledges receivable is \$3,600 at December 31, 2016 and 2015. Management determined that no valuation allowance was required for grants and contributions receivable at December 31, 2016 and 2015.

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 stated at cost less accumulated depreciation and are depreciated using the straight-line method over the estimated useful lives of the assets. Estimated useful lives are five years for equipment, furniture, and website development. Leasehold improvements are amortized over shorter of their estimated useful life or the terms of related leases.

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

EXPENSE ALLOCATION

The operating 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. Accordingly, certain costs have been allocated among the program and supporting services benefited.

INCOME TAXES

The Organization is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. The Organization is also exempt from Massachusetts income taxes. However, income from certain activities not directly related to the Organization's tax-exempt purpose may be subject to taxation as unrelated business income at both the state and federal levels. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private organization under Section 509(a)(2).

The Organization evaluates all significant tax positions. As of December 31, 2016 and 2015, the Organization does not believe that it has taken any tax positions that would require the recording of any additional tax liability nor does it believe that there are any unrealized tax benefits that would either increase or decrease within the next twelve months. The Organization's tax returns are subject to examination by the appropriate taxing jurisdictions.

ADVERTISING COST

The Organization expenses advertising costs as incurred. Advertising expenses amounted to \$6,816 and \$11,970 for the years ended December 31, 2016 and 2015, respectively.

DEFERRED REVENUE

The Organization defers recognition of revenue for event registration costs and fees received in advance of events being held. The balance of deferred revenue was \$3,133 and \$0 as of December 31, 2016 and 2015, respectively.

SUBSEQUENT EVENTS

The Organization has evaluated all subsequent events through August 25, 2017, the date the financial statements were available for issuance.

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 3 - PLEDGES, GRANTS AND CONTRIBUTIONS RECEIVABLE

The following summarizes the expected collection schedule of pledges, grants and contributions receivable as of December 31:

	2016	2015
Contributions receivable, collectible in: Less than 1 year	\$ 15,681	\$ 7,882
Contributions receivable	\$ 15,681	\$ 7,882
Grants receivable, collectible in:		
Less than 1 year	\$ 688,860	\$ 200,500
One to two years	529,500	75,000
Grants receivable	\$ 1,218,360	\$ 275,500
Pledges receivable, collectible in:		
Less than 1 year	\$ 64,673	\$ 36,712
Allowance for doubtful accounts	(3,600)	(3,600)
Pledges receivable, net	\$ 61,073	\$ 33,112

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 4 - PROPERTY AND EQUIPMENT

Property and equipment consist of the following as of December 31:

		2015		
Furniture and equipment	\$	42,509	\$	42,509
Website design		61,850		61,850
Leasehold improvements		4,260		4,260
		108,619		108,619
Accumulated depreciation		(88,904)		(71,990)
	<u>\$</u>	19,715	\$	36,629

NOTE 5 - ACCRUED EXPENSES

Accrued expenses consist of the following as of December 31:

	2016			2015		
Accrued salaries Accrued professional fees Accrued vacation Accrued payroll taxes	\$	15,000 23,329 32	\$	6,793 17,915 28,605 3,486		
	\$	38,361	\$	56,799		

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 6 - RESTRICTED NET ASSETS

The Organization has no permanently restricted net assets at December 31, 2016 and 2015. The composition of temporarily restricted net assets as of December 31, 2016 and changes therein for the year then ended as follows:

		Grants and	Appropriations	
	December 31, 2015	Contributions	and Expenditures	December 31, 2016
Temporarily Restricted Net Assets				
Jim Joseph	\$	\$ 1,200,000	\$ (166,421)	\$ 1,033,579
Temporarily restricted (timing)	200,000	225,000	(200,000)	225,000
Teen work project	67,500	304,368	(204,368)	167,500
Boston		95,000	(35,000)	60,000
Leadership project	67,500		(55,000)	12,500
Boston - Netivot		4,400	(656)	3,744
Translation project	845			845
Infrastructure	15,000		(15,000)	
New Jersey	3,721		(3,721)	
Miami	1,000	6,300	(7,300)	
Bay Area		157,500	(157,500)	
GA Summit Reception		20,395	(20,395)	
NY Leaders Society		20,000	(20,000)	
Total Temporarily Restricted Net Assets	\$ 355,566	\$ 2,032,963	\$ (885,361)	\$ 1,503,168

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 6 - RESTRICTED NET ASSETS (CONTINUED)

The composition of temporarily restricted net assets as of December 31, 2015 and changes therein for the year then ended as follows:

			Gı	ants and	App	propriations		
	Decen	nber 31, 2014	Contributions		and Expenditures		December 31, 2015	
Temporarily Restricted Net Assets						_		
Temporarily restricted (timing)	\$	510,000	\$		\$	(310,000)	\$	200,000
Teen work project		5,000		94,589		(32,089)		67,500
Leadership project		290,245		12,500		(235,245)		67,500
Infrastructure		91,434				(76,434)		15,000
New Jersey				18,000		(14,279)		3,721
Miami				1,000				1,000
Translation project		845						845
San Francisco		90,250		123,000		(213,250)		
Total Temporarily Restricted Net Assets	\$	987,774	\$	249,089	\$	(881,297)	\$	355,566

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 7 - CONCENTRATIONS OF CREDIT RISK

Financial instruments, which potentially subject the Organization to concentrations of credit risk, consist primarily of temporary cash investments and pledges, grants and contributions receivable.

The Organization has a potential concentration of credit risk in that it maintains deposits with a financial institution in excess of amounts insured by the Federal Deposit Insurance Corporation ("FDIC"). Beginning on January 1, 2013, the FDIC insures up to \$250,000, per depositor, per insured depository institution for each account ownership category.

The Organization has 73% of its grants and contributions receivable due from two donors as of December 31, 2016. The Organization has 62% of its grants and contributions receivable due from three donors as of December 31, 2015.

The Organization received 41% of its support from one donor for the year ended December 31, 2016. The Organization received 14% of its support from two donors for the year ended December 31, 2015.

NOTE 8 - COMMITMENTS AND CONTINGENCIES

The Organization has entered into four operating leases for the use of office space. The expiration dates of these leasing arrangements are as follows:

- On May 1, 2014, the Organization entered into a lease agreement for its office space in Jamaica plain, Massachusetts expiring on May 1, 2019.
- Starting July 21, 2013, the Organization has been leasing its office space in San Francisco, California, on a month-to-month basis. On February 1, 2016, the Organization entered into a lease agreement for its office space in San Francisco, California. The agreement commenced February 1, 2016 with a term of five months expiring June 30, 2016 with a monthly payment amounting to \$1,050, payable in advance. For the remainder of 2016 the Organization has been leasing the office space on a month-to-month basis under the same terms of the previous agreement.
- Starting March 23, 2016, the Organization has been leasing shared office space in Brooklyn, New York on a month-to-month basis. The agreement commenced April 1, 2016 under a month-to-month tenant at-will term with a monthly payment amounting to \$495, payable in advance. The Organization stopped leasing space in June 2016.

NOTES TO FINANCIAL STATEMENTS

FOR THE YEARS ENDED DECEMBER 31, 2016 AND 2015

NOTE 8 - COMMITMENTS AND CONTINGENCIES (CONTINUED)

• On December 29, 2016, the Organization entered into a lease agreement for its office space in New York, New York. The agreement commenced February 1, 2017 with a term of 1 month expiring on March 1, 2017 with a monthly payment amounting to \$1,760, payable in advance. The Organization continues to lease the office space on a month-to-month basis as a tenant at will.

Rent expense incurred during the years ended December 31, 2016 and 2015 amounted to \$86,223 and \$81,358, respectively.

Future minimum lease payments as of December 31, 2016 are as follows:

2017	\$ 67,692
2018	67,920
2019	 22,640
	\$ 158,252

NOTE 9 - PENSION PLAN

The Organization participates in a defined contribution pension plan as defined under Section 401(k) of the U.S. Internal Revenue Code. The Organization offers the plan to all of its employees, and funding of the plan is provided solely by employee contributions. The Organization incurred \$2,340 and \$2,475 in relation to the maintenance of the plan for the years ended December 31, 2016 and 2015, respectively.

NOTE 10 - SPECIAL EVENTS

Special events consist of the following for the years ended December 31:

	2016		2015	
Gross special event revenue Cost of direct benefits to donors	\$	179,560 66,647	\$	460,962 147,801
Special events revenue, net of expenses	\$	112,913	\$	313,161