



# Financial Statements

White Light Foundation, Inc.  
For the year ended April 30, 2017

Prepared by  
Charles R. Connor, CFO & Treasurer

Prepared on  
June 5, 2017

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# Executive Summary

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The accompanying financial statements of the White Light Foundation, Inc. (The Foundation, "we", "us", "our") for the fiscal year ended April 30, 2017 were not audited or compiled by an independent C.P.A. or accountant. While we strive to maintain the highest standard in our financial reporting, these un-audited financial statements are for Management use and made available to the public for informational purposes only. Decisions to donate to White Light Foundation, Inc. should be made independent of these financial statements.

The Foundation's year over year financial results are presented in the accompanying financial statements.

Highlights of our results are as follows:

- Year over year gross revenue increase 319% to \$67,402
- Year over year operating profit increased 291% to \$37,251
- Grants to public charities and community organizations increased 313% to \$26,974 (See Note 5 for further details).
- Our cash position for the year ended April 30, 2017 is \$11,353. We believe our cash position is adequate enough to support our working capital requirements and upfront cash requirements of future fundraising events without the need to borrow from either external or internal sources.

Management, including the Chief Executive Officer and the Chief Financial Officer have reviewed the effectiveness of our internal controls over financial reporting and have concluded that our controls are adequate to mitigate the risk of a material misstatement to our financial statements.

During fiscal year 2017 we have enhanced our internal controls to include the following:

- The license and implementation of third party accounting software. This software provides a complete audit trail for all transactions.
- We have implemented appropriate segregation of duties, such that, the members of Management operating and overseeing events are different from the members of Management responsible for booking and maintaining the accounting records.
- We have implemented controls over inventory and sales at events.

Future modifications to our internal controls will be implemented commensurate with our growth and increased risk of a material malfeasance. By way of example, as our fundraising initiatives increase in size and frequency, we expect to invest in point of sale hardware and software. Given our current and near term forecast of event revenues the cost of such investment is not yet justified.

As of April 30, 2017, The White Light Foundation, Inc.'s Board of Directors and Officers are as follows:

| <b>Name</b>       | <b>Title</b>                                    |
|-------------------|---|
| Kevin Rondeau     | Chairman of the Board                           |
| Daniel Travis     | Vice Chairman of the Board                      |
| Steven Perlah     | Director, Chief Executive Officer and President |
| Charles R. Connor | Director, Chief Financial Officer and Treasurer |
| David Bouchard    | Director, Secretary                             |

# Statement of Financial Position (UNRESTRICTED)

As of April 30, 2017

|   | As of Apr 30, 2017 | As of Apr 30, 2016 (PY) | Total             |
|---|--------------------|-------------------------|-------------------|
| <b>ASSETS</b>                                       |                    |                         |                   |
| <b>Current Assets</b>                               |                    |                         |                   |
| <b>Bank Accounts</b>                                |                    |                         |                   |
| 1000 Paypal   | 2,157.33           |                         | 508.04            |
| 1001 TD Bank XX9533                                 | 9,196.00           |                         | 819.72            |
| <b>Total Bank Accounts</b>                          | <b>11,353.33</b>   |                         | <b>1,327.76</b>   |
| <b>Other Current Assets</b>                         |                    |                         |                   |
| 1400 Inventory                                      | 4,794.53           |                         | 1,342.58          |
| 1401 Inventory Obsolescence Reserve                 | -2,724.70          |                         |                   |
| <b>Total 1400 Inventory</b>                         | <b>2,069.83</b>    |                         | <b>1,342.58</b>   |
| <b>Total Other Current Assets</b>                   | <b>2,069.83</b>    |                         | <b>1,342.58</b>   |
| <b>Total Current Assets</b>                         | <b>13,423.16</b>   |                         | <b>2,670.34</b>   |
| <b>Fixed Assets</b>                                 |                    |                         |                   |
| 1640 Furniture & Fixtures                           |                    |                         |                   |
| 1641 Original cost                                  | 319.95             |                         | 319.95            |
| 1642 Depreciation                                   | -127.98            |                         | -63.99            |
| <b>Total 1640 Furniture &amp; Fixtures</b>          | <b>191.97</b>      |                         | <b>255.96</b>     |
| <b>Total Fixed Assets</b>                           | <b>191.97</b>      |                         | <b>255.96</b>     |
| <b>TOTAL ASSETS</b>                                 | <b>\$13,615.13</b> |                         | <b>\$2,926.30</b> |
| <b>LIABILITIES AND EQUITY</b>                       |                    |                         |                   |
| <b>Liabilities</b>                                  |                    |                         |                   |
| <b>Current Liabilities</b>                          |                    |                         |                   |
| <b>Other Current Liabilities</b>                    |                    |                         |                   |
| 2600 Sales Tax Payable                              |                    |                         |                   |
| 2603 NYS Department of Taxation and Finance Payable | 430.25             |                         |                   |
| 2604 CO Department of Revenue Payable               | 41.32              |                         |                   |
| 2605 Denver Treasury Division (Use Tax) Payable     | 4.82               |                         |                   |
| <b>Total 2600 Sales Tax Payable</b>                 | <b>476.39</b>      |                         | <b>0.00</b>       |
| <b>Total Current Liabilities</b>                    | <b>476.39</b>      |                         | <b>0.00</b>       |
| <b>Total Liabilities</b>                            | <b>476.39</b>      |                         | <b>0.00</b>       |
| <b>Equity</b>                                       |                    |                         |                   |
| Retained Earnings                                   | 2,926.30           |                         |                   |
| Net Revenue   | 10,212.44          |                         | 2,926.30          |
| <b>Total Equity</b>                                 | <b>13,138.74</b>   |                         | <b>2,926.30</b>   |
| <b>TOTAL LIABILITIES AND EQUITY</b>                 | <b>\$13,615.13</b> |                         | <b>\$2,926.30</b> |

**NOTE**

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For the years ended April 30, 2016 and 2017 there were no unfulfilled donor restricted contributions. See Note 2 for further detail.

# Statement of Activity FY2017 vs FY2016

May 2016 - April 2017

|   | May 2016 - Apr 2017 | May 2015 - Apr 2016 (PY) | Total<br>% Change |
|---|---------------------|--------------------------|-------------------|
| <b>REVENUE</b>                                |                     |                          |                   |
| 4000 Cash Donations - Unrestricted            | 13,445.44           | 5,149.00                 | 161.13 %          |
| 4100 In-Kind Donations - Unrestricted         | 1,843.00            | 4,090.00                 | -54.94 %          |
| 4440 Sales - Inventory                        | 48,721.92           | 3,426.00                 | 1,322.12 %        |
| 4441 Service Fee Revenue                      | 1,762.75            | 224.00                   | 686.94 %          |
| 4810 Special Event Revenue - Event Admissions | 1,628.57            | 465.00                   | 250.23 %          |
| 4825 Special Events Revenue -Raffles          |                     | 2,724.00                 | -100.00 %         |
| <b>Total Revenue</b>                          | <b>67,401.68</b>    | <b>16,078.00</b>         | <b>319.22 %</b>   |
| <b>COST OF GOODS SOLD</b>                     |                     |                          |                   |
| 5445 Cost of Goods Sold                       | 10,571.95           | 1,106.64                 | 855.32 %          |
| 5446 Shipping                                 | 1,979.33            | 111.06                   | 1,682.22 %        |
| 5447 Inventory Obsolescence                   | 3,221.32            |                          |                   |
| 5448 Inventory Shrinkage                      | 399.48              |                          |                   |
| <b>Total Cost of Goods Sold</b>               | <b>16,172.08</b>    | <b>1,217.70</b>          | <b>1,228.08 %</b> |
| <b>GROSS PROFIT</b>                           | <b>51,229.60</b>    | <b>14,860.30</b>         | <b>244.74 %</b>   |
| <b>EXPENDITURES</b>                           |                     |                          |                   |
| 8110 Supplies & Materials                     | 1,928.93            | 846.43                   | 127.89 %          |
| 8300 Event Travel & Lodging                   | 763.23              | 817.43                   | -6.63 %           |
| 8301 Artists/Musician Fee For Events          | 279.50              |                          |                   |
| 8302 Event Admission Volunteers               | 264.25              |                          |                   |
| 8303 Catering for Fundraising Events          | 152.91              | 1,184.77                 | -87.09 %          |
| 8305 Promotion and Marketing                  | 7,131.53            | 1,299.23                 | 448.90 %          |
| 8310 Meals & Entertainment                    | 200.20              |                          |                   |
| 8501 Federal & State Registration Fees        | 176.00              | 890.00                   | -80.22 %          |
| 8502 Business Registration Fees               | 66.75               | 88.29                    | -24.40 %          |
| 8511 PayPal Fees                              | 1,190.16            | 104.86                   | 1,035.00 %        |
| 8512 Bank Charges                             | 50.00               | 100.00                   | -50.00 %          |
| 8513 Interest Paid                            | 22.04               |                          |                   |
| 8514 Late Filing Tax Penalties                | 276.00              |                          |                   |
| 8515 Insurance                                | 1,421.01            |                          |                   |
| 8530 Software License Fee                     | 56.56               |                          |                   |
| <b>Total Expenditures</b>                     | <b>13,979.07</b>    | <b>5,331.01</b>          | <b>162.22 %</b>   |
| <b>NET OPERATING REVENUE</b>                  | <b>37,250.53</b>    | <b>9,529.29</b>          | <b>290.91 %</b>   |
| <b>OTHER EXPENDITURES</b>                     |                     |                          |                   |
| 7000 Grants                                   | 26,974.10           | 6,539.00                 | 312.51 %          |
| 8270 Depreciation                             | 63.99               | 63.99                    | 0.00 %            |
| <b>Total Other Expenditures</b>               | <b>27,038.09</b>    | <b>6,602.99</b>          | <b>309.48 %</b>   |
| <b>NET OTHER REVENUE</b>                      | <b>-27,038.09</b>   | <b>-6,602.99</b>         | <b>-309.48 %</b>  |
| <b>NET REVENUE</b>                            | <b>\$10,212.44</b>  | <b>\$2,926.30</b>        | <b>248.99 %</b>   |

# Statement of Activity FY17 With Event Breakout

May 2016 - April 2017

|   | *General Fund      | Boulder Theater, Boulder, CO | Capitol Theatre, Port Chester, NY (Dec 2016) | Capitol Theatre,Port Chester, NY (May 2016) | College Street Music Hall, New Haven, CT | Colonial Theater, Keene, NH | Frendly Gathering, Glebe Mountain, VT | Gubbulidis, Magic Mountain, Londonderry, VT | PlayStation Theater, NYC | Stroudsburg, PA - Washington, D.C. | Town Hall, Buffalo, NY | Tumbledown, Burlington, VT | TOTAL              |
|---|--------------------|------------------------------|--|---|--|-----------------------------|---------------------------------------|---|--------------------------|------------------------------------|------------------------|----------------------------|--------------------|
| <b>REVENUE</b>                                |                    |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            |                    |
| 4000 Cash Donations - Unrestricted            | 7,223.77           | 739.00                       | 301.00                                       | 2,140.00                                    | 150.00                                   | 755.00                      | 580.00                                | 816.00                                      | 311.58                   | 190.00                             | 61.01                  | 178.08                     | 13,445.44          |
| 4100 In-Kind Donations - Unrestricted         | 356.00             | 170.00                       | 1,002.00                                     |   |  |                             |                                       |   |                          |                                    | 315.00                 |                            | 1,843.00           |
| 4440 Sales - Inventory                        | 18,507.25          | 1,400.95                     | 6,093.48                                     |   | 3,569.65                                 | 2,077.75                    | 4,262.11                              | 1,460.66                                    | 1,751.39                 | 1,586.30                           | 1,989.38               | 6,023.00                   | 48,721.92          |
| 4441 Service Fee Revenue                      | 703.07             | 87.00                        | 264.00                                       |   | 96.00                                    | 91.05                       | 291.00                                |   | 78.12                    | 81.39                              | 71.12                  |                            | 1,762.75           |
| 4810 Special Event Revenue - Event Admissions |                    |                              |  |   | 430.00                                   |                             |                                       |   |                          |                                    |                        | 1,198.57                   | 1,628.57           |
| <b>Total Revenue</b>                          | <b>26,790.09</b>   | <b>2,396.95</b>              | <b>7,660.48</b>                              | <b>2,140.00</b>                             | <b>4,245.65</b>                          | <b>2,923.80</b>             | <b>5,133.11</b>                       | <b>2,276.66</b>                             | <b>2,141.09</b>          | <b>1,857.69</b>                    | <b>2,436.51</b>        | <b>7,399.65</b>            | <b>67,401.68</b>   |
| <b>COST OF GOODS SOLD</b>                     |                    |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            |                    |
| 5445 Cost of Goods Sold                       | 3,972.16           | 309.31                       | 1,171.15                                     |   | 721.74                                   | 612.28                      | 837.82                                | 299.01                                      | 533.49                   | 365.79                             | 590.73                 | 1,158.47                   | 10,571.95          |
| 5446 Shipping                                 | 803.76             | 108.69                       | 269.60                                       |   | 128.80                                   | 97.76                       | 266.90                                | 65.25                                       | 78.53                    | 90.26                              | 69.78                  |                            | 1,979.33           |
| 5447 Inventory Obsolescence                   | 30.11              | 329.21                       | 200.23                                       |   | 1,298.23                                 | 59.56                       | 72.18                                 |   | 537.41                   | 230.13                             | 103.17                 | 361.09                     | 3,221.32           |
| 5448 Inventory Shrinkage                      | 71.73              | -48.91                       | 0.00   | 19.85                                       | 0.00                                     | 13.72                       | 343.09                                | 0.00  |                          |                                    |                        |                            | 399.48             |
| <b>Total Cost of Goods Sold</b>               | <b>4,877.76</b>    | <b>698.30</b>                | <b>1,640.98</b>                              | <b>19.85</b>                                | <b>2,148.77</b>                          | <b>783.32</b>               | <b>1,519.99</b>                       | <b>364.26</b>                               | <b>1,149.43</b>          | <b>686.18</b>                      | <b>763.68</b>          | <b>1,519.56</b>            | <b>16,172.08</b>   |
| <b>GROSS PROFIT</b>                           | <b>21,912.33</b>   | <b>1,698.65</b>              | <b>6,019.50</b>                              | <b>2,120.15</b>                             | <b>2,096.88</b>                          | <b>2,140.48</b>             | <b>3,613.12</b>                       | <b>1,912.40</b>                             | <b>991.66</b>            | <b>1,171.51</b>                    | <b>1,672.83</b>        | <b>5,880.09</b>            | <b>51,229.60</b>   |
| <b>EXPENDITURES</b>                           |                    |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            |                    |
| 8110 Supplies & Materials                     | 185.08             |                              | 111.76                                       | 85.04                                       | 63.90                                    |                             | 494.33                                | 239.57                                      |                          |                                    | 194.08                 | 555.17                     | 1,928.93           |
| 8300 Event Travel & Lodging                   | 0.00               |                              |  |   |  |                             | 487.23                                |   |                          |                                    |                        | 276.00                     | 763.23             |
| 8301 Artists/Musician Fee For Events          |                    |                              |  |   | 154.50                                   |                             |                                       | 125.00                                      |                          |                                    |                        |                            | 279.50             |
| 8302 Event Admission Volunteers               |                    |                              |  |   |  |                             |                                       |   |                          | 186.25                             |                        | 78.00                      | 264.25             |
| 8303 Catering for Fundraising Events          |                    |                              |  |   | 152.91                                   |                             |                                       |   |                          |                                    |                        |                            | 152.91             |
| 8305 Promotion and Marketing                  | 2,219.47           | 475.40                       | 549.55                                       |   | 137.50                                   | 265.43                      | 150.48                                | 203.19                                      | 133.88                   | 280.70                             | 501.69                 | 2,214.24                   | 7,131.53           |
| 8310 Meals & Entertainment                    |                    |                              |  |   |  | 150.00                      | 50.20                                 |   |                          |                                    |                        |                            | 200.20             |
| 8501 Federal & State Registration Fees        | 66.00              | 10.00                        |  |   | 50.00                                    | 50.00                       |                                       |   |                          |                                    |                        |                            | 176.00             |
| 8502 Business Registration Fees               | 66.75              |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 66.75              |
| 8511 PayPal Fees                              | 635.61             | 40.82                        | 110.07                                       | 12.28                                       | 57.13                                    | 40.88                       | 151.29                                | 5.15  | 40.27                    | 43.67                              | 29.51                  | 23.48                      | 1,190.16           |
| 8512 Bank Charges                             | 50.00              |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 50.00              |
| 8513 Interest Paid                            | 22.04              |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 22.04              |
| 8514 Late Filing Tax Penalties                | 276.00             |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 276.00             |
| 8515 Insurance                                | 1,421.01           |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 1,421.01           |
| 8530 Software License Fee                     | 56.56              |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 56.56              |
| <b>Total Expenditures</b>                     | <b>4,998.52</b>    | <b>526.22</b>                | <b>771.38</b>                                | <b>97.32</b>                                | <b>615.94</b>                            | <b>506.31</b>               | <b>1,333.53</b>                       | <b>572.91</b>                               | <b>174.15</b>            | <b>510.62</b>                      | <b>725.28</b>          | <b>3,146.89</b>            | <b>13,979.07</b>   |
| <b>NET OPERATING REVENUE</b>                  | <b>16,913.81</b>   | <b>1,172.43</b>              | <b>5,248.12</b>                              | <b>2,022.83</b>                             | <b>1,480.94</b>                          | <b>1,634.17</b>             | <b>2,279.59</b>                       | <b>1,339.49</b>                             | <b>817.51</b>            | <b>660.89</b>                      | <b>947.55</b>          | <b>2,733.20</b>            | <b>37,250.53</b>   |
| <b>OTHER EXPENDITURES</b>                     |                    |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            |                    |
| 7000 Grants                                   | 3,450.00           | 1,114.00                     | 6,062.00                                     | 2,110.00                                    | 2,700.00                                 | 1,648.00                    | 2,380.00                              | 1,244.10                                    | 943.00                   | 888.00                             | 1,335.00               | 3,100.00                   | 26,974.10          |
| 8270 Depreciation                             | 63.99              |                              |  |   |  |                             |                                       |   |                          |                                    |                        |                            | 63.99              |
| <b>Total Other Expenditures</b>               | <b>3,513.99</b>    | <b>1,114.00</b>              | <b>6,062.00</b>                              | <b>2,110.00</b>                             | <b>2,700.00</b>                          | <b>1,648.00</b>             | <b>2,380.00</b>                       | <b>1,244.10</b>                             | <b>943.00</b>            | <b>888.00</b>                      | <b>1,335.00</b>        | <b>3,100.00</b>            | <b>27,038.09</b>   |
| <b>NET OTHER REVENUE</b>                      | <b>-3,513.99</b>   | <b>-1,114.00</b>             | <b>-6,062.00</b>                             | <b>-2,110.00</b>                            | <b>-2,700.00</b>                         | <b>-1,648.00</b>            | <b>-2,380.00</b>                      | <b>-1,244.10</b>                            | <b>-943.00</b>           | <b>-888.00</b>                     | <b>-1,335.00</b>       | <b>-3,100.00</b>           | <b>-27,038.09</b>  |
| <b>NET REVENUE</b>                            | <b>\$13,399.82</b> | <b>\$58.43</b>               | <b>\$ -813.88</b>                            | <b>\$ -87.17</b>                            | <b>\$ -1,219.06</b>                      | <b>\$ -13.83</b>            | <b>\$ -100.41</b>                     | <b>\$95.39</b>                              | <b>\$ -125.49</b>        | <b>\$ -227.11</b>                  | <b>\$ -387.45</b>      | <b>\$ -366.80</b>          | <b>\$10,212.44</b> |

# Statement of Activity FY16 With Class Breakout

May 2015 - April 2016

|   | *General Fund   | College Street Music Hall, New Haven, CT | Frendly Gathering, Glebe Mountain, VT | Higher Ground, Burlington, VT | TOTAL            |
|---|-----------------|--|---------------------------------------|-------------------------------|------------------|
| <b>REVENUE</b>                                |                 |  |                                       |                               |                  |
| 4000 Cash Donations - Unrestricted            | 3,045.00        | 2,035.00                                 |                                       | 69.00                         | 5,149.00         |
| 4100 In-Kind Donations - Unrestricted         |                 | 3,000.00                                 |                                       | 1,090.00                      | 4,090.00         |
| 4440 Sales - Inventory                        | 2,161.00        | 480.00                                   |                                       | 785.00                        | 3,426.00         |
| 4441 Service Fee Revenue                      | 224.00          |  |                                       |                               | 224.00           |
| 4810 Special Event Revenue - Event Admissions |                 | 465.00                                   |                                       |                               | 465.00           |
| 4825 Special Events Revenue -Raffles          |                 |  | 2,024.00                              | 700.00                        | 2,724.00         |
| <b>Total Revenue</b>                          | <b>5,430.00</b> | <b>5,980.00</b>                          | <b>2,024.00</b>                       | <b>2,644.00</b>               | <b>16,078.00</b> |
| <b>COST OF GOODS SOLD</b>                     |                 |  |                                       |                               |                  |
| 5445 Cost of Goods Sold                       | 283.91          | 320.00                                   |                                       | 502.73                        | 1,106.64         |
| 5446 Shipping                                 | 111.06          |  |                                       |                               | 111.06           |
| <b>Total Cost of Goods Sold</b>               | <b>394.97</b>   | <b>320.00</b>                            | <b>0.00</b>                           | <b>502.73</b>                 | <b>1,217.70</b>  |
| <b>GROSS PROFIT</b>                           | <b>5,035.03</b> | <b>5,660.00</b>                          | <b>2,024.00</b>                       | <b>2,141.27</b>               | <b>14,860.30</b> |
| <b>EXPENDITURES</b>                           |                 |  |                                       |                               |                  |
| 8110 Supplies & Materials                     | 220.52          | 98.92                                    | 526.99                                |                               | 846.43           |
| 8300 Event Travel & Lodging                   |                 |  | 443.63                                | 373.80                        | 817.43           |
| 8303 Catering for Fundraising Events          |                 | 1,184.77                                 |                                       |                               | 1,184.77         |
| 8305 Promotion and Marketing                  | 1,299.23        |  |                                       |                               | 1,299.23         |
| 8501 Federal & State Registration Fees        | 890.00          |  |                                       |                               | 890.00           |
| 8502 Business Registration Fees               | 88.29           |  |                                       |                               | 88.29            |
| 8511 PayPal Fees                              | 104.86          |  |                                       |                               | 104.86           |
| 8512 Bank Charges                             | 100.00          |  |                                       |                               | 100.00           |
| <b>Total Expenditures</b>                     | <b>2,702.90</b> | <b>1,283.69</b>                          | <b>970.62</b>                         | <b>373.80</b>                 | <b>5,331.01</b>  |
| <b>NET OPERATING REVENUE</b>                  | <b>2,332.13</b> | <b>4,376.31</b>                          | <b>1,053.38</b>                       | <b>1,767.47</b>               | <b>9,529.29</b>  |
| <b>OTHER EXPENDITURES</b>                     |                 |  |                                       |                               |                  |
| 7000 Grants                                   | 50.00           | 3,765.00                                 | 2,024.00                              | 700.00                        | 6,539.00         |
| 8270 Depreciation                             | 63.99           |  |                                       |                               | 63.99            |
| <b>Total Other Expenditures</b>               | <b>113.99</b>   | <b>3,765.00</b>                          | <b>2,024.00</b>                       | <b>700.00</b>                 | <b>6,602.99</b>  |
| <b>NET OTHER REVENUE</b>                      | <b>-113.99</b>  | <b>-3,765.00</b>                         | <b>-2,024.00</b>                      | <b>-700.00</b>                | <b>-6,602.99</b> |



|                    | <b>*General<br/>Fund</b> | <b>College Street Music Hall, New<br/>Haven, CT</b> | <b>Friendly Gathering, Glebe<br/>Mountain, VT</b> | <b>Higher Ground,<br/>Burlington, VT</b> | <b>TOTAL</b>      |
|--------------------|--------------------------|---|---|--|-------------------|
| <b>NET REVENUE</b> | <b>\$2,218.14</b>        | <b>\$611.31</b>                                     | <b>\$ -970.62</b>                                 | <b>\$1,067.47</b>                        | <b>\$2,926.30</b> |

# Statement of Cash Flows FY 2016 & FY 2017

May 2015 - April 2017

|   | May 2015 - Apr 2016 | May 2016 - Apr 2017 | Total            |
|---|---------------------|---------------------|------------------|
| <b>OPERATING ACTIVITIES</b>   |                     |                     |                  |
| Net Revenue   | 2,926.30            | 10,212.44           | 13,138.74        |
| Adjustments to reconcile Net Revenue to Net Cash provided by operations:              |                     |                     | 0.00             |
| 1400 Inventory  | -1,342.58           | -3,451.95           | -4,794.53        |
| 1401 Inventory:Inventory Obsolescence Reserve   |                     | 2,724.70            | 2,724.70         |
| 1642 Furniture & Fixtures:Depreciation  | 63.99               | 63.99               | 127.98           |
| 2603 Sales Tax Payable:NYS Department of Taxation and Finance Payable                 |                     | 430.25              | 430.25           |
| 2604 CO Departmnt of Revenue Payable  |                     | 41.32               | 41.32            |
| 2605 Denver Treasury Division (Use Tax) Payable                                       |                     | 4.82                | 4.82             |
| <b>Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:</b> | <b>-1,278.59</b>    | <b>-186.87</b>      | <b>-1,465.46</b> |
| <b>Net cash provided by operating activities</b>                                      | <b>1,647.71</b>     | <b>10,025.57</b>    | <b>11,673.28</b> |
| <b>INVESTING ACTIVITIES</b>   |                     |                     |                  |
| 1641 Furniture & Fixtures:Original cost   | -319.95             |                     | -319.95          |
| <b>Net cash provided by investing activities</b>                                      | <b>-319.95</b>      | <b>0.00</b>         | <b>-319.95</b>   |
| <b>NET CASH INCREASE FOR PERIOD</b>   | <b>1,327.76</b>     | <b>10,025.57</b>    | <b>11,353.33</b> |

# Notes to the Financial Statements

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## Note 1 - Principal Activity

### Organization

White Light Foundation, Inc. is a non-profit organization built on a common bond of music and founded on the principles of community, love, generosity and compassion. Inspired by the music and message of the Vermont quartet Twiddle, the main mission of the Foundation is to spread love, healing and kindness through giving. Through fundraising and community initiatives, White Light Foundation, Inc. works to assist various charitable organizations and community causes.

Founded in 2015, White Light Foundation, Inc. evolved naturally from a community focused on self-improvement through service and community contributions. These ideals led the Foundation to the belief that assisting and helping others not only strengthens our community but reinforces our best internal values. We strive to represent the best of a musically inspired community as we encourage others to make a difference and love relentlessly.

White Light Foundation, Inc. is administered completely by volunteers. No "employee" of the organization is paid for their efforts; rather, we are remunerated by the knowledge that we are contributing to something bigger than ourselves.

## Note 2 - Significant Accounting Policies

### Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with generally accepted accounting principles in which revenue and gains are recognized when earned and expenses and losses are recognized when incurred. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) in its Accounting Standards Codification (ASC) Topic 958, Not-for-Profit Entities. In August 2016, the FASB issued Accounting Standards Update (ASU) 2016-14 Presentation of Financial Statements of Not-for-Profit Entities effective for years beginning after December 15, 2017. Early adoption is permitted and accordingly, we have elected to apply ASU 2016-14 modifications to our financial statements presented herein. Under ASC Topic 958, the Foundation is required to report information regarding its financial position and activities according to a minimum of two classes of net assets. Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Foundation and changes therein are classified and reported as follows:

Unrestricted Net Assets - Net assets that are not subject to donor-imposed stipulations. Contributions are generally available for unrestricted use unless specifically restricted by the donor. Unconditional promises to give are recorded as revenue when promised. As of the year ended April 30, 2017 there are no outstanding pledge receivables.

Donor Imposed Restricted Net Assets - Net assets subject to donor-imposed stipulations that may be either permanent or temporary in nature. Permanently Restricted Net Assets are subject to donor-imposed stipulations that may be maintained permanently by the Foundation. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on any related investment for general or specific purposes. The Foundation had no permanently restricted net assets at April 30, 2017 or April 30, 2016. Temporarily Restricted Net Assets are subject to donor-imposed stipulations that will be met, either by actions of the Foundation and/or the passage of time. Grants, contracts and other contributions are reported as temporarily restricted support if they are received with donor stipulations that limit the use of the donated asset or are designated for a specific cause. When a donor stipulation 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 statement of activities as net assets released from restrictions. However, if a restriction is fulfilled in the same time period in which the contribution is received, the contribution is reported as an unrestricted contribution. The Foundation received both cash and in-kind donor restricted contributions during fiscal year 2017. All donor restricted contributions were fulfilled during the year, and as such, the Foundation has reported all contributions as unrestricted and has no restricted net assets as of April 30, 2017. There were no donor restricted contributions for the year ended April 30, 2016.

Our Statement of Activities is presented in accordance with ASC 958-205-45-6 by Nature and Function (Special Event specific). In addition we have also included a year over year summarized comparative format.

### 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

### Note 3 - Inventories

Inventories are stated at the lower of cost or market. Cost is determined using the weighted average cost. We establish reserves for our Event specific inventory. The reserves are determined based on our estimate of residual post event sales over the next fiscal year. Any fiscal year 2017 event specific inventory remaining at the end of fiscal year 2018 will be written off against the reserve. The following table provides the composition of our net inventory cost and fair market value:

| <b>Product/Service</b>             | <b>Qty On Hand</b> | <b>Cost Per Unit</b> | <b>Total Inventory Cost</b> | <b>Inventory Obsolescence Reserve</b> | <b>Net Inventory Cost</b> | <b>Fair Market Value</b> |
|------------------------------------|--------------------|----------------------|-----------------------------|---------------------------------------|---------------------------|--------------------------|
| 225 Frennd Ship:Pins               | 153                | 1.67                 | \$255.58                    | (\$238.88)                            | \$16.70                   | \$100.00                 |
| Boulder Theater Event Coin         | 65                 | 3.97                 | \$257.81                    | (\$218.15)                            | \$39.66                   | \$100.00                 |
| Capitol Theatre Event Coin V1      | 16                 | 3.55                 | \$56.80                     | (\$21.30)                             | \$35.50                   | \$100.00                 |
| Capitol Theatre Event Pin V2       | 66                 | 3.20                 | \$210.88                    | (\$178.93)                            | \$31.95                   | \$100.00                 |
| CSMH Event Pin Set                 | 186                | 6.02                 | \$1,119.54                  | (\$1,059.35)                          | \$60.19                   | \$100.00                 |
| Earth Girl Design Necklace         | 5                  | 12.00                | \$60.00                     |                                       | \$60.00                   | \$150.00                 |
| Fan Pins                           | 45                 | 1.24                 | \$55.80                     |                                       | \$55.80                   | \$675.00                 |
| Frendly Gathering Event Pin Set V1 | 22                 | 6.02                 | \$132.33                    | (\$72.18)                             | \$60.15                   | \$100.00                 |
| Keene NH Event Coin                | 25                 | 3.97                 | \$99.27                     | (\$59.56)                             | \$39.71                   | \$100.00                 |
| PA/DC Event Coin                   | 56                 | 3.97                 | \$222.21                    | (\$182.53)                            | \$39.68                   | \$100.00                 |
| PlayStation Theater NYC Event Coin | 80                 | 3.73                 | \$298.62                    | (\$261.29)                            | \$37.33                   | \$100.00                 |
| Town Hall Buffalo Event Coin       | 28                 | 3.97                 | \$111.13                    | (\$71.44)                             | \$39.69                   | \$100.00                 |
| Trucker Hats                       | 42                 | 12.05                | \$506.10                    |                                       | \$506.10                  | \$840.00                 |
| Tumbledown Event Pin Set V1        | 70                 | 6.02                 | \$421.27                    | (\$361.09)                            | \$60.18                   | \$100.00                 |
| WLF Earth Mama Logo Pin V1         | 250                | 2.16                 | \$540.00                    |                                       | \$540.00                  | \$3,750.00               |
| WLF Frennd Plate                   | 71                 | 1.17                 | \$82.72                     |                                       | \$82.72                   | \$710.00                 |
| WLF Logo Pin V2                    | 40                 | 2.25                 | \$90.07                     |                                       | \$90.07                   | \$600.00                 |
| WLF Logo Pin V3                    | 140                | 1.96                 | \$274.40                    |                                       | \$274.40                  | \$2,100.00               |
|                                    |                    |                      | <u>\$4,794.53</u>           | <u>(\$2,724.70)</u>                   | <u>\$2,069.83</u>         | <u>\$9,925.00</u>        |

## **Note 4 - Taxes**

### **Income Taxes**

White Light Foundation, Inc. is organized as a state of Vermont nonprofit corporation and has been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Section 501(a) of the Internal Revenue Code as an organization described in Section 501(c)(3). Donors qualify for the charitable contribution deduction under Section 170(b)(1)(A)(vi). The Foundation is classified as a private foundation under section 509(a)(1) and files a return of Private Foundation (Form 990PF) with the IRS. In addition, the Foundation is subject to income tax on net income that is derived from business activities that are unrelated to their exempt purposes. However, for fiscal years 2016 and 2017 the Foundation generated no unrelated business taxable income and therefore is not required to file an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

Management has adopted the accounting standard, "Accounting for Uncertainty in Income Taxes." This standard clarifies the accounting and reporting for uncertainties in income tax positions taken or expected to be taken in filings with taxing jurisdictions, using minimum recognition and measurement thresholds.

Management believes that it has appropriate support for any tax positions taken affecting its annual filing requirements, and as such, does not have any uncertain tax positions that are material to the financial statements. The Foundation would recognize future accrued interest and penalties related to unrecognized tax benefits in income tax expense if such interest and penalties are incurred.

### **Sales Tax**

The Foundation is generally exempt from paying sales tax. However, it is required to collect and remit sales tax on certain taxable sales and service in states where it has nexus.

## Note 5 - Fundraising and Grants

### Special Events

In accordance with the Foundation's Mission Statement, certain fundraising events were held in partnership with Twiddle to support local community charities where the band performs. In order to solicit contributions at such events the Foundation is required to register with the local Secretary of State in each state where such events are held. Accordingly, the Foundation has registered with the Secretary of State offices in Vermont, Connecticut, New Hampshire, New York and Colorado and has held key events in each. In addition, certain event specific merchandise is sold online shortly before each fundraising event. The net proceeds from these sales are included with the event proceeds that make up the grant to the local charities. Our special event fundraising initiatives resulted in \$23,524.10 in grants to seventeen different community organizations, as follows:

|  |                               |                     |
|--|-------------------------------|---------------------|
| Boulder Theater, Boulder CO                      | Rez Dawg Rescue               | 1,114.00            |
| <b>Total for Boulder Theater</b>                 |                               | <b>\$ 1,114.00</b>  |
| Capitol Theatre (December 2016) Port Chester NY  | The Carver Center             | 6,062.00            |
| <b>Total for Capitol Theatre (December 2016)</b> |                               | <b>\$ 6,062.00</b>  |
| Capitol Theatre (May 2016) Port Chester NY       | S.A.I.L at Ferncliff Manor    | 2,110.00            |
| <b>Total for Capitol Theatre (May 2016)</b>      |                               | <b>\$ 2,110.00</b>  |
| College Street Music Hall, New Haven CT          | STA Band                      | 900.00              |
| College Street Music Hall, New Haven CT          | Carla's House                 | 900.00              |
| College Street Music Hall, New Haven CT          | Junior League of Baton Rouge  | 900.00              |
| <b>Total for College Street Music Hall</b>       |                               | <b>\$ 2,700.00</b>  |
| Frendly Gathering, Londonderry VT                | Love Your Brain               | 1,190.00            |
| Frendly Gathering, Londonderry VT                | VT Adaptive Ski and Sports    | 1,190.00            |
| <b>Total for Frendly Gathering</b>               |                               | <b>\$ 2,380.00</b>  |
| Colonial Theater, Keene NH                       | Monadnock Family Services     | 1,648.00            |
| <b>Total for Keene NH</b>                        |                               | <b>\$ 1,648.00</b>  |
| Gubbulidis, Magic Mountain, Londonderry VT       | Neighborhood Connections      | 1,244.10            |
| <b>Total for Magic Mountain</b>                  |                               | <b>\$ 1,244.10</b>  |
| Sherman Theater, Stroudsburg, PA                 | Pocono Arts Council           | 442.00              |
| <b>Total for Sherman Theater</b>                 |                               | <b>\$ 442.00</b>    |
| 9:30 Club, Washington D.C.                       | Hungry for Music              | 446.00              |
| <b>Total for 9:30 Club</b>                       |                               | <b>\$ 446.00</b>    |
| PlayStation Theater NYC                          | The Lower Eastside Girls Club | 943.00              |
| <b>Total for PlayStation Theater NYC</b>         |                               | <b>\$ 943.00</b>    |
| Town Hall Buffalo                                | Going to the Dogs Rescue      | 667.50              |
| Town Hall Buffalo                                | Crisis Services               | 667.50              |
| <b>Total for Town Hall Buffalo</b>               |                               | <b>\$ 1,335.00</b>  |
| Tumbledown, Burlington VT                        | DREAM                         | 1,550.00            |
| Tumbledown, Burlington VT                        | A New Place                   | 1,550.00            |
| <b>Total for Tumbledown</b>                      |                               | <b>\$ 3,100.00</b>  |
| <b>TOTAL</b>                                     |                               | <b>\$ 23,524.10</b> |

## Other Grants

Outside of special events, the Foundation also organized the “Thirty Days of Giving” grants. Recommendations for local community charities were submitted to the Foundation from the Twiddle community and a grant a day was made for thirty days in December 2016 to the following community organizations:

| <b>Community Charity</b>                 | <b>Amount</b>                   |
|--|---------------------------------|
| Home for Our Troops                      | 115.00                          |
| Friends of the Night                     | 115.00                          |
| Going to the Dogs Rescue                 | 115.00                          |
| pancreatic Cancer Action Network         | 115.00                          |
| Brain and Behavior Research Foundation   | 115.00                          |
| Project V.E.T.S.                         | 115.00                          |
| Megan House Foundation                   | 115.00                          |
| Granite State Dog Recovery               | 115.00                          |
| Saratoga County Natural Preservation Co. | 115.00                          |
| Bridges                                  | 115.00                          |
| Blink Now                                | 115.00                          |
| Historic Memorial Hall                   | 115.00                          |
| Grateful Doggies Rescue Retreat          | 115.00                          |
| Every Mother Counts                      | 115.00                          |
| World Wildlife Fund                      | 115.00                          |
| Northern Rivers Family of Services       | 115.00                          |
| St. Jude's Children's Hospital           | 115.00                          |
| Institute of Rwanda                      | 115.00                          |
| Kelly Ryan Foundation                    | 115.00                          |
| A New Place                              | 115.00                          |
| Minding Your Mind Foundation             | 115.00                          |
| Minot Public School Foundation           | 115.00                          |
| Deerfield Valley Food Pantry             | 115.00                          |
| Catskill Animal Sanctuary                | 115.00                          |
| Fight for the Future                     | 115.00                          |
| Shell Strong Foundation                  | 115.00                          |
| Animal Soup                              | 115.00                          |
| Northern Friends of Haiti                | 115.00                          |
| Mr. Mo Project                           | 115.00                          |
| Ross Powers Foundation                   | 115.00                          |
| Total                                    | <b><u><u>\$3,450.00</u></u></b> |

These grants were issued from our general operating fund.

## **Note 6 - In-Kind Donations**

In-kind donations made to the Foundation that represent inventory of a value at least \$100 are recorded as in-kind donations revenue at the fair market value. In order to avoid double counting the income when the donated property is sold, it is included in our inventory on the balance sheet with a cost basis equal to the fair market value at the date of contribution.

In-kind donations made to the Foundation that represent inventory of a value less than \$100 are not recorded as an in-kind donation at the date of the contribution. Instead, the revenue and income is recognized when the donated property is sold. The inventory is included with zero cost basis at the date of contribution, and the revenue is recognized at the date of sale.