

Financial Statements and Supplemental Information

For the Year Ended December 31, 2016

and
Report Thereon

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of the National Energy Education Development Project, Inc.

We have audited the accompanying financial statements of the National Energy Education Project, Inc. (NEED), which comprise the statement of financial position as of December 31, 2016, and the related statements of activities and cash flows for the year 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the 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 auditor's 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 auditor considers 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 the National Energy Education Project, Inc. as of December 31, 2016, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Correction of Error

As discussed in Note 11 to the financial statements, NEED restated its net asset balance as of December 31, 2015, to correct for a misstatement in the classification of net assets between temporarily restricted and unrestricted net assets due to an error in calculating and reporting the release from restrictions in prior years. While there was no effect from this restatement on total net assets as of December 31, 2015, or the change in net assets for 2015 as previously reported, the adjustment increased unrestricted net assets and decreased temporarily restricted net assets as of December 31, 2015, by \$117,527. Our opinion is not modified with respect to this matter.

Other Matter

Report on Supplemental Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplemental schedule of functional expenses on page 14 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Raffa, P.C.

Washington, DC August 17, 2017

Raffa P.C.

STATEMENT OF FINANCIAL POSITION December 31, 2016

ASSETS	
Cash and cash equivalents	\$ 402,713
Certificates of deposit	301,115
Grants and contributions receivable	708,377
Inventory	125,415
Prepaid expenses	13,873
Property and equipment, net	8,160
TOTAL ASSETS	\$ 1,559,653
LIABILITIES AND NET ASSETS Liabilities	
Accounts payable and accrued expenses	\$ 220,541
Refundable advances and deferred revenue	43,527
Deferred rent	 2,073
TOTAL LIABILITIES	 266,141
Net Assets	
Unrestricted	185,631
Temporarily restricted	1,107,881
TOTAL NET ASSETS	 1,293,512
TOTAL LIABILITIES AND NET ASSETS	\$ 1,559,653

STATEMENT OF ACTIVITIES For the Year Ended December 31, 2016

	Unrestricted	Temporarily Restricted	Total		
REVENUE AND SUPPORT	Φ 4.440.000	Ф 4 5 00 000	Ф 0.040.000		
Grants, contracts and contributions	\$ 1,419,326	\$ 1,500,296	\$ 2,919,622		
Conference and youth awards	329,297	-	329,297		
Curriculum and kit sales	191,920	-	191,920		
In-kind contributions	42,150	-	42,150		
Interest income	1,991	-	1,991		
Other income	28,082	-	28,082		
Net assets released from restrictions:					
Satisfaction of purpose restrictions	2,046,464	(2,046,464)	-		
Satisfaction of time restrictions	20,000	(20,000)			
TOTAL REVENUE AND					
SUPPORT	4,079,230	(566,168)	3,513,062		
EXPENSES Program Services:					
3	4 445 647		4 445 647		
Workshops and conferences	1,115,647	-	1,115,647		
Program administration	969,493	-	969,493		
Kits and materials	980,666	-	980,666		
Youth awards	422,460	-	422,460		
Curriculum development	247,295	-	247,295		
Training conferences	196,018	-	196,018		
Program development	67,670	-	67,670		
Total Program Services	3,999,249		3,999,249		
Supporting Services:					
General and administrative	58,430	-	58,430		
Fundraising	46,499		46,499		
Total Supporting Services	104,929		104,929		
TOTAL EXPENSES	4,104,178		4,104,178		
CHANGE IN NET ASSETS	(24,948)	(566,168)	(591,116)		
NET ASSETS, BEGINNING OF YEAR, AS RESTATED	210,579	1,674,049	1,884,628		
NET ASSETS, END OF YEAR	\$ 185,631	\$ 1,107,881	\$ 1,293,512		
		-			

The accompanying notes are an integral part of these financial statements.

STATEMENT OF CASH FLOWS For the Year Ended December 31, 2016 Increase (Decrease) in Cash and Cash Equivalents

CASH FLOWS FROM OPERATING ACTIVITIES Change in net assets Adjustments to reconcile change in net assets to	\$ (591,116)
net cash used in operating activities: Depreciation	2,281
Decrease in assets and liabilities:	2,201
Grants and contributions receivable	406,418
Inventory	21,783
Prepaid expenses	1,700
Accounts payable and accrued expenses	396
Refundable advances and deferred revenue	17,780
Deferred rent	 (6,170)
NET CASH USED IN OPERATING ACTIVITIES	 (146,928)
CASH FLOWS FROM INVESTING ACTIVITIES	
Proceeds from matured certificates of deposit	109,628
Reinvested interest on certificates of deposit	(1,674)
Purchases of property and equipment	 (1,317)
NET CASH PROVIDED BY INVESTING ACTIVITIES	 106,637
NET DECREASE IN CASH AND CASH EQUIVALENTS	(40,291)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	 443,004
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 402,713

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

1. Organization and Summary of Significant Accounting Policies

Organization

The National Energy Education Development Project, Inc. (NEED) was incorporated under the laws of the Commonwealth of Virginia on November 20, 1991. NEED develops and provides comprehensive trainings and curricula on energy resources to teachers and students nationwide. NEED also annually conducts a national awards program to recognize excellence in energy programming. These activities are funded primarily through grants, contracts and contributions from major energy-related corporations and associations, federal and state governments, local sponsors, and school districts throughout the United States.

Basis of Accounting

The financial statements of NEED have been prepared on the accrual basis of accounting. Accordingly, revenues are recognized when earned and expenses are recognized when the obligation is incurred.

Cash Equivalents

Cash equivalents include money market funds and highly liquid investments with initial maturities of three months or less.

Certificates of Deposit

Certificates of deposit with initial maturities of more than three months are not considered cash equivalents. These certificates of deposit are recorded in the financial statements at fair value. Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Fair Value Measurement

Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 820, Fair Value Measurement, defines fair value, establishes a framework for measuring fair value in accordance with generally accepted accounting principles in the United States of America (GAAP) and requires disclosures about fair value measurement for assets and liabilities measured at fair value on a recurring basis. The ASC emphasizes that fair value is a market-based measurement, not an entity-specific measurement, and therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurement, the ASC established a fair value hierarchy based upon the transparency of the inputs to the valuation of an asset or liability. These inputs may be observable, whereby market participant assumptions are developed based on market data obtained from independent sources, or unobservable, whereby market participant assumptions are developed by the reporting entity based on the best information available in the circumstances.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

1. Organization and Summary of Significant Accounting Policies (continued)

Fair Value Measurement (continued)

The three levels of the fair value hierarchy are described as follows:

Level 1 – Inputs based on quoted prices (unadjusted) in active markets for identical assets or liabilities accessible at the measurement date.

Level 2 – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly, such as quoted prices for similar assets or liabilities in active markets.

Level 3 – Unobservable inputs for the asset or liability, including the reporting entity's own assumptions in determining the fair value measurement.

As of and for the year ended December 31, 2016, only NEED's certificates of deposit, as described in Note 3 of these financial statements, were measured at fair value on a recurring basis.

Grants and Contributions Receivable

NEED uses the allowance method to record potentially uncollectible grants and contributions receivable. The allowance is based on management's analysis of specific accounts and promises to give. A provision for doubtful accounts is made when collection of the full amount is no longer probable.

Inventory

Inventory, which consists of printed materials and educational kits, is valued at the lower of cost or market using the average cost method.

Property and Equipment and Related Depreciation

Property and equipment are recorded at cost. Depreciation on computers, furniture and equipment is provided for on a straight-line basis over the estimated useful lives of the assets, which range from three to seven years. The cost of property and equipment retired or disposed of is removed from the accounts along with the related accumulated depreciation, and any gain or loss is reflected in income or expense in the accompanying statement of activities. Major additions are capitalized, while replacements, maintenance and repairs that do not improve or extend the lives of the respective assets are expensed as incurred.

Classification of Net Assets

The net assets of NEED are reported as follows:

- Unrestricted net assets represent the portion of expendable funds that are available for support of NEED's operations.
- Temporarily restricted net assets are specifically restricted by donors for various purposes or time periods.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

1. Organization and Summary of Significant Accounting Policies (continued)

Revenue Recognition

Grants and contributions are reported as revenue in the year in which the payments are received and/or unconditional promises to give are made. NEED reports gifts of cash and other assets 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 accompanying statement of activities as net assets released from restrictions. Donor-restricted grants and contributions whose restrictions are met in the same reporting period in which they are received are reported as unrestricted revenue and support. Grants and contributions that have been committed to NEED, but have not been received as of year-end, are reflected as grants and contributions receivable in the accompanying statement of financial position.

Revenue from grants and contracts treated as exchange transactions is recognized as costs are incurred on the basis of direct costs plus allowable indirect expenses. Revenue recognized on these grants and contracts for which billings have not been presented to or collected from the awarding agency is included in grants and contributions receivable in the accompanying statement of financial position. Funds received in advance, but not yet expended, are reflected as refundable advances in the accompanying statement of financial position.

Revenue and the related costs of the conference and youth awards are recognized in the year in which the conference is held or youth awards are awarded.

Curriculum and kit sales are recorded as revenue when the related materials are shipped.

In-Kind Contributions

In-kind contributions consist of contributed materials and legal services. The value of the in-kind contributions is recorded as revenue and expenses at the estimated fair value as of the date of receipt or the date the services were provided. The amount is included in in-kind contributions in the accompanying statement of activities.

Functional Expense Allocation

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

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect certain reported amounts and disclosures in the financial statements. Actual results could differ from those estimates.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

2. Grants and Contributions Receivable

Grants and contributions receivable are from various organizations and are due within one year. All amounts are deemed to be fully collectible.

3. Certificates of Deposit

The following table summarizes NEED's certificates of deposit measured at fair value on a recurring basis as of December 31, 2016, aggregated by the fair value hierarchy level with which those measurements were made:

		Quoted Prices in Active				
		Markets for	Significant			
		Identical	Other	Significant		
		Assets/	Observable	Unobservable		
		Liabilities	Inputs	Inputs		
	Fair Value	<u>(Level 1)</u>	(Level 2)	(Level 3)		
Certificates of Deposit	<u>\$ 301,115</u>	<u>\$ -</u>	<u>\$ 301,115</u>	<u>\$ -</u>		

The certificates of deposit are recorded at fair value by discounting the related cash flows based on current yields of similar instruments with comparable characteristics.

4. Property and Equipment

Property and equipment consisted of the following at December 31, 2016:

Computer equipment	\$	97,908
Office furniture and equipment		46,974
Total Property and Equipment		144,882
Less: Accumulated Depreciation		(136,722)
Property and Equipment, Net	<u>\$</u>	8,160

During the year ended December 31, 2016, NEED recorded depreciation expense related to property and equipment of \$2,281.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

5. Temporarily Restricted Net Assets

As of December 31, 2016, temporarily restricted net assets were available for the following purposes:

Program-restricted:	
Workshops and conferences	\$ 577,092
Program administration	299,364
Kits and materials	163,975
Program development	24,000
Training conferences	4,200
Curriculum development	8,500
Youth awards	 10,750
Total Program-Restricted Net Assets	1,087,881
Time-restricted:	
Time-restricted for general operations for 2017	 20,000
Total Temporarily Restricted Net Assets	\$ <u>1,107,881</u>

6. Commitments, Risks and Contingencies

Office Leases

NEED has a noncancelable operating lease agreement for its office space in Manassas, Virginia, which was set to expire on April 30, 2016. On October 24, 2015, NEED entered into an amendment to the noncancelable operating lease effective May 1, 2016, to extend the lease term to April 30, 2021. The amended lease calls for monthly payments of \$2,983 in the first year, with annual increases thereafter.

In addition, NEED has a noncancelable operating lease agreement for its second office and a warehouse location in Roanoke, Virginia, which was set to expire on February 28, 2017. On April 10, 2017, NEED entered into an amendment to the noncancelable operating lease effective March 1, 2017, to extend the lease term to February 29, 2022. The amended lease calls for monthly payments of \$5,285 in the first year, with annual increases thereafter.

The terms of both leases provide for a 3% increase in future minimum rental payments. Under GAAP, all fixed rent increases are recognized on a straight-line basis over the term of the lease. The difference between this expense and the required lease payments is reflected as deferred rent in the accompanying statement of financial position. Rent expense was \$ 92,885 for the year ended December 31, 2016.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

6. Commitments, Risks and Contingencies (continued)

Office Leases (continued)

The future minimum lease payments required under these leases were as follows as of December 31, 2016:

For the Year Ending December 31,	R	Roanoke		Manassas		Total	
2017	\$	63,418	\$	36,507	\$	99,925	
2018		65,004		37,602		102,606	
2019		66,954		38,730		105,684	
2020		68,963		39,892		108,855	
2021		71,031		13,428		84,459	
Thereafter		11,896				11,896	
Total	\$	347,266	\$	166,159	\$	513,425	

Concentration of Credit Risk

NEED maintains its cash and cash equivalents with commercial financial institutions, which aggregate balance may exceed, at times, the Federal Deposit Insurance Corporation (FDIC) insured limit of \$250,000 per depositor per institution. As of December 31, 2016, NEED's account balances exceeded the maximum limit insured by the FDIC by approximately \$235,000. NEED monitors the creditworthiness of these institutions and has not experienced any credit losses on its cash and cash equivalents.

7. In-Kind Contributions

During the year ended December 31, 2016, NEED received in-kind contributions consisting of contributed materials and legal services. These in-kind contributions are recognized as revenue and expense in the accompanying statement of activities at their estimated fair value, as provided by the donor at the date of receipt. For the year ended December 31, 2016, in-kind contributions consisted of \$38,400 of contributed materials and \$3,750 of contributed legal services.

8. Pension Plan

NEED maintains a Section 403(b) pension benefit plan for its employees. NEED's matching tax-sheltered annuity plan allows for a pretax employee contribution up to the maximum amount currently permitted by law and a 100% employer match up to 6% of compensation. The plan provides for immediate vesting for employees. Pension expense was \$42,702 for the year ended December 31, 2016.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

9. Line of Credit

NEED has a revolving line of credit agreement with a bank. The line of credit has a borrowing limit of \$75,000 and is renewable annually. Funds drawn against this line of credit accrue interest at a variable rate based on the prime rate established by the bank plus 0.75%, which totaled 6.75% at December 31, 2016. The line of credit is secured by NEED's certificates of deposit. As of December 31, 2016, NEED had no outstanding balance on this line of credit.

10. Income Taxes

NEED is exempt from the payment of taxes on income other than net unrelated business income under Section 501(c)(3) of the Internal Revenue Code. No provision for income taxes is required for the year ended December 31, 2016, as NEED had no net unrelated business income.

NEED follows the authoritative guidance relating to accounting for uncertainty in income taxes included in FASB ASC Topic 740, *Income Taxes*. These provisions provide consistent guidance for the accounting for uncertainty in income taxes recognized in an entity's financial statements and prescribe a threshold of "more likely than not" for recognition and derecognition of tax positions taken or expected to be taken in a tax return. NEED performed an evaluation of uncertainty in income taxes for the year ended December 31, 2016, and determined that there were no matters that would require recognition in the financial statements or that may have any effect on its tax-exempt status. As of December 31, 2016, the statute of limitations for tax years ended December 31, 2013 through 2015, remains open with the U.S. federal jurisdiction or the various states and local jurisdictions in which NEED files tax returns. It is NEED's policy to recognize interest and/or penalties related to uncertain tax positions, if any, in income tax expense. As of December 31, 2016, NEED had no accruals for interest and/or penalties.

11. Prior Period Adjustment

During the year ended December 31, 2016, NEED restated its net asset balance as of December 31, 2015, to correct for a misstatement in the classification of net assets between temporarily restricted and unrestricted net assets due to an error in calculating and reporting the release from restrictions in prior years. Temporarily restricted net assets totaling \$117,527, which had been designated for various programs, should have been released in prior years based upon the satisfaction of program restrictions that occurred. While this restatement had no effect on total net assets as of December 31, 2015, or the change in net assets for 2015 as previously reported, the adjustment increased unrestricted net assets and decreased temporarily restricted net assets as of December 31, 2015, by \$117,527.

NOTES TO FINANCIAL STATEMENTS For the Year Ended December 31, 2016

12. Subsequent Events

In preparing these financial statements, NEED has evaluated events and transactions for potential recognition or disclosure through August 17, 2017, the date the financial statements were available to be issued. Except for the lease amendment as described in Note 6, there were no other subsequent events identified through August 17, 2017, that require recognition or disclosure in these financial statements.



NATIONAL ENERGY EDUCATION DEVELOPMENT PROJECT, INC. SCHEDULE OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2016

	Program Services						Supporting Services				
	Workshops and Conferences	Program Administration	Kits and Materials	Youth Awards	Curriculum Development	Training Conferences	Program Development	Total Program Services	General and Administrative	Fundraising	Total
Personnel costs	\$ 233,835	\$ 641,016	\$ 105,828	\$ 15,779	\$ 210,132	\$ 24,899	\$ 34,757	\$ 1,266,246	\$ 32,447	\$ 21,030	\$ 1,319,723
Travel	191,612	85,498	966	49,264	578	36,451	6,017	370,386	373	5,982	376,741
Kit purchases	-	-	554,719	-	-	-	-	554,719	-	-	554,719
Conferences and workshops	198,912	-	-	-	-	123,293	-	322,205	-	-	322,205
Youth awards	-	-	-	320,157	-	-	-	320,157	-	-	320,157
Curriculum purchases	-	-	205,473	-	-	-	-	205,473	-	-	205,473
Substitute pay	166,052	-	-	-	-	-	-	166,052	-	-	166,052
Postage and shipping	112,992	12,047	30,781	1,111	1,906	1,601	516	160,954	908	432	162,294
Professional services	12,498	87,176	5,543	826	11,007	1,304	8,058	126,412	11,447	1,351	139,210
Computer equipment and office supplies	59,397	42,069	1,635	27,800	1,590	4,479	8,908	145,878	1,089	8,807	155,774
Scholarships, awards and grants	91,135	-	-	4,000	-	-	-	95,135	-	-	95,135
Rent	5,835	15,997	59,735	394	5,244	621	867	88,693	3,667	525	92,885
Stipends	25,150	1,250	-	1,600	-	1,500	300	29,800	-	-	29,800
Telephone and communications	3,246	13,917	4,351	306	3,034	320	567	25,741	1,885	391	28,017
Office equipment rental	2,476	6,788	5,046	167	2,225	264	369	17,335	1,557	223	19,115
Repairs and maintenance	2,561	6,292	3,466	155	2,063	244	341	15,122	1,443	206	16,771
Insurance	2,222	6,091	1,006	150	1,997	237	330	12,033	1,396	200	13,629
Printing and copying	3,958	1,415	150	269	3,744	67	486	10,089	209	465	10,763
Dues and subscriptions	1,384	6,105	889	46	1,634	73	375	10,506	429	334	11,269
Bank service charges	1,098	3,010	497	74	987	117	163	5,946	690	99	6,735
Program development	-	-	-	-	-	-	5,424	5,424	-	6,372	11,796
Utilities	740	2,030	335	50	665	79	110	4,009	465	67	4,541
Other expenses	172	471	78	287	155	18	26	1,207	108	15	1,330
Board expenses	-	-	-	-	-	-	-	-	50	-	50
Depreciation	372	1,019	168	25	334	40	56	2,014	267	-	2,281
Program administration	-	37,302	-	-	-	-	-	37,302	-	-	37,302
Bad debt						411		411			411
TOTAL EXPENSES	\$ 1,115,647	\$ 969,493	\$ 980,666	\$ 422,460	\$ 247,295	\$ 196,018	\$ 67,670	\$ 3,999,249	\$ 58,430	\$ 46,499	\$ 4,104,178