



ANNUAL REPORT 2017



CREATING HEALTHY MINDS AND BUILDING STRONGER COMMUNITIES



For 70 years, generous donors to Heifer Foundation have supported a time-tested model to improve the lives of families and entire communities.

We ended fiscal year 2017 with total assets in excess of \$133 million, an increase of 27 percent over fiscal year 2016. This growth will generate income that will support Heifer International's mission.

In Tanzania, a Heifer project ensures that elementary school students get fresh milk to drink every day. This cow-to-classroom approach provides an excellent example of a dairy value chain. Heifer farmers who received cows as a gift are selling their milk and increasing their incomes. That milk is processed, packaged and delivered to hungry children. School milk feeding

programs, such as the one we are building in Tanzania, play a crucial role in developing good nutritional habits for kids.

Exemplifying the long-lasting effects of your generosity is Heifer Nepal, which just celebrated its 20th anniversary. Since the branch opened in 1997, Heifer has supported more than 250,000 families in 41 districts in Nepal.

While Heifer projects help raise families to self-reliance, the projects also emphasize education, readying farmers to handle whatever circumstances may come their way. Heifer project participants in Haiti and Mexico suffered earthquakes and hurricanes this year. However, with Heifer's disaster preparedness training under their belts, they were better able

to weather the storm and have been able to bounce back quickly.

Heifer Foundation took large steps last year to expand program offerings and to introduce new planned giving options so we can meet your expectations toward your desired legacy plan.

I am truly humbled to serve this foundation and am committed to providing amazing stewardship. Together, we help our project communities find new ways to break the stronghold of poverty and replace it with a cycle of renewal and hope.

Wishing you peace and goodwill,

Ardyth Neill
President, Heifer Foundation

STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2017 AND 2016

Assets	June 30, 2017	June 30, 2016	\$ Change from 6/30/2016
Cash and cash equivalents	5,705,640	6,855,815	(1,150,175)
Contributions receivables	330,365	330,365	-
Prepaid expenses and other assets	197,295	274,656	(77,361)
Investments	127,645,587	98,135,342	29,510,245
Certificate of deposit	-	-	-
Property and equipment, net	-	-	-
Total assets	\$133,878,887	\$105,596,178	\$28,282,709
Liabilities and Net Assets			
Liabilities:			
Accounts payable and accrued liabilities	180,735	205,116	(24,381)
Refundable advances	4,932,395	4,867,387	65,008
Annuities payable	4,704,087	4,836,797	(132,710)
Trusts payable	10,333,297	9,728,728	604,569
Total liabilities	\$20,150,514	\$19,638,028	\$512,486
Net Assets:			
Unrestricted - Board	9,311,096	9,067,521	243,575
Unrestricted - undesignated	(2,843,684)	(7,076,560)	4,232,876
Temporarily restricted	7,652,323	4,308,209	3,344,114
Permanently restricted	99,608,638	79,658,980	19,949,658
Total net assets	\$113,728,373	\$85,958,150	\$27,770,223
Total liabilities and net assets	\$133,878,887	\$105,596,178	\$28,282,709

STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2017

Revenue, gains and other support	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Contributions related to:				
General	102,327	-	20,417,525	20,519,852
Annuities and trusts	-	-	179,117	179,117
Investment return	5,410,569	4,813,835	-	10,224,404
Net assets released from restrictions	1,469,721	(1,469,721)	-	-
Change in value of split interest obligations	-	-	(646,984)	(646,984)
Total revenue, gains and other support	\$6,982,617	\$3,344,114	\$19,949,658	\$30,276,389
Expenses:				
Program services	1,514,451	-	-	1,514,451
Management and general	987,917	-	-	987,917
Fundraising	3,798	-	-	3,798
Total expenses	\$2,506,166	-	-	\$2,506,166
Change in net assets	4,476,451	3,344,114	19,949,658	27,770,223
Net assets, beginning of year	1,990,961	4,308,209	79,658,980	85,958,150
Net assets, end of year	\$6,467,412	\$7,652,323	\$99,608,638	\$113,728,373

STATEMENT OF ACTIVITIES YEAR ENDED JUNE 30, 2016

Revenue, gains and other support	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Contributions related to:				
General	628,231	-	4,858,866	5,487,097
Annuities and trusts	-	-	891,922	891,922
Investment return	761,359	345,186	-	1,106,545
Net assets released from restrictions	1,613,984	(1,613,984)	-	-
Change in value of split interest obligations	-	-	(926,848)	(926,848)
Total revenue, gains and other support	\$3,003,574	\$(1,268,798)	\$4,823,940	\$6,558,716
Expenses:				
Program services	1,840,879	-	-	1,840,879
Management and general	702,195	-	-	702,195
Fundraising	2,786	-	-	2,786
Total expenses	\$2,545,860	-	-	\$2,545,860
Change in net assets	457,714	(1,268,798)	4,823,940	4,012,856
Net assets, beginning of year	1,533,247	5,577,007	74,835,040	81,945,294
Net assets, end of year	\$1,990,961	\$4,308,209	\$79,658,980	\$85,958,150

This condensed financial information is derived from Heifer International Foundation 2016 and 2017 financial statements audited by certified public accountants. Audited financial statements are available upon request by calling 888.422.1161, ext. 0, or online at www.heiferfoundation.org/about/financial-transparency.html. Heifer International Foundation is qualified as a charitable organization under Section 501(c)(3) of the Internal Revenue Code, and contributions to Heifer International Foundation are tax deductible to the extent permitted by law.



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