INDEPENDENT AUDITOR'S REPORT AND STANDALONE FINANCIAL STATEMENTS

**31 DECEMBER 2018** 



#### MANAGEMENT'S STATEMENT OF FINANCIAL RESPONSIBILITY

The Management of the America for Bulgaria Foundation (the "Foundation" or "ABF") has responsibility for the preparation, integrity, and reliability of the standalone financial statements and related financial information contained in this Annual Report. The standalone financial statements were prepared in accordance with generally accepted accounting principles and include necessary judgments and estimates by Management.

Management has established and is responsible for maintaining an internal control environment designed to provide reasonable assurance as to the integrity and reliability of the standalone financial statements, the protection of assets, and the prevention and detection of fraudulent financial reporting.

The Board of Directors, primarily through the Audit Committee, oversees the adequacy of the Foundation's control environment. The Committee, whose members are neither officers nor employees of the Foundation, meets regularly with Management and the Foundation's independent auditors, who are selected by the Audit Committee.

The Foundation's standalone financial statements have been audited by Baker Tilly Klitou and Partners OOD which confirms that its audit was conducted in accordance with generally accepted auditing standards and include such audit procedures as it considers necessary to express the opinion in its report that follows. Baker Tilly Klitou and Partners OOD has full and free access to the Audit Committee to discuss its audit work, the Foundation's internal controls, and financial reporting matters.

Management recognizes that there are inherent limitations in the effectiveness of any internal control environment. Management believes, however, that as of December 31, 2018 and 2017, the Foundation's internal control environment has provided reasonable assurance as to the integrity and reliability of the standalone financial statements and related financial information.

May 31, 2019

Nancy L. Schiller

President & Chief Executive Officer

Bojana Kourteva

Chief Financial Officer



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#### INDEPENDENT AUDITOR'S REPORT

## To the Board of Directors of AMERICA FOR BULGARIA FOUNDATION

We have audited the accompanying standalone financial statements of America for Bulgaria Foundation (the "Foundation"), which comprise the standalone statement of financial position as of December 31, 2018 and the related standalone statements of activities and cash flows for the year then ended, and the related notes to the standalone financial statements.

## Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these standalone financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

## Auditors' Responsibility

Our responsibility is to express an opinion on these standalone 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 auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the 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.

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Baker Tilly Klitou and Partners OOD trading as Baker Tilly is a member of the global network of Baker Tilly International Ltd., the members of which are separate and independent legal entities.



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 standalone financial statements referred to above present fairly, in all material respects, the financial position of America for Bulgaria Foundation as of December 31, 2018 and the changes in their net assets and their cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matters**

December 31, 2017 Financial Statements

The standalone financial statements of America for Bulgaria Foundation as of December 31, 2017, were audited by other auditors whose report, dated May 31, 2018 expressed an unmodified opinion on those standalone financial statements and supplementary information.

Krassimira Radeva Registered Auditor

Managing Director Baker Tilly Klitou and Partners OOD 5 Stara Planina Str., Floor 5

Sofia, 31 May 2019

## America for Bulgaria Foundation Standalone Statements of Financial Position December 31, 2018 and 2017

in USD (000)	Note _	2018	2017
Assets			
Cash and cash equivalents	<i>4a</i> \$	10,107	13,738
Investments, at fair value			
ETF and public mutual funds	4b,c	208,735	242,636
Private mutual funds	4c,d	147,187	155,351
Equity investments	4b,c	3,186	3,751
Bonds	4b,c	3,803	7,239
Partnership investments	4c,d,e	116	192
Total Investments	4b	363,027	409,169
Dividends and interest receivable	<i>4b</i>	249	896
Prepaid expenses and other assets		699	140
Fixed assets, net	5	2,691	142
Intangible assets, net	6	122	134
Investment in subsidiaries	10	10,706	12,129
Total Assets	\$	387,601	436,348
Liabilities and Net Assets			
Liabilities			
Grants payable	7 \$	6,276	8,681
Accounts payable and accrued payroll		312	269
Total Liabilities	_	6,588	8,950
Net Assets - without donor restrictions		381,013	427,398
Total liabilities and net assets	\$_	387,601	436,348
See accompanying notes to standalone financial statem	ents		

# America for Bulgaria Foundation Standalone Statements of Activities and Changes in Net Assets Years Ended December 31, 2018 and 2017

		Without Donor Restrictions			
in USD (000)	Note	2018	2017		
Changes in net assets:					
Contributions received	\$	3,033	101		
Reversed Grants Income	Φ	651	548		
Other Income / (Loss)		1	(1)		
Investment income		1	(1)		
Interest income		2,472	2,631		
Dividend income		7,084	6,680		
Net realized gain / (loss) on investments	<i>4b</i>	14,299	7,813		
Net unrealized gain / (loss) on investments	<i>4b</i>	(48,162)	43,384		
Realized exchange rate gain / (loss)	<i>4b</i>	(128)	(660)		
Unrealized exchange rate gain / (loss)	4b	121	819		
Total Investment income/ (loss)		(24,314)	60,667		
Less investment management fees	4b	(994)	(902)		
Investment income / (loss), net		(25,308)	59,765		
Total Income / (Loss)	( <del></del>	(21,623)	60,413		
Grant Expenses	8	(16,671)	(13,798)		
Program related and donation expenses		(1,230)	(732)		
Management and general expenses		(4,375)	(3,763)		
Depreciation and amortization		(113)	(101)		
Total Expenses	9	(22,389)	(18,394)		
T					
Impairment loss on investment in subsidiary	10b	( 2,373)	(5,686)		
Total Non-operating Expenses	::=	( 2,373)	( 5,686)		
Changes in net assets		(46,385)	36,333		
Net assets, beginning of the year		427,398	391,065		
Net assets, end of the year	\$	381,013	427,398		
See accompanying notes to standalone financial statement	s				

## America for Bulgaria Foundation Standalone Statements of Cash Flows Years Ended December 31, 2018 and 2017

in USD (000)	Note _	2018	2017
Cash Flows from Operating Activities			
Contributions received	\$	3,033	96
Grant payments		(18,162)	(15,956)
Grant refunds		287	58
Cash paid to suppliers and employees		(6,153)	(4,424)
Net cash used in operating activities	_	(20,995)	(20,226)
Cash Flows from Investing Activities			
Proceeds from investments		100,043	22,425
Proceeds from dividends		7,735	6,412
Proceeds from interest		3,548	2,286
Purchase of fixed assets		(2,666)	(17)
Purchase of intangible assets		-	(24)
Purchase of investments		(89,346)	(2,762)
Investments in subsidiaries		(950)	(320)
Investment fees paid		(962)	(819)
Net cash from investing activities	_	17,402	27,181
Cash flows from Financing Activities			
Loan to subsidiary		(198)	_
Repayment from subsidiary		197	_
Net cash used in financing activities	<del>-</del>	(1)	-
Effect of exchange rate changes on cash	_	(37)	4
Net increase / (decrease) in cash		(3,631)	6,959
Cash at the beginning of year	4a	13,738	6,779
Cash at end of year	4a \$	10,107	13,738
See accompanying notes to standalone financial statements			

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

## (1) Nature of Operations

The America for Bulgaria Foundation (the "Foundation", "ABF") is a U.S. not-for-profit incorporated on December 18, 2006 pursuant to an agreement between the Bulgarian-American Enterprise Fund (the "Fund") and the United States of America acting through the U.S. Agency for International Development ("USAID"). The Foundation was created to advance the purposes of Section 201(a) of the Support for East European Democracy Act of 1989 ("SEED Act") and to build upon the programs established by the Fund. The Foundation received its first donation, in the form of a transfer of assets, from the Fund on August 8, 2008.

The America for Bulgaria Foundation works in partnership with Bulgarians to support the country's private sector and democratic institutions.

The America for Bulgaria Foundation seeks to enhance the longstanding legacy of goodwill and friendship between the American and Bulgarian people to promote the US – Bulgaria people-to-people contacts. Through its grants and programs, the Foundation represents the generous spirit of the American people and embodies the highest standards of US ethical conduct, transparency, and core values.

Throughout 2018 and 2017, the Foundation concentrated its efforts in the following main program areas: (i) Arts and Culture; (ii) Private Sector Development; (iii) Civil Society and Democratic Institutions; (iv) Economically Disadvantaged; (v) Education; and (vi) Cultural Heritage and Tourism. The Foundation works with various organizations in Bulgaria and the U.S. in conducting its activities and executing the objectives of each individual grant.

Through its registration at the Ministry of Justice of Bulgaria, the Foundation has opened a Branch in Bulgaria (the "Branch") whose purpose is to represent the Foundation in Bulgaria and to engage in activities to promote the Foundation's purposes. The financial position as of and results of operations for the years ended December 31, 2018 and 2017 of the Branch are included in the financial statements of the Foundation. The Branch prepares financial information for statutory purposes only and does not have separate audited financial statements.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

#### (2) Net Assets

In accordance with accounting principles generally accepted in the United States of America for not-for-profit organizations, the Foundation is required to classify information regarding its financial position and activities into certain classes of net assets. Pursuant to the Grant Agreement (defined in Note 11(a)), at December 31, 2018 and 2017, the entire balance of net assets was classified as net assets without donor restrictions. Net assets without donor restrictions represent net assets that are not restricted by donor stipulations.

## (3) Summary of Significant Accounting Policies

## a. Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with U.S. Generally Accepted Accounting Principles ("GAAP").

## b. Basis of Presentation

The accompanying financial statements have been prepared on a standalone basis as at December 31 each year.

## c. Measure of Operations

The Foundation has defined a measure of operations that considers all revenue and expenses to be related to operations, except changes in the fair value of subsidiaries.

#### d. Investments

Investments in equity securities with readily determinable fair values and all debt securities are stated at fair value. Fair value is determined based on quoted market prices and/or other inputs, as described in "Fair Value" below. Unrealized gains or losses on investments resulting from market fluctuations are recorded in the Statement of Activities in the period that such fluctuations occur or upon the reversal of unrealized gains or losses at the time an investment is realized. Realized and unrealized gains or losses on investments are determined by comparison of specific costs of acquisition to proceeds at the time of disposal, or market values at the last day of the fiscal year, respectively, and include the effects of currency translation with respect to transactions and holdings of foreign securities.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

Investment sales and purchases are recorded on a trade-date basis, which results in both investment receivables and payables on unsettled investment trades. Dividend income is recorded based upon an ex-dividend date, and interest income is recorded as earned on an accrual basis.

#### e. Fair Value

U.S. GAAP defines fair value as 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. The Foundation utilizes market data or assumptions that market participants would use in pricing the asset or liability, including assumptions about risk and the risks inherent in the inputs to the valuation technique. The Foundation's assessment of the significance of a particular input to the fair value measurement requires judgment and may affect the valuation of fair value of assets and liabilities and their placement within the fair value hierarchy levels.

U.S. GAAP also established a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value, maximizes the use of observable inputs, and minimizes the use of unobservable inputs by requiring that the observable inputs be used when available. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements). The three levels of the fair value hierarchy under U.S. GAAP are as follows:

- Level 1 Valuation based on unadjusted quoted prices in active markets for identical assets or liabilities that a reporting entity has the ability to access at the measurement date, and where transactions occur with sufficient frequency and volume to provide pricing information on an ongoing basis.
- Level 2 Valuation based on inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly. Inputs include quoted prices for similar assets or liabilities in active markets, quoted prices for identical or similar assets, or liabilities in markets that are not active, that is markets in which there are few transactions, prices are not current, or prices vary substantially over time.
- Level 3 Valuation based on inputs that are unobservable for an asset or liability and should be used to measure fair value to the extent that observable inputs are not available, thereby allowing for situations in which there is little, if any, market activity for the asset or liability at the measurement date. This input, therefore, reflects the entity's assumptions about what market participants would use in pricing the asset

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

or liability developed based on the best information available in the circumstances. The inputs used in the determination of fair value require significant judgment. Due to the inherent uncertainty of these estimates, these values may differ materially from the values that would have been used had an active market for these assets and liabilities existed.

Inputs are used in applying the various valuation techniques and refer to the assumptions that market participants use to make valuation decisions. Inputs may include price information, credit data, liquidity statistics and other factors. A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. The Foundation considers observable data to be market data which is readily available and reliable and provided by independent sources. The categorization of a financial instrument within the hierarchy is therefore based upon the pricing transparency of the instrument and does not necessarily correspond to the Foundation's perceived risk of that instrument.

Pursuant to FASB Accounting Standards Update ("ASU") No. 2015-07, Disclosures for Investments in Certain Entities That Calculate Net Asset Value per Share (or Its Equivalent), investments measured at Net Asset Value ("NAV") as a practical expedient to estimate fair value are not included in the fair value hierarchy.

<u>Cash, Money Market Funds and Term Deposits</u> – These assets are held either as cash, money market funds, or bank term deposits, which are public investment vehicles, valued using \$1 per unit for the net asset value and are classified within Level 1 of the valuation hierarchy.

<u>Public Mutual and Exchange Traded Funds ("ETF")</u> – These assets are public investment vehicles valued using the NAV provided by the administrator of the fund. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. The NAV for public mutual funds and exchange-traded funds is a quoted price in an active market and classified within Level 1 of the valuation hierarchy.

<u>Private Mutual Funds</u> – These assets are private investment vehicles valued using the NAV provided by the administrator of the fund. The NAV is based on the value of the underlying assets owned by the fund, minus its liabilities, and then divided by the number of shares outstanding. Private mutual funds are classified within the investments measured at NAV category. Financial statements for each of the funds are prepared in accordance with U.S. GAAP, their portfolio is accounted at fair value, the NAV is recalculated monthly and redemptions occur

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

at NAV by contract. The Foundation has no plans to sell investments at amounts different from NAV.

<u>Equity Investments</u> – Equity securities are valued based upon the closing price as quoted on major exchanges. Common and Preferred Stocks and Fixed Income Securities are classified within Level 1 of the valuation hierarchy.

<u>Bonds</u> – These assets are a mix of private and public fixed income investment vehicles valued using the latest trading value of the obligations, if such exists, or prices for similar assets quoted on active markets, if not. This price is classified within Level 2 of the valuation hierarchy because either the instrument has a unit price that is quoted on an active public market or on a private market; or the instrument is issued and guaranteed by an entity that is traded on an active market.

<u>Partnership Investments</u> – These assets are private investment vehicles valued at NAV or its equivalent using the financial information of the partnership and our ownership interest. These assets are classified within the investments measured at NAV category.

Other assets and Liabilities – Due to the short-term nature of cash equivalents, receivables, prepaid expenses and other assets, grants payable, accounts payable and accrued payroll, their fair value approximates carrying value.

## f. Grant Expenditures

Grant expenditures are recognized in the period the grant agreement is signed by the Foundation and the grantee, provided the grant is not subject to future conditions. Conditional grants are recognized as grant expense and as a grant payable in the period in which the grantee meets the terms of the conditions. If payments of the unconditional promise to give are to be made to a recipient over several periods and the recipient is subject only to routine performance requirements, a liability and an expense for the entire amount payable is recognized.

#### g. Cash and Cash Equivalents

Cash and cash equivalents consist of cash of US and foreign currencies, money market funds, and highly liquid investments with original maturities of three months or less at the date of acquisition.

Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

#### h. Interest and Dividend Income

Interest and dividend income is recorded when earned.

## i. Use of Estimates

The preparation of financial statements in conformity with U.S. GAAP 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.

## j. Translation of Foreign Currency

The Foundation's functional currency is the U.S. dollar. Revenues and expenses transacted in other currencies are translated into U.S. dollars at rates in effect at the dates of such transactions. Investments and cash equivalents in foreign currencies were translated to U.S. dollars at the year-end exchange rate. The functional currency of the Branch is the Bulgarian Lev. Remeasurement and translation adjustments are reflected in the Statement of Activities.

#### k. Contributions

Contributions, including unconditional promises to give, are recognized as revenues in the period received and as assets, decreases of liabilities, or expenses depending on the form of the benefits received. Contributions of assets other than cash are measured at their estimated fair values. Unconditional promises to give are recognized as revenue in the period when the promise was made and received. Conditional promises to give, which depend on the occurrence of a specified future and uncertain event to bind the promisor, are recognized when the conditions on which they depend are substantially met, that is, when the conditional promise becomes unconditional.

#### l. Investment Expenses

Investment expenses include fees for bank trustees, investment managers and custodians and are recognized as incurred.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

## m. Depreciation and Amortization

Fixed assets are recorded at cost and depreciated on a straight-line basis over the estimated useful lives of the respective assets or amortized over the terms of the respective leases, as follows:

Building	25 years
Hardware, purchased software and telecommunications	3 years
Furniture and fixtures	5 years
Vehicles	5 years
Leasehold improvements	over the lesser of their useful
	lives or the term of lease

At the time a fixed asset is acquired, its cost is capitalized unless it has a value of BGN 1 (or its equivalent in USD or EUR) or less in which case the asset is expensed in the period acquired. Amounts paid for property with an estimated useful life of 12 months or less with a value of BGN 1 (or its equivalent in USD or EUR) or less are expensed in the period acquired as well. Management will periodically review these levels and make any modifications necessary.

Intangible assets are measured at acquisition cost less accumulated amortization and any accumulated impairment losses. Amortization is calculated to write off the cost of intangible assets less estimated residual values using the straight-line method over their estimated useful lives, as follows:

Website Development Costs

3 years

The Foundation annually reviews the property and equipment records as well as intangible assets for impairment of value and records any adjustments necessary to reflect material impacts in value.

## n. Presentation of Expenses

The cost of providing support to the various programs and other activities have been allocated between grants, charitable donations and direct programmatic support. Other administrative cost related to operational support and activities have been allocated to management and general expenses.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

The financial statements present certain categories of expenses (program related and donation expenses and Management and general expenses) that are attributable to program and management functions of ABF. Those expenses are allocated based on estimates of time and effort of the employees, management, and directors involved.

The Foundation does not engage in fundraising activities and, as such, has not incurred any fundraising expenses.

## o. Recent Accounting Pronouncements

Accounting Standards Update 2019-03—Not-for-Profit Entities (Topic 958): Updating the Definition of Collections was issued in March 2019. The ASU aligns the definition of collections in the Accounting Standards Codification ("ASC") with the definition in the American Alliance of Museums' Code of Ethics for Museums. The change expands one of the criteria that define collections. Under the legacy guidance, the collections must be subject to an organizational policy that requires proceeds from sales of collection items to be used for the acquisition of other items for collections. The new definition allows that policy to limit use of the proceeds for that purpose or for the direct care of existing collections. The new guidance also requires an entity that holds collections to disclose its policy for the use of proceeds from sales of collection items, and if that policy allows those proceeds to be used for direct care, to disclose its definition of direct care. The amendments apply to all entities, including business entities, that maintain collections. Amendments in this Update are effective for annual financial statements issued for fiscal years beginning after December 15, 2019. The Foundation does not expect the ASU to have an impact on its financial statements.

Accounting Standards Update 2018-15—Intangibles—Goodwill and Other—Internal-Use Software (Subtopic 350-40): Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract (a consensus of the FASB Emerging Issues Task Force) was issued in August 2018. The FASB issued new guidance requiring a customer in a cloud computing arrangement (i.e., hosting arrangement) that is a service contract to follow the internal-use software guidance in ASC 350-40 to determine which implementation costs to capitalize as assets or expense as incurred. This may be a change in practice for some entities. Capitalized implementation costs related to a hosting arrangement that is a service contract will be amortized over the term of the hosting arrangement, beginning when the module or component of the hosting arrangement is ready for its intended use. For the Foundation the

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

amendments in this Update are effective for annual reporting periods beginning after December 15, 2020. Management is evaluating the impact this ASU will have on its financial statements.

In August 2018, the FASB issued Accounting Standards Update 2018-13—Fair Value Measurement (Topic 820): Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement. The FASB issued final guidance that eliminates, adds and modifies certain disclosure requirements for fair value measurements as part of its disclosure framework project. Entities will no longer be required to disclose the amount of and reasons for transfers between Level 1 and Level 2 of the fair value hierarchy, but public companies will be required to disclose the range and weighted average used to develop significant unobservable inputs for Level 3 fair value measurements. The guidance also modifies certain disclosure requirements for nonpublic entities to make them less burdensome. ASU 2018-13 effective for all entities for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2019, but entities are permitted to early adopt either the entire standard or only the provisions that eliminate or modify the requirements. Management is evaluating the impact this ASU will have on its financial statements.

In June 2018, the FASB adopted Accounting Standards Update 2018-08—Not-For-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made. With this ASU, the FASB clarified the guidance in ASC 958 on how entities determine whether to account for a transfer of assets as an exchange transaction under other guidance (e.g., ASC 606) or a contribution. The FASB also clarified that a contribution is conditional if the agreement includes both a barrier (or barriers) that must be overcome for the recipient to be entitled to the assets transferred and a right of return for the transferred assets or a right of release of the promisor's obligation to transfer assets. The Foundation needs to apply the standard to annual reporting periods beginning after December 15, 2018. Management is evaluating the impact this ASU will have on its financial statements.

On February 25, 2016, the FASB issued ASU 2019 Leases (ASC 842). Lessees will need to recognize almost all leases on their balance sheet as a right-of-use asset and a lease liability. It will be critical to identify leases embedded in a contract to avoid misstating the lessee's balance sheet. For income statement purposes, the FASB retained a dual model, requiring leases to be classified as either operating or finance. Classification will be based on criteria that are largely similar to those applied in current lease accounting, but without explicit bright lines. Lessor accounting is similar to the current model, but updated to align with certain changes to the lessee model and the new revenue recognition standard. Existing sale-leaseback guidance, including

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

guidance for real estate, is replaced with a new model applicable to both lessees and lessors. ASC 842 and the subsequent ASUs are effective for fiscal years beginning after December 15, 2019. The Foundation does not expect the adoption of ASC 842 and the ASUs related to leases to have a material effect on its financial statements.

In August 2016, the FASB issued ASU 2016-14, *Not-for-Profit Entities: Presentation of Financial Statements of Not-for- Profit Entities.* This ASU revises the current net asset classification requirements and information presented in financial statements and notes about a not-for-profit entity's liquidity, financial performance, and cash flows. This ASU is effective for fiscal years beginning after December 15, 2017 and early adoption is permitted. Management has early adopted this standard during 2017.

In 2014, the FASB issued ASU 2016-01 Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. This ASU requires entities to measure equity investments (except those accounted for under the equity method, those that result in consolidation of the investee and certain other investments) at fair value and recognize any changes in fair value in net income. The standard does not change the guidance for classifying and measuring investments in debt securities or loans. Entities have to record changes in instrument-specific credit risk for financial liabilities measured under the fair value option (FVO) in other comprehensive income. This publication has been updated to address clarifications the FASB issued on transition, application of the measurement alternative and presentation of financial liabilities measured using the FVO. Answers to questions companies have raised have also been updated. The guidance is effective for calendar-year non-public entities for annual periods beginning in 2019.

In 2016, the FASB issued ASU 2016-15 Statement of Cash Flows (Topic 230): Classification of Certain Cash Receipts and Cash Payments. This ASU clarifies how entities should classify certain cash receipts and cash payments on the statement of cash flows. The new guidance also clarifies how the predominance principle should be applied when cash receipts and cash payments have aspects of more than one class of cash flows. The guidance will generally be applied retrospectively and is effective for non-public entities for fiscal years beginning after 15 December 2018. Management is evaluating the effect of adopting this new accounting standard on its financial statements.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

## (4) Cash and Cash Equivalents and Investments

## a. Cash and Cash Equivalents

As of December 31, 2018 and 2017, the Foundation's cash and cash equivalents consisted of \$10,107 and \$13,738, respectively, comprised mainly of money market and checking accounts that were deposited in various financial institutions in the United States and Bulgaria.

#### b. Investments

Investments activity for the years ended December 31, 2018 and 2017 were as follows:

	December 31, 2018					December 31, 2017			
	Fair value	Unrealized Gain / (Loss) on Foreign Exchange	Unrealized Gain / (Loss) on Investment	Cost	Fair value	Unrealized Gain / (Loss) on Foreign Exchange	Unrealized Gain / (Loss) on Investment	Cost	
ETF and public mutual									
funds	208,735	-	23,204	185,531	242,636	-	54,286	188,350	
Private mutual funds	147,187	-	16,247	130,940	155,351	-	32,811	122,540	
Equity investments	3,186	(172)	(2,357)	5,715	3,751	(24)	(1,940)	5,715	
Bonds	3,803	(555)	469	3,889	7,239	(582)	499	7,322	
Partnership Investments	116	(128)	102	142	192	(121)	170	143	
	\$ 363,027	(855)	37,665	326,217	409,169	(727)	85,826	324,070	

Net realized gain/(loss) on investments for the years ended December 31, 2018 and 2017 are presented in the table below:

		2018	2017
ETF and public mutual funds	\$	12,284	7,813
Private mutual funds	-	2,015	
	\$	14,299	7,813

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

Net unrealized gain/(loss) on investments for the years ended December 31, 2018 and 2017 are presented in the table below:

	2018	2017
ETF and public mutual funds	\$ (31,082)	27,672
Private mutual funds	(16,564)	16,104
Equity investments	(417)	(345)
Bonds	(30)	62
Partnership Investments	(69)	(109)
	\$ (48,162)	43,384

Investments and cash equivalents held in different currencies are reported at the year-end exchange rates. As a result, a translation adjustment of approximately \$(7) and \$159 increased/(decreased) the investments and cash equivalents at December 31, 2018 and 2017, respectively, and was recorded in net realized and unrealized exchange rate gain/(loss) in the Statement of Activities for each year.

Bonds are valued at \$2,844 and \$5,089 with accrued interest receivable in the amount of \$959 and \$2,150 as of December 31, 2018 and December 31, 2017, respectively.

Dividends and interest receivable of \$249 and \$896 at December 31, 2018 and 2017, respectively, represent dividends and interest income earned but not received.

Investment expenses for the year ended December 31, 2018 and 2017 were \$994 and \$902, respectively.

## c. Fair Value of Financial Instruments

See "Fair Value" in Note 3(e), above, for discussions of the methodologies and assumptions used to determine the fair value of the Foundation's financial instruments.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

Below are the Foundation's financial instruments carried at fair value on a recurring basis by U.S. GAAP hierarchy levels described in Note 3(e):

## At December 31, 2018

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Net Asset Value (NAV)	Total
Cash and cash equivalents	\$ 10,107	-	-	10,107
ETF and public mutual funds	208,735	-	-	208,735
Private mutual funds	-	-	147,187	147,187
Equity investments	3,186	-	-	3,186
Bonds	-	3,803	-	3,803
Partnership Investments	-	_	116	116
	\$ 222,028	3,803	147,303	373,134
	59.50%	1.02%	39.48%	100%

## At December 31, 2017

	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Net Asset Value (NAV)	Total
Cash and cash equivalents	\$ 13,738	-	-	13,738
ETF and public mutual funds	242,636	-	-	242,636
Private mutual funds	-	-	155,351	155,351
Equity investments	3,751	-	-	3,751
Bonds	-	7,239	-	7,239
Partnership Investments	-	-	192	192
	\$ 260,125	7,239	155,543	422,907
	61.51%	1.71%	36.78%	100%

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

#### d. Investments measured at NAV

As of December 31, 2018 and 2017, the Foundation's investments measured at NAV include investments in private mutual funds, as well as partnership investments that do not have readily determinable fair value.

The following table represents the liquidity and redemption restrictions on the investments measured at NAV as of December 31, 2018:

4 4 30	_		
At D	ecembe	r 31.	201X

	Fair Value at Year End	Redemption Frequency	Redemption Notice Period
International Equity	\$ 57,061	Monthly	30 Days
Global Bonds	42,263	Monthly	30 Days
U.S. Treasury Inflation Protected	21,427	Monthly	30 Days
Multi-strategy	26,436	Monthly	30 Days
International Private Equity	116	(1)	(1)
	\$ 147,303		

(1) No limited partner shall have the right to withdraw prior to the completion of the winding up of the Fund. The termination date of the fund is March 31, 2018 and the estimated liquidation period is through December 2021.

International Equity funds' goals are to achieve long-term growth principally by investing in a diversified portfolio of equity securities of companies ordinarily located in any country other than the United States and Canada. As many companies have multinational operations, a company's location will be determined primarily by its jurisdiction of incorporation. To achieve their objectives, the funds generally seek to invest in a portfolio of securities that possesses fundamental investment value.

Global Bond fund's investment strategy is to maximize total investment return consisting of a combination of interest income, capital appreciation and currency gains by investing principally in a portfolio of fixed or floating rate debt securities and debt obligations issued by government or government-related issuers worldwide.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

U.S. Treasury Inflation Protected strategy's goal is to track the investment results of an index composed of inflation protected U.S. treasury bonds.

Multi-strategy fund of funds' strategy is to seek positive total return not "relative" return. The fund gains its investment exposures primarily by investing in Implementation Fund. It seeks annualized returns of 5% (net of fees) above the Consumer Price Index and annualized volatility (standard deviation) of 5-10%, each over a complete market cycle.

## e. Partnership Investments

The partnership investments line item consists of one investment, which is in the process of liquidation with a termination date of March 31, 2018. As at December 31, 2018 this investment is presented at liquidation value, based on the Partnership's Financial Statements as of December 31, 2018.

As of December 31, 2018 and 2017, there is a liability based on the performance of this investment estimated at \$87 and \$83. It is presented as part of Accounts payable and accrued payroll.

## f. Concentration of risk

The Foundation maintains commercial accounts in two U.S.banks and one Bulgarian bank. Accounts at the U.S. banks are insured by the Federal Deposit Insurance Corporation ("FDIC") and at the Bulgarian accounts are insured by the Deposit Investment Fund ("DIF").

At December 31, 2018 and 2017, the Foundation had amounts that were in excess of the insurance limits. The Foundation performs ongoing evaluations of commercial banks to limit its concentration of credit risk exposure. The Foundation has not sustained a loss of funds maintained in commercial banks.

The Foundation holds investments in U.S. Government securities, mutual funds and corporate debt, and equity issues which are managed by outside investment advisors. These balances are insured up to \$500 by the Securities Investor Protection Corporation (SIPC).

The Foundation has invested \$121,719 or 31.4% of its assets in two investment funds with a single investment manager, and \$40,978 or 10.6% in two investment funds with another manager. This represents an insignificant holding compared to the investment managers' and the funds'

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

asset size. Three of the funds are Level 1 and one is an investment measured at NAV. All four funds are highly liquid.

The Foundation's investment portfolio is reviewed at least quarterly by the Investment Committee of the Board of Directors of the Foundation. During this review the concentration of risk as well as the performance of all investments is assessed. All new investments of the Foundation are pre-approved by the Investment Committee. In addition, the Foundation uses external investment managers and advisors to manage the risk of the portfolio.

## g. Liquidity

The Foundation has \$366,029 of financial assets within one year of the statement of financial position date to meet cash needs for general expenditure consisting of cash of \$10,107 and liquid investments of \$355,922. The liquid investments include ETF and public mutual funds of \$208,735 and private mutual funds of \$147,187. None of the financial assets are subject to donor or other contractual restrictions that make them unavailable for general expenditure within one year of the statement of financial position date.

The Foundation has a goal to maintain financial assets, which consist of cash and liquid investments, on hand to meet 90 days of normal operating expenses.

The Foundation has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

## (5) Fixed Assets

At December 31, 2018 and 2017, net fixed assets consisted of the following:

	2018	2017
Building	\$ 2,645	_
Leasehold improvements	-	104
Furniture and fixtures	204	144
Hardware, purchased software and telecommunications	252	249
Vehicles	182	182
	3,283	679
Less accumulated depreciation	(592)	(537)
	\$ 2,691	142

Depreciation expenses for the years ended December 31, 2018 and 2017 amount to \$101 and \$89, respectively.

## (6) Intangible Assets

At December 31, 2018 and 2017, intangible assets consisted of the following:

		2018	2017
Website development costs	\$	37	37
Work in progress - Internal-use software	·-	109	109
		146	146
Less accumulated amortization		(24)	(12)
	\$ =	122	134

Amortization expenses for the years ended December 31, 2018 and 2017 amount to \$12 and \$12, respectively.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

## (7) Grants payable

Grants payable totaling \$6,276 and \$8,681 at December 31, 2018 and 2017, respectively consisted of approved grant commitments for unconditional grants or conditional grants for which the grantee has met the conditions of the grant.

As of December 31, 2018 and 2017, respectively based on the specific grant agreements, grants payable are expected to be paid in the following years:

	2	018	2017
2018		-	6,237
2019		5,269	2,206
2020		1,007	238
	\$	6,276	8,681

The schedule below reconciles grant activity throughout the year ended December 31, 2018:

Grants payable, 2018 beginning balance	\$ 8,681
New and supplemental grants	16,671
Grant payments	(18,162)
Grant amendments	(364)
Realized FX on grants paid	(305)
Unrealized FX on grants	(245)
Grants payable, 2018 ending balance	\$ 6,276

## (8) Grant Expenses

For the years ended December 31, 2018 and 2017, the Foundation makes grants in its main program areas, described in Note 1 "Nature of Operations". Grant expenses to recipient entities were recognized under the following programs:

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

	-	2018	2017
Arts and Culture	\$	775	1,250
Private Sector Development		2,072	668
Civil Society and Democratic Institutions		2,897	1,615
Economically Disadvantaged		1,887	1,600
Education	-	9,040	8,665
	\$	16,671	13,798

## (9) Classification of Expenses

At December 31, 2018 and 2017, the Foundation's classification of expenses was as follows:

	_	2018			2017			
		rogram xpenses	Support expenses	Total expenses	Program expenses	Support expenses	Total expenses	
Grant Expenses (Note 8)		16,671	-	16,671	13,798	-	13,798	
Charitable Donations		19	_	19	154	_	154	
Direct Programmatic Support		1,211	-	1,211	578	-	578	
		1,230	-	1,230	732	-	732	
Payroll and benefits		1,454	623	2,077	1,231	527	1,758	
Travel and related expenses		123	11	134	95	7	102	
Occupancy and								
telecommunications		-	165	165	-	187	187	
General and administrative		-	297	297	_	382	382	
Professional fees		182	725	907	46	492	538	
Directors expenses		125	602	727	127	596	723	
Insurance		-	68	68	-	73	73	
		1,884	2,491	4,375	1,499	2,264	3,763	
Depreciation and amortization	-	-	113	113	-	101	101	
	\$	19,785	2,604	22,389	16,029	2,365	18,394	

The financial statements present certain categories of expenses that are attributable to program and management functions of ABF as described in Note 3(n).

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

The Foundation has not incurred any fundraising expenses during the years ending December 31, 2018 and 2017.

## (10) Investment in subsidiaries

#### a. Subsidiaries

At December 31, 2018 and 2017, the Foundation has two subsidiaries Muzeiko EOOD and ABF Property EOOD. The Foundation is a sole owner and ultimate controlling party of Muzeiko EOOD and ABF Property EOOD.

Muzeiko EOOD, a for-profit company primarily involved in the performance of activities, related to the construction and the management of a children center named "Muzeiko - the Children's museum of Sofia" ("Muzeiko"). As at December 31, 2018 and 2017, respectively the investment of the Foundation in Muzeiko was \$10,468 and \$12,128. During 2018 and 2017 respectively, capital contributions at the amount of \$713 and \$320 were distributed to Muzeiko.

ABF Property EOOD, a for-profit company registered to perform real estate transactions, and all other activities, permitted by Bulgarian laws. As at December 31, 2018 and 2017, the investment of the Foundation in ABF Property EOOD was \$238 and \$1, respectively. During 2018 and 2017, capital contributions at the amount of \$237 and \$0, respectively, were distributed to ABF Property EOOD. ABF Property EOOD owns the land on which the ABF's office building is located.

#### b. Impairment on investment in Muzeiko EOOD

Management has assessed for impairment the investment in subsidiary Muzeiko EOOD, and an impairment loss of \$2,373 and \$5,686 has been recorded in the Statement of Activities as at December 31, 2018 and 2017, respectively. As the fair value of the investment is not readily determinable, the calculation assumes that the net assets of the subsidiary totaling \$10,468 and \$12,128 as at December 31, 2018 and 2017, respectively, are sufficiently close to and represent the fair value of these assets, as the fixed and intangible assets of the subsidiary are relatively new and are in operations from the end of 2015, and therefore, their depreciated replacement cost would closely approximate their current carrying amount (cost less accumulated depreciation). The subsidiary does not have other significant non-monetary items recorded as assets and liabilities. Management considers this approach as appropriate due to the lack of active market

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

for similar assets and considers that the obtained value represents reliable fair value approximation as of December 31, 2018 and 2017, to be used in making the accounting estimate of the recoverable amount of the investment. Due to the inherent uncertainty of this estimate, these values may differ materially from the values that would have been used had an active market for these assets existed.

## (11) Related Party Transactions

Parties are considered to be related if one party directly or indirectly through one or more intermediaries, controls, is controlled by, or is under common control with an entity. The Foundation considers as a related party Bulgarian-American Enterprise Fund (the Fund), Muzeiko EOOD, ABF Property EOOD, Muzeiko Foundation, Friends of the Basilica Foundation, ERG Captial 3 – ADSIP, Valentin Stefanov Braykov-Lawyer and Braykov's Legal Office. The type of relationship with each of the related parties is described below.

Transactions with related parties:

#### a. Grants Received

Pursuant to an agreement signed in 2007 between the Fund and the USAID in 2008, the Fund returned to the U.S. Treasury \$27,500 of the original USAID grant out of the Fund's assets and, as of December 31, 2018, contributed \$393,000 to the Foundation. Of the total amount contributed by the Fund, \$15,500 was in the form of bonds, \$175,100 in term deposits, \$600 in partnership investments, \$6,200 in equity investments, and the remainder in cash.

As of September 30, 2018, the Fund was fully liquidated and the Foundation received a final contribution in the amount of \$2,983 upon the closing of the Fund's bank accounts in 2018.

According to the terms of the grant agreement between the Fund and the Foundation (the "Grant Agreement"), the Foundation shall be operated as a perpetual endowment and the Foundation Board shall invest the Foundation's assets in financial instruments and securities in a manner consistent with its fiduciary duties and with the Foundation's financial needs to carry out its planned program of grant-making activities.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

#### b. Grants Paid

On August 24, 2018 America for Bulgaria Foundation has signed a grant agreement with Muzeiko Foundation for \$118. During 2018 the whole contracted amount was paid to Muzeiko Foundation. There are no outstanding grant liabilities payable to Muzeiko Foundation as at December 31, 2018 and 2017.

## c. Payables and Receivables

At December 31, 2018 and 2017, the America for Bulgaria Foundation has a liability in the amount of \$3 and \$0, respectively, payable to Valentin Braykov for legal services received.

At December 31, 2018 and 2017, respectively the America for Bulgaria Foundation has no other amounts payable to any other related party.

At December 31, 2018 and 2017, respectively the America for Bulgaria Foundation has no receivables owing from any related parties.

#### d. Directors

Through September 30, 2015, when the Bulgarian-American Enterprise Fund dissolved and its board disbanded, the Fund and the America for Bulgaria Foundation had five directors in common. As of September 30, 2015, the current President of the Foundation was appointed to act as the authorized representative of the Fund during its liquidation period. The President of the Foundation served in this role throughout 2017 and through September 30, 2018 when the fund was finally dissolved.

Certain members of the Board of Muzeiko Foundation are part of America for Bulgaria Foundation's management in 2018 and 2017.

#### e. Investments

The Foundation owns 1,037 shares representing a 49.4% ownership in ERG Capital 3 – ADSIP valued at \$3,186 and \$3,751 as of December 31, 2018 and 2017, respectively. The shares of ERG-Capital 3 – ADSIP are traded on the Bulgarian Stock Exchange. In addition, the Foundation is an owner of a bond issued by the ERG Capital 3 – ADSIP valued at \$1,324 and \$3,466 with accrued interest receivable in the amount of \$942 and \$2,132 as of December 31, 2018 and 2017, respectively. In November 2018 the Foundation received a partial repayment of principal in the

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

amount of \$1,978 and interest in the amount of \$1,387. In the fourth quarter of 2017 the final maturity of the bond was extended by three years until February 2021 and the interest rate of the bond was reduced from 10.5% to 9.5%, effective from February 21, 2018.

## f. Loan to subsidiary

In July 2018 at the Foundation made a loan in the amount of \$198 to ABF Property EOOD (with no interest rate applied) to finance its temporary shortage of funds. By the end of July 2018, the loan was fully repaid. There were no outstanding amounts due at 31 December 2018.

## g. Legal fees

Braykov's Legal Office provides legal advice to the Foundation. Valentin Braykov, owner of the Braykov's Legal Office, is a member of the Board of Directors of the Foundation. Total legal fees paid to the Braykov's Legal Office in 2018 and 2017 are \$23 and \$13, respectively and to Valentin Braykov personally as a legal advisor in 2018 and 2017 are \$35 and \$10, respectively.

## h. Friends of the Basilica Foundation

In 2018 the Friends of the Basilica Foundation was established with the goal of promoting and supporting the Bishop's Basilica of Philippopolis, one of the Foundation's signature projects. A member of the Foundation's staff is a founder of the Friends of the Basilica Foundation and is involved in its management during 2018. In future periods, the America for Bulgaria Foundation is expected to provide financial support to the Friends of the Basilica Foundation.

## i. Subsequent events with related parties

Subsequent to December 31, 2018 through April 30, 2019 the Foundation made a capital contribution to Muzeiko EOOD in the total amount of \$349 and a donation to the Friends of the Basilica Foundation in the amount of \$11.

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

## (12) Market risk

## a. Currency Risk

The Foundation is exposed to the effect of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows.

The investments held by the Foundation denominated in foreign currency at December 31, 2018 and 2017, respectively are presented below:

	2018	2017
Equity investments in EUR	3,186	3,751
Bonds in EUR	3,803	7,239
Partnership Investments in EUR	116	192

#### b. Price Risk

The Foundation is exposed to market price risks related to its investments. As a result of the global financial crisis the financial markets, remain volatile, which may lead to change in the valuation of investments and causes uncertainty regarding the accounting estimates in future periods.

## (13) Commitments and contingencies

#### a. Grants

The Foundation has signed certain conditional grant agreements, or conditionally approved grants, for which the grantee has not met the grant conditions and the amount of the grant has not been included in grant expense. The amount of such grants at December 31, 2018 is \$20,325. As of December 31, 2018, conditional grant liabilities are expected to be paid in the following years:

2019	\$	13,649
2020		6,311
2021		365
	\$	20,325

## Notes to the Standalone Financial Statements December 31, 2018 and 2017 (in thousands)

#### b. Lease Commitments

In May 2013, the Foundation entered into a lease agreement for office space for the Bulgarian branch. This agreement was terminated in July 2018. No significant future rental payments are expected.

Rent expense is recognized on a straight-line basis and it totaled \$123 and \$152 in 2018 and 2017, respectively.

## (14) Tax Status

#### a. United States

The Foundation is exempt from U.S. Federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code ("the Code") and has been classified as an organization that is not a private foundation as defined in Section 509(a)(1) of the Code. In addition, the Foundation is exempt from payments of state and local income taxes. The Foundation had no uncertain tax positions for the years ended December 31, 2018 and 2017.

## b. Bulgaria

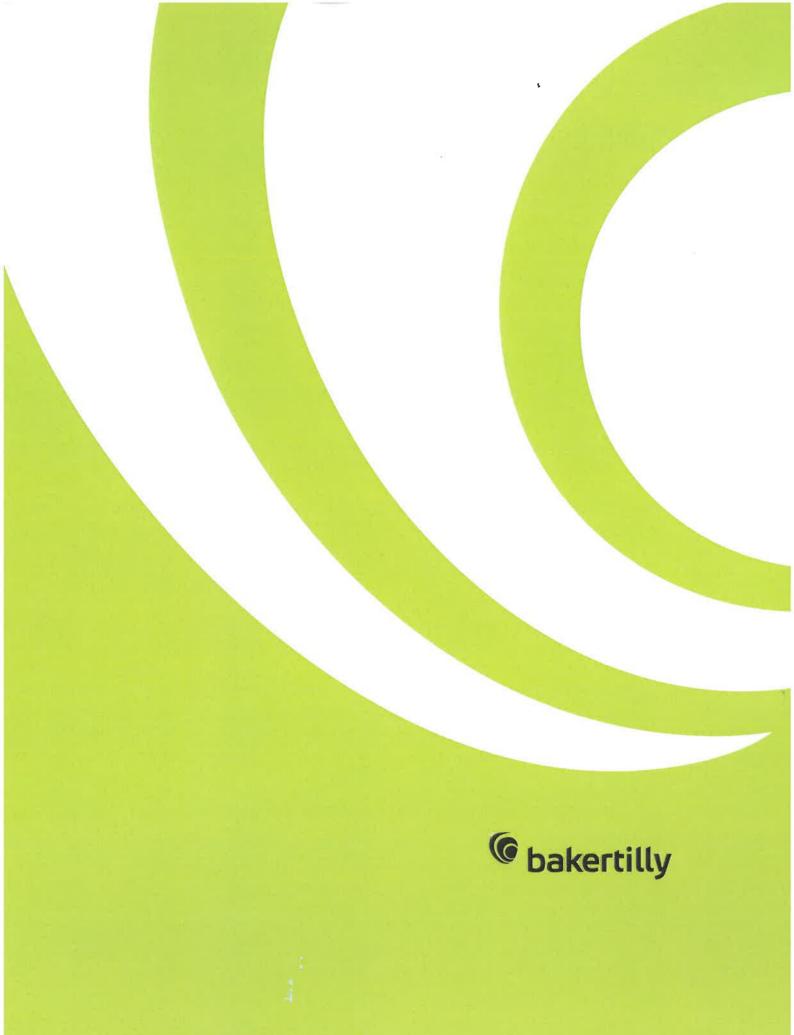
Pursuant to a bilateral agreement between the Government of the United States of America and the Government of the Republic of Bulgaria regarding cooperation to facilitate the provision of assistance, the Foundation is exempt from taxation on income received in connection with implementation of the U.S. assistance programs.

#### (15) Subsequent Events

The Foundation evaluated subsequent events through April 30, 2019, which is the date the financial statements were available to be issued.

Starting February 1, 2019, the Foundation's main program areas were modified to be as follows: (i) Business Enabling Environment; (ii) Developing and Retaining Human Capital; (iii) A Level Playing Field; (iv) Independent Media; (v) Vibrant Communities.

No subsequent events other than those disclosed above and in note 11 (i) Subsequent events with related parties were identified that require adjustment to or disclosure within the financial statements.



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