#### FINANCIAL STATEMENTS

# CENTER FOR GLOBAL DEVELOPMENT

FOR THE YEAR ENDED DECEMBER 31, 2011
WITH SUMMARIZED FINANCIAL
INFORMATION FOR 2010

#### CONTENTS

		PAGE NO.
INDEPENDEN	T AUDITORS' REPORT	2
EXHIBIT A -	Statement of Financial Position, as of December 31, 2011, with Summarized Financial Information for 2010	3 - 4
EXHIBIT B -	Statement of Activities and Change in Net Assets, for the Year Ended December 31, 2011, with Summarized Financial Information for 2010	5
EXHIBIT C -	Statement of Functional Expenses, for the Year Ended December 31, 2011, with Summarized Financial Information for 2010	6
EXHIBIT D -	Statement of Cash Flows, for the Year Ended December 31, 2011, with Summarized Financial Information for 2010	7
NOTES TO FIN	IANCIAL STATEMENTS	8 - 14



#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors Center for Global Development Washington, D.C.

We have audited the accompanying statement of financial position of the Center for Global Development (CGD) as of December 31, 2011, and the related statements of activities and change in net assets, functional expenses and cash flows for the year then ended. These financial statements are the responsibility of CGD's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from CGD's 2010 financial statements and, in our report dated April 12, 2011, we expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of CGD's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CGD as of December 31, 2011, and its change in net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

gelman Kozenberg & Freedman

April 25, 2012

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# STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2011 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

#### **ASSETS**

	2011	2010
CURRENT ASSETS		
Cash and cash equivalents Investments (Notes 2 and 9) Pledges receivable, current portion (Note 3) Grants receivable, current portion (Note 3) Accounts receivable Prepaid expenses Deferred rents receivable (Note 7)	\$ 8,762,877 17,141,964 55,000 3,233,597 78,809 177,802 24,576	\$ 6,121,682 15,742,800 573,094 4,379,079 1,076 51,872
Total current assets	29,474,625	26,869,603
FIXED ASSETS		
Furniture Computer equipment Leasehold improvements	408,265 310,511 605,113	408,265 272,062 657,799
Less: Accumulated depreciation and amortization	1,323,889 (680,569)	1,338,126 (592,507)
Net fixed assets	643,320	745,619
OTHER ASSETS		
Pledges receivable, net of current portion (Note 3) Grants receivable, net of current portion (Note 3) Certificate of deposit - restricted (Notes 4 and 9)	3,079,100 6,013,332 184,789	3,545,452 657,045 184,789
Total other assets	9,277,221	4,387,286
TOTAL ASSETS	\$ <u>39,395,166</u>	\$ <u>32,002,508</u>

#### **LIABILITIES AND NET ASSETS**

	2011	2010
CURRENT LIABILITIES		
Accounts payable and accrued liabilities Accrued salaries and related benefits Deferred rent, current portion (Note 7) Deferred rental income	\$ 137,296 342,666 - 88,992	\$ 76,235 311,868 52,542 19,089
Total current liabilities	568,954	459,734
LONG-TERM LIABILITIES		
Deferred rent, net of current portion (Note 7) Other liabilities	412,644 <u>97,250</u>	322,754 33,375
Total long-term liabilities	509,894	356,129
Total liabilities	1,078,848	815,863
NET ASSETS		
Unrestricted Temporarily restricted (Note 5)	21,186,149 17,130,169	19,634,944 11,551,701
Total net assets	38,316,318	31,186,645
TOTAL LIABILITIES AND NET ASSETS	\$ <u>39,395,166</u>	\$ <u>32,002,508</u>

#### STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS FOR THE YEAR ENDED DECEMBER 31, 2011 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

		2011	_	2010
	Unrestricted	Temporarily Restricted	Total	Total
	<u>Omestricted</u>	Restricted	<u> Totai</u>	10141
REVENUE				
Grants and contributions Grant income - DFID Contract revenue Investment (loss) income (Note 2) Service revenue Net assets released from donor	\$ 3,843,949 - 753,792 (841,806) 24,356	\$ 6,730,937 6,407,775 - - -	\$ 10,574,886 6,407,775 753,792 (841,806) 24,356	\$ 6,822,069 - 701,076 1,876,911 28,357
restrictions (Note 6)	7,560,244	(7,560,244)		
Total revenue	11,340,535	5,578,468	16,919,003	9,428,413
EXPENSES				
Program Services	7,944,107		7,944,107	8,841,648
Supporting Services:  Management and General  Fundraising	1,331,468 <u>513,755</u>	<u>-</u>	1,331,468 <u>513,755</u>	1,351,505 291,906
Total supporting services	1,845,223		1,845,223	<u>1,643,411</u>
Total expenses	9,789,330		9,789,330	10,485,059
Change in net assets	1,551,205	5,578,468	7,129,673	(1,056,646)
Net assets at beginning of year	19,634,944	11,551,701	31,186,645	32,243,291
NET ASSETS AT END OF YEAR	\$ <u>21,186,149</u>	\$ <u>17,130,169</u>	\$ <u>38,316,318</u>	\$ <u>31,186,645</u>

#### STATEMENT OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2011 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

	2011					2010
		Supporting Services				
				Total		
	Program	Management		Supporting	Total	Total
	Services	and General	Fundraising	Services	Expenses	Expenses
Employee salaries and						
benefits (Note 8)	\$5,225,411	\$ 729,444	\$ 290,446	\$1,019,890	\$ 6,245,301	\$ 5,990,712
Field research	-	-	-	-	-	160,085
Program and research						
consultants	659,808	-	-	-	659,808	893,758
Subgrants	-	-	-	-	-	207,514
Other professional fees	22,529	82,031	2,140	84,171	106,700	301,809
Travel	406,975	4,041	3,680	7,721	414,696	457,954
Outreach activities	54,048	25,000	-	25,000	79,048	110,437
Meetings and conferences	226,669	8,849	107,384	116,233	342,902	363,200
Printing and production	172,864	3,939	34,105	38,044	210,908	276,533
Supplies and materials	71,016	36,007	6,240	42,247	113,263	71,581
Postage and shipping	5,457	12,530	118	12,648	18,105	25,971
Furnishings, equipment,						
and software	17,538	87,617	383	88,000	105,538	124,187
Rent and utilities (Note 7)	6,292	1,243,188	61	1,243,249	1,249,541	1,260,223
Depreciation and						
amortization	-	149,618	-	149,618	149,618	162,648
Other	6,784	85,133	1,985	87,118	93,902	78,447
Subtotal	6,875,391	2,467,397	446,542	2,913,939	9,789,330	10,485,059
Overhead allocation	1,068,716	(1,135,929)	67,213	(1,068,716)	-	-
TOTAL	\$7,944,107	\$ 1,331,468	\$ 513,755	\$1,845,223	\$ 9,789,330	\$10,485,059

#### STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2011 WITH SUMMARIZED FINANCIAL INFORMATION FOR 2010

	_	2011	_	2010
CASH FLOWS FROM OPERATING ACTIVITIES				
Change in net assets	\$	7,129,673	\$	(1,056,646)
Adjustments to reconcile change in net assets to net cash provided by operating activities:				
Depreciation and amortization Unrealized loss (gain) on investments Realized loss (gain) on investments Change in discount of long-term pledges and grants receivable Loss on disposal of fixed assets		149,618 1,606,681 10 466,912 19,956		162,648 (1,169,028) (222) (90,178) 3,020
(Increase) decrease in: Pledges receivable Grants receivable Accounts receivable Prepaid expenses Deferred rents receivable		984,446 (4,677,717) (77,733) (125,930) (24,576)		(628,897) 5,233,533 19,627 (20,439)
Increase (decrease) in: Accounts payable and accrued liabilities Accrued salaries and related benefits Deferred rent Deferred rental income Other liabilities	_	61,061 30,798 37,348 69,903 63,875	_	(44,651) 22,529 36,418 19,089 (72,250)
Net cash provided by operating activities	_	5,714,325	_	2,414,553
CASH FLOWS FROM INVESTING ACTIVITIES				
Net purchase of investments Purchase of fixed assets	_	(3,005,856) (67,274)	_	(2,591,697) (30,846)
Net cash used by investing activities	_	(3,073,130)	_	(2,622,543)
Net increase (decrease) in cash and cash equivalents		2,641,195		(207,990)
Cash and cash equivalents at beginning of year	_	6,121,682	_	6,329,672
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$_	8,762,877	\$_	6,121,682

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION

#### Organization -

The Center for Global Development (CGD) is dedicated to reducing global poverty and inequality through policy-oriented research and active engagement on development issues with the policy community and the public. A principal focus of CGD's work is the policies of the United States and other industrial countries that affect development prospects in poor countries. CGD's research assesses the impact on poor people of globalization and of the policies of industrialized countries, developing countries and multilateral institutions. CGD seeks to identify alternative policies that promote equitable growth and participatory development in low-income and transitional economies, and, in collaboration with civil society and private sector groups, seeks to translate policy ideas into policy reforms. CGD partners with other institutions in efforts to improve public understanding in industrial countries of the economic, political, and strategic benefits of promoting improved living standards and governance in developing countries.

#### Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

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 accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with CGD's financial statements for the year ended December 31, 2010, from which the summarized information was derived.

#### Cash and cash equivalents -

CGD considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

At times during the year, CGD maintains cash balances at financial institutions in excess of the Federal Deposit Insurance Corporation (FDIC) limits. Management believes the risk in these situations to be minimal.

Through December 31, 2012, the Dodd-Frank Wall Street Reform and Consumer Protection Act ("Dodd-Frank Act") provides temporary unlimited deposit insurance coverage for noninterest-bearing transaction accounts at all Federal Deposit Insurance Corporation (FDIC) - insured depository institutions (the "Dodd-Frank Deposit Insurance Provision"). CGD maintains its cash balances at financial institutions in noninterest-bearing accounts; thereby, all of the cash balances are protected by FDIC under this Act.

#### Investments -

Investments are recorded at their readily determinable fair value. Realized and unrealized gains and losses are included in investment income in the Statement of Activities and Change in Net Assets.

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

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

#### Accounts receivable -

Accounts receivable approximate fair value. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

#### Fixed assets -

Fixed assets are stated at cost. Fixed assets are depreciated on a straight-line basis over the estimated useful lives of the related assets, generally three to ten years. Leasehold improvements are amortized over the remaining life of the lease. The cost of maintenance and repairs is recorded as expenses are incurred. CGD capitalizes all fixed assets with a unit cost over \$1,000.

#### Income taxes -

CGD 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 financial statements. CGD is not a private foundation.

#### Uncertain tax positions -

In June 2006, the Financial Accounting Standards Board (FASB) released FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes. For the year ended December 31, 2011, CGD has documented its consideration of FASB ASC 740-10 and determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements. The Federal Form 990, *Return of Organization Exempt from Income Tax*, is subject to examination by the Internal Revenue Service, generally for three years after it is filed.

#### Net asset classification -

The net assets 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 CGD and include both internally designated and undesignated resources.
- Temporarily restricted net assets include revenue and contributions subject to donorimposed stipulations that will be met by the actions of CGD and/or the passage of time.
   When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities and Change in Net Assets as net assets released from restrictions.

#### Grants and contributions -

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

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

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

Grants and contributions (continued) -

Temporarily restricted grants and contributions 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 financial statements.

#### Use of estimates -

The preparation of 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 financial statements and the reported amounts of revenue and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

#### Functional allocation of expenses -

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

#### Risks and uncertainties -

CGD invests in various investment securities. Investment securities are exposed to various risks such as interest rates, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the accompanying financial statements.

#### Fair value measurements -

CGD adopted the provisions of FASB ASC 820, Fair Value Measurements and Disclosures. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements. CGD accounts for a significant portion of its financial instruments at fair value or considers fair value in its measurement.

#### 2. INVESTMENTS

Investments consisted of the following at December 31, 2011:

	<u>Value</u>
TIFF Multi - Asset Fund Vanguard - Mutual Funds	\$12,106,750 <u>5,035,214</u>
TOTAL INVESTMENTS	\$ <u>17,141,964</u>

Market

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### 2. INVESTMENTS (Continued)

Included in investment loss are the following at December 31, 2011:

TOTAL INVESTMENT LOSS	- ¢	(841.806)
Unrealized loss Realized loss		(1,606,681)
Interest and dividends	\$	764,885

#### 3. PLEDGES AND GRANTS RECEIVABLE

As of December 31, 2011, pledges and grants receivable approximate fair value and are to be received over the next five years. The pledges and grants have been appropriately discounted using interest rates varying from one to five percent. Management considers all amounts to be fully collectible. Accordingly, an allowance for doubtful accounts has not been established.

The pledges and grants are due as follows at December 31, 2011:

	Pledges <u>Receivable</u>	Grants <u>Receivable</u>
Less than one year One year to five years	\$ 55,000 3,755,000	. , ,
Subtotal Less: Discount to present value	3,810,000 (675,900	, ,
TOTAL	\$ <u>3,134,100</u>	\$ <u>9,246,929</u>

CGD has an existing conditional promise to receive up to \$3,000,000 from The William and Flora Hewlett Foundation (the Foundation) during the period from June 13, 2011 until June 13, 2014. Payment is contingent upon the submission of narrative and financial reports on CGD's activities during the grant period, strategy and other documentation and qualified dollar-for-dollar matching provisions. As the conditions for the payment by the Foundation of this remaining promise have not been met as of December 31, 2011, these amounts are not included in fiscal year 2011 revenues and are not recorded in contributions receivable at December 31, 2011.

#### 4. LETTER OF CREDIT/CERTIFICATE OF DEPOSIT

CGD has two restricted letters of credit, secured by a certificate of deposit totaling \$184,789, with SunTrust Bank. The terms of the two office lease agreements stipulate that CGD maintain this letter of credit in lieu of a security deposit. Only the landlords may draw on this letter of credit and only if CGD is in default and has been notified. This may be reduced over the life of the lease when certain conditions are met. At December 31, 2011, the letter of credit had no balance outstanding. As the certificate of deposit is collateral for this letter of credit, it may not be drawn upon.

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### 5. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets consisted of the following at December 31, 2011:

Time restricted	\$ <u>3,945,586</u>
Purpose restricted:	
Global Health Policy	2,756,594
Aid Innovation and Effectiveness	2,260,259
Rethinking U.S. Foreign Assistance	2,680,741
Commitment to Development Index	90,000
International Migration	306,138
CGD in Europe	76,279
Fragile States and Corruption	2,245,000
Agriculture and Trade	1,684,373
Development Scholar Visiting Fellowships	106,644
Research on Population and Development	696,000
Responsible Lending and Debt Issues	<u>282,555</u>
Total purpose restricted	13,184,583
TOTAL TEMPORARILY RESTRICTED NET ASSETS	\$ <u>17,130,169</u>

#### 6. NET ASSETS RELEASED FROM RESTRICTIONS

The following temporarily restricted net assets were released from donor restrictions at December 31, 2011, by incurring expenses (or through the passage of time), which satisfied the restricted purposes specified by the donors:

Passage of time	\$_	2,240,000
Purpose restricted:		
Global Health Policy		818,061
Aid Innovation and Effectiveness		865,100
Rethinking U.S. Foreign Assistance		445,000
Commitment to Development Index		150,530
International Migration		450,000
Fragile States and Corruption		1,062,691
CGD in Europe		89,000
Agriculture and Trade		280,000
Access to Financial Services		150,000
Development Scholar Visiting Fellowships		260,000
Research on Population and Development		499,862
Responsible Lending and Debt Issues	_	250,000
Total purpose restricted	_	5,320,244
TOTAL NET ASSETS RELEASED FROM RESTRICTIONS	\$_	7,560,244

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### 7. LEASE COMMITMENT

CGD leases office space under five leases for periods ranging from six to ten years. Four of these leases expire in 2012, and the fifth lease expires in 2016. Base rent ranges from \$6,525 to \$86,684 per month. The leases contain rent abatements and fixed increases in the annual rental amounts.

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 asset and deferred rent liability in the Statement of Financial Position. The deferred rent asset was \$24,576 at December 31, 2011, for the subleased space. The deferred rent liability was \$412,644 at December 31, 2011, for the leased space.

Minimum rental payments required under these leases are as follows:

#### Year Ended December 31,

2013 2014 2015 2016	<u>-</u>	1,141,181 1,189,706 1,226,113 1,151,343
	\$_	6,034,692

Rent and utilities expense for the year ended December 31, 2011 was as follows:

TOTAL RENT AND UTILITIES	\$ <u>1,249,541</u>
Subtotal	1,792,145
Less: Rental income	(542,604)
Straight line rent	\$ 1,745,898
Utilities	<u>46,247</u>

CGD subleases its old office space under various leases expiring throughout 2012.

The following is a schedule of the future minimum rental income:

Year Ended December 31, 2012	\$	205,444
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Rental income for the year ended December 31, 2011 was \$542,604.

#### 8. RETIREMENT PLAN

CGD sponsors a 403(b) retirement plan that is available to employees who meet certain eligibility requirements. CGD contributes 15% of each eligible employee's earnings to the plan, subject to legal limits. For the year ended December 31, 2011, CGD contributed \$499,759 to the plan.

#### NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2011

#### 9. FAIR VALUE MEASUREMENTS

In accordance with FASB ASC 820, Fair Value Measurements and Disclosures, CGD has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument. Investments recorded in the Statement of Financial Position are categorized based on the inputs to valuation techniques as follows:

**Level 1**. These are investments where values are based on unadjusted quoted prices for identical assets in an active market CGD has the ability to access.

**Level 2.** These are investments where values are based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the investments.

**Level 3.** These are investments where values are based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement. These inputs reflect assumptions of management about assumptions market participants would use in pricing the investments. These investments include non-readily marketable securities that do not have an active market.

Following is a description of the valuation methodology used for investments measured at fair value. There have been no changes in the methodologies used at December 31, 2011.

- *Mutual funds*—The fair value is equal to the reported net asset value of the fund, which is the price at which additional shares can be obtained.
- Certificates of deposit—Generally valued at original cost plus accrued interest, which approximates fair value.

The table below summarizes, by level within the fair value hierarchy, CGD's investments as of December 31, 2011:

Asset Category:	Level 1	 Level 2	 Level 3	Total
TIFF Multi - Asset Fund Vanguard - Mutual Funds Certificate of Deposit - Restricted	\$12,106,750 5,035,214 -	\$ - - 184,789	\$ - - -	\$12,106,750 5,035,214 
TOTAL	\$ <u>17,141,964</u>	\$ 184,789	\$ 	\$ <u>17,326,753</u>

#### 10. SUBSEQUENT EVENTS

In preparing these financial statements, CGD has evaluated events and transactions for potential recognition or disclosure through April 25, 2012, the date the financial statements were issued.