BENEFICENT TECHNOLOGY, INC.
& BENGINEERING, INC.
DBA THE BENETECH INITIATIVE
CONSOLDIATED FINANCIAL STATEMENTS
AND
INDEPENDENT AUDITORS' REPORT THEREON
DECEMBER 31, 2006

# BENEFICENT TECHNOLOGY, INC. & BENGINEERING, INC. DBA THE BENETECH INITIATIVE TABLE OF CONTENTS

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#### INDEPENDENT AUDITORS' REPORT

Board of Directors The Benetech Initiative Palo Alto, California

We have audited the accompanying consolidated statement of financial position of Beneficent Technology, Inc. (a nonprofit organization) and Bengineering, Inc. (a for-profit organization) dba The Benetech Initiative ("the Organizations"), as of December 31, 2006, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended. These financial statements are the responsibility of the Organizations' 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 the Organizations' 2005 financial statements and, in our report dated April 24, 2006, we expressed an unqualified opinion in those financial 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 examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes 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 consolidated financial position of Beneficent Technology, Inc. and Bengineering, Inc. dba The Benetech Initiative as of December 31, 2006, and the changes in the Organizations' net assets and cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

July 23, 2007

Shannon & Suyler

# BENEFICENT TECHNOLOGY, INC. & BENGINEERING, INC.

#### **DBA THE BENETECH INITIATIVE**

# Consolidated Statement of Financial Position December 31, 2006 with Comparative Totals for 2005

ASSET	rs.	
7455121	2006	2005
<u>Current Assets</u>		
Cash and cash equivalents	\$ 1,321,999	\$ 1,661,676
Grants and accounts receivable	962,727	462,820
Prepaid expenses	18,675	18,589
Total Current Assets	2,303,401	2,143,085
Property & Equipment		
Office and other equipment	197,820	152,864
Leasehold improvements	2,350	2,350
Total Property & Equipment	200,170	155,214
Less: accumulated depreciation	(150,175)	(136,189)
Property & Equipment, net	49,995	19,025
Other Assets		
Grant receivable	-	189,767
Deposits	41,552	41,552
Freedom Scientific Common Stock	<u>-</u> _	120,000
Total Other Assets	41,552	351,319
Total Assets	\$ 2,394,948	\$ 2,513,429
LIABILITIES AND	NET ASSETS	
Current Liabilities		
Accounts payable	\$ 84,709	\$ 72,621
Accrued expenses	32,600	57,725
Accrued employee benefits	217,288	196,015
Deferred revenue	38,773	39,564
Total Current Liabilities	373,370	365,925
Total Liabilities	373,370	365,925
Net Assets		
Temporarily restricted	752,560	786,892
Unrestricted	1,269,018	1,360,612
Total Net Assets	2,021,578	2,147,504
Total Liabilities and Net Assets	\$ 2,394,948	\$ 2,513,429

# Consolidated Statement of Activities

# For the Year Ended December 31, 2006 with

# Comparative Totals for the Year Ended December 31, 2005

		Temporarily		2005
Support, Revenues, and Reclassifications	<b>Unrestricted</b>	Restricted	Total	Total
Contributions received	\$ 1,338,201	\$ 1,232,994	2,571,195	\$ 3,589,918
Royalties	239,303	-	239,303	242,701
Engineering consulting fees	71,733	_	71,733	83,537
Donated services/products	11,371	_	11,371	35,864
Bookaccess revenue	-	_	-	94,856
Bookshare revenue	191,242	_	191,242	150,909
HRDAG revenue	15,240	_	15,240	51,990
Martus revenue	22,834	_	22,834	66,101
Miradi revenue	-	_	-	132,501
Interest income	57,317	_	57,317	8,780
Investment income	(120,000)	_	(120,000)	0,700
Net assets released from restrictions:	(120,000)	_	(120,000)	
Satisfaction of purpose restrictions	1,267,326	(1,267,326)	-	-
Total Support, Revenue, and Reclassifications	3,094,567	(34,332)	3,060,235	4,457,157
Expenses and Losses				
Program services:				
Bookshare.org	881,960	-	881,960	591,048
Bookaccess	-	-	-	82,484
Miradi	175,066	-	175,066	100,326
Martus	202,478	-	202,478	408,101
HRDAG	684,777	-	684,777	565,819
Landmine Detector	178,074	-	178,074	85,351
Route 66	119,076	_	119,076	51,856
Engineering services	64,540	_	64,540	79,222
New projects	10,259	_	10,259	21,015
Total Program Services	2,316,230		2,316,230	1,985,222
Support services:				
Fundraising	546,306		546,306	431,817
Management and general	323,625	-	323,625	246,691
Total Support Services	869,931		869,931	678,508
Total Expenses	3,186,161	<del>-</del>	3,186,161	2,663,730
Change in Net Assets	(91,594)	(34,332)	(125,926)	1,793,427
Net Assets, Beginning of Year	1,360,612	786,892	2,147,504	354,077
Net Assets, End of Year	\$ 1,269,018	\$ 752,560	\$ 2,021,578	\$ 2,147,504

# BENEFICENT TECHNOLOGY, INC. & BENGINEERING, INC.

#### DBA THE BENETECH INITIATIVE

#### CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2006 with

Comparative Totals for the Year Ended December 31, 2005

Program Services Support Services

						1.	ogram	JUI	VICCS								upport	SCI	VICES				
	Boo	kshare.org	 Miradi	<u>M</u>	ARTUS	6 HRDAG		Landmine Detector		Route 66 E		Engineering		New Projects		Management & General		t <u>Fundraising</u>		2006 Total		2005 Total	
Bank Charges Book Collection & Development	\$	10,518														\$	619			\$	619 10,518	\$	357 28,584
Communications		9,444	\$ 324	\$	1,525	\$	1,551			\$	165										13,009		12,728
Depreciation		2,460			71		3,166	\$	506								11,127	\$	323		17,653		11,011
Equipment & Supplies		11,121	195		297		4,643		7,684		304						4,429		262		28,935		19,185
Employee Benefits		163,585	11,566		36,564		98,495		,		25,179	\$	15,531	\$	2,140		45,970		123,114		522,144		407,090
Marketing		28,395			559		152		2,441		1,909				705		16,016		5,895		56,072		26,365
Meals and Entertainment		4,886	68		88		3,719		588		205						2,190		2,524		14,268		12,152
Miscellaneous							5,099						833				732		119		6,783		20,536
D&O Insurance																	3,880				3,880		4,484
Outside Services		65,876	120,427		43,875		189,388		72,758		5,479		105				88,202		50		586,160		502,869
Salaries and related expenses		387,756	28,058		84,075		227,763		68,272		59,828		35,782		5,036		108,185		288,741		1,293,496	1	,179,486
Subscriptions & Dues		4,402			295								360				3,316		3,235		11,608		11,694
Travel		47,674	870		5,664		64,124		5,106		3,319		107		193		3,841		13,622		144,520		87,939
Facility and other office expense		145,843	 13,558		29,465	_	86,677		20,719		22,688	_	11,822		2,185		35,118		108,421		476,496		339,250
<b>Total Expenses</b>	\$	881,960	\$ 175,066	\$	202,478	\$	684,777	\$	178,074	\$	119,076	\$	64,540	\$	10,259	\$	323,625	\$	546,306	\$ 3	3,186,161	\$ 2	,663,730

# BENEFICENT TECHNOLOGY, INC. & BENGINEERING, INC.

#### **DBA THE BENETECH INITIATIVE**

# Consolidated Statement of Cash Flows For the Year Ended December 31, 2006 with

# Comparative Totals for the Year Ended December 31, 2005

	2006	2005
Cash Flows from Operating Activities:		
Change in Net Assets	\$ (125,926)	\$ 1,793,427
Adjustments to reconcile net change to cash		
provided (used) by operating activities		
Depreciation	17,653	11,011
Changes in:		
Grants & accounts receivable	(310,140)	(345,692)
Prepaid expenses	(86)	(966)
Deposits	-	2,539
Deferred revenue	(791)	(3,799)
Accounts payable	12,088	(22,423)
Accrued payroll & benefits	21,273	5,405
Accrued expenses	(25,125)	30,750
Net cash (used) provided by operating activities	(411,054)	1,470,252
Cash Flows from Investing Activities:		
Purchases of property & equipment	(48,623)	(16,653)
Worthless securities	120,000	_
Net cash provided (used) by investing activities	71,377	(16,653)
Net (decrease) increase in cash	(339,677)	1,453,599
Cash and Cash Equivalents, Beginning of Year	1,661,676	208,077
Cash and Cash Equivalents, End of Year	\$ 1,321,999	\$ 1,661,676
Supplemental Cash Flow Disclosures Taxes paid	\$ 800	\$ 800

# Notes to Consolidated Financial Statements December 31, 2006

#### **Note 1: Summary of Significant Accounting Policies**

#### **Benetech's Business Activity**

Beneficent Technology, Inc. (doing business as "Benetech") was incorporated as a nonprofit corporation to develop technology projects, products and services to benefit humanity worldwide. A merger of Beneficent, Inc. and Beneficent Technology, Inc. was accepted by the California Secretary of State as of January 14, 2004. In prior years Beneficent, Inc. financial information was included in the consolidated financial statements.

Beneficent Technology, Inc. has a for-profit subsidiary, Bengineering, Inc. which is involved in providing engineering consulting services. This consulting revenue is taxable income. Bengineering, Inc.'s assets, liabilities, revenues and expenses have been consolidated in the financial statements. Both organizations operated under the Benetech dba and brand name.

#### **Basis of Accounting**

The financial statements of the organizations have been prepared on the accrual basis of accounting. Beneficent Technology, Inc. and Bengineering, Inc. are related entities and have elected to present consolidated financial statements.

#### **Principles of Consolidation**

The consolidated financial statements include the accounts of Beneficent Technology, Inc. and its wholly owned corporation, Bengineering, Inc. (the Organizations). Management determined that combining Beneficent Technology, Inc. and Bengineering, Inc. provides a more meaningful presentation of the commonly-controlled and financially-dependent companies. All material intercompany transactions have been eliminated in combination.

#### **Basis of Presentation**

The Financial Statements are presented in accordance with Statement of Financial Accounting Standards (SFAS) No. 117, financial statements of nonprofit organizations. Under SFAS No. 117, the Organizations are required to report information regarding their financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

• Unrestricted net assets include those assets over which the Board of Directors has discretionary control in carrying out the operations of the organizations. The Organizations have elected to report as

# Notes to Consolidated Financial Statements December 31, 2006

an increase in unrestricted net assets any restricted revenue received in the current period whose restrictions have been met in the current period.

- Temporarily restricted net assets include those assets subject to donor restrictions and for which the applicable restrictions were not met as of the end of the current reporting period. 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 statement of activities as net assets released from restrictions.
- Permanently restricted net assets include those assets subject to non-expiring donor restrictions, such as endowments, contributions or investments. The Organizations had no permanently restricted net assets as of December 31, 2006.

#### **Comparative Financial Information**

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 generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2005, from which the summarized information was derived.

#### **Use of Estimates**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### **Revenue Recognition**

The Organizations recognize revenue on the accrual basis of accounting. Revenue from royalties and interest is recorded when earned based upon the applicable agreements. Revenue from consulting services is recognized upon performance of the applicable services. Revenue from Bookshare.org is recognized over the life of the subscription. Unearned subscription revenue is recorded as a liability on the Statement of Financial Position.

# Notes to Consolidated Financial Statements December 31, 2006

#### **Contributions**

Contributions are recognized in accordance with SFAS No. 116. Cash contributions are recognized when the donor makes a pledge to give; that is, in substance, an unconditional promise. Cash contributions are recorded as unrestricted, temporarily restricted or permanently restricted, depending on the nature of donor restrictions and on whether the restrictions are met in the current period. Restricted contributions are reported as an increase in unrestricted net assets if the restrictions have been met in the current period. If the restrictions have not been met by year end, the amount is reported as an increase in temporarily or permanently restricted net assets. When the restriction is met, the amount is shown as a reclassification of restricted net assets to unrestricted net assets.

#### **Contributions In-Kind**

Contributions of donated, non-cash assets are recognized in accordance with the provision of SFAS No. 116 and recorded at their fair values in the period received. Contributions of donated services that create or enhance non-financial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

The Organizations received donated professional legal services in the amount of \$10,000. The Organizations also received donated products in the amount of \$1,371. These services and products were recorded as both revenue and expense in the statement of activities. The Organizations also received a significant amount of donated services from unpaid volunteers who assisted in fund-raising and other programs of the Organizations. These amounts have not been recognized in the statement of activities because the criteria for recognition under SFAS No. 116 have not been satisfied.

#### Cash and Cash Equivalents

Cash and cash equivalents represent cash in demand accounts and highly liquid investments with original maturities of three months or less.

#### **Note 2: Programs**

The Organizations act as an incubator for, and operators of, technology-oriented nonprofit projects. The Organizations are involved in the following projects:

# Notes to Consolidated Financial Statements December 31, 2006

**Bookshare.org**: Bookshare.org provides digital accessible copyrighted material to people with qualifying print disabilities. It is a web-based library of books, periodicals, and newspapers for people with print and visual disabilities who meet the stringent copyright law exemption permitting reproduction of publications into specialized formats for the print disabled. These publications can be accessed through synthetic voice, Braille or large print. Bookshare.org was launched in February 2002. Through the active participation of hundreds of volunteers, Bookshare.org provides print disabled people with instant access to over 30,000 books and 100 daily newspapers.

Miradi (previously known as eAM): Miradi is designed to bring quality project management tools to the global environmental conservation community. This project is a joint venture between Benetech and the Conservation Measures Partnership (CMP), a consortium of leading conservation organizations. Miradi provides an easy-to-use, interview-style interface that will walk a project team through each step of the process of designing, managing and monitoring their project according to the best-practice standards established and tested by the world's major conservation organizations. First beta was released in Q-1 2007. In the future, project teams will be able to upload the results of their project to a database on the Internet and enable the sharing of findings with other practitioners who are working on similar situations or grappling with similar challenges.

**HRDAG**: The HRDAG project uses science and technology to advance the cause of human rights. The project team develops database software, data collection strategies and statistical techniques to measure the magnitude and pattern of human rights violations in order to evaluate claims that violence was the result of state or institutional policies. This technology and analysis is used by truth commissions, international criminal tribunals and non-governmental human rights organizations as they write history and find people responsible for gross human rights abuses.

**The Martus Project**: The Martus Project provides an easy-to-use tool to assist the human rights sector collect, safeguard, organize and disseminate information about human rights violations. The Martus software is freely downloadable, is available in seven languages (English, Russian, Spanish, French, Thai, Nepali and Arabic) and has been downloaded by people in over 70 countries.

**The Landmine Detector Project**: The goal of this project was to fill the marketability gap between exciting new technologies developed for military and airline use and the needs of humanitarian landmine removal efforts around the world. All work on this project to date has been research. Due to complex issues in bringing this product to market, the project was temporarily suspended in 2007.

# Notes to Consolidated Financial Statements December 31, 2006

**Route 66 Literacy**: This project is an innovative internet based service providing best practices reading and writing instruction to beginning adolescent and adult readers, particularly those with significant developmental disabilities. The software has an integrated feature which helps any literate person become an effective literacy tutor. Route 66 is not yet a released product, but is available in demonstration form from the Benetech website.

### **Note 3: Stock Held for Investment**

As part of the sale of Beneficent, Inc.'s assets relating to the marketing and sale of the Arkenstone reading machine enterprise in June 2000, the organization acquired 40,000 shares of common stock in Freedom Scientific, Inc., which were transferred to Beneficent Technology, Inc. with the merger. On or around April 23, 2007, Freedom Scientific Holdings Corp. (Parent) and Freedom Scientific, Inc. (Subsidiary) entered into an Agreement and Plan of Merger. Under the terms of the Merger Agreement, each outstanding share of common stock was cancelled for no consideration. As a result, Benetech recognized an investment loss of \$120,000 during the year ended December 31, 2006.

#### **Note 4: Related Party Transactions**

The Organizations are related through common management and an individual who is an officer and director of both organizations. The Organizations share common facilities and share the use of certain employees. In addition, a member of the board donated legal services to the Organizations (See note 1).

The Organization also has a resource sharing agreement whereby property and equipment, office space, employees and other operating resources are shared by the related entities.

#### Note 5: Grants and Accounts Receivable

Grants and accounts receivable reflected in the financial statements are related to royalty receivables, rental income, Bookshare subscriptions, grants and engineering consulting fees. No provision for doubtful accounts has been recorded, because all of the grants and accounts receivable have either been collected as of the date of the report or are expected to be collected within the following year.

# Notes to Consolidated Financial Statements December 31, 2006

# Note 6: Property and Equipment

Property and equipment are stated at cost if purchased, or estimated fair market value if donated. Depreciation is computed on the straight-line method over the estimated useful lives of the assets. Equipment purchases of under \$1,500 are expensed as incurred.

#### **Note 7: Retirement Plan**

The Organizations maintain a 401(k) defined contribution plan. Eligible employees can defer up to \$15,000. The Organizations match 50% of employee contributions up to a maximum of 2% of the employees' gross salary. Employer contributions for 2006 were \$26,583.

#### **Note 8: Income taxes**

Beneficent Technology, Inc. is a nonprofit corporation qualified under IRC code section 501(c)(3) and California R&T code section 23701(d). The organization is not classified as a private foundation under IRC code section 509(a). Qualified nonprofit corporations are generally exempt from income tax. Bengineering, Inc. is a for-profit subsidiary of Beneficent Technology, Inc. During the year ended December 31, 2006, Bengineering, Inc. did not have taxable income and therefore was only liable for the California minimum franchise tax of \$800.

#### **Note 9: Lease Commitments**

The Organizations are obligated under a facility lease that expires January 31, 2008 with an option to renew for an additional two years at 95% of fair market rent. Additionally, the Organizations sublease a portion of the facility on a month-to-month basis. Rental expense for the year was \$156,805 and rental income received was \$51,851. Therefore, net rental expense was \$104,954. Future minimum lease payments are shown below:

Year ended December 31, 2007	\$ 208,924
Year ended December 31, 2008	17,455
Total	\$ 226,379

#### **Note 10: Contingencies**

The Organizations have deposited funds in a number of accounts with traditional public financial institutions. The amounts on deposit in these accounts are over the federally insured limit and therefore are subject to some risk of loss if the financial institution were to become insolvent. No loss contingency has been

# Notes to Consolidated Financial Statements December 31, 2006

accrued for this possibility due to the extremely low probability of such an occurrence. As of December 31, 2006, the uninsured balance was \$1,065,459.

Beneficent Technology, Inc. is involved in operating and maintaining a website to deliver a special format of electronic books online to disabled individuals using its Bookshare.org Program. Many of these books are under copyright, so that the program must be operated in a manner that complies with Section 121 of the U.S. Copyright Act, which entails delivering the materials in a special format for the blind and ensuring that the individuals served qualify as blind or print disabled. Management worked closely with other organizations for the blind and with the Association of American Publishers in developing the Bookshare.org system. In the process, considerable legal resources were devoted to ensuring compliance with the law, for which reason management is satisfied that there is little risk of any copyright infringement claims by copyright owners. Since establishment of the system, an increasing number of authors and publishers have volunteered the use of their books for the system, reducing the probability that any claims will occur.

Beneficent Technology, Inc. is involved in providing technology tools (software) to assist the international human rights sector in collecting, safeguarding, organizing and disseminating information about human rights violations. Because of a concern over potential litigation about the accuracy of information that may be collected and stored by third party users of these tools, the organization does not itself operate any of the collection or storage facilities used in this process. Furthermore, in order to minimize liability, the organization has a licensing arrangement intended to protect the organization as much as possible from such liability and litigation. Due to the low probability of actual legal liability and the inability to estimate any future potential liabilities, no loss reserve at year-end has been accrued.

#### **Note 11: Temporarily Restricted Assets**

The Organizations began the year with \$786,892 in temporarily restricted net assets. During the year, the Organizations received donations from unrelated entities in the amount of \$1,232,994. Guidelines for these donations restricted their use to specific purposes. During the year the Organization incurred expenses of \$1,267,326 to meet these purposes; accordingly, the remaining balance of \$752,560 is considered temporarily restricted until the Organizations meet the obligations of these grants. Temporarily restricted programs had the following balances at December 31, 2006:

# Notes to Consolidated Financial Statements December 31, 2006

	<u>2006</u>
Bookshare	\$ 485,625
Miradi	120,357
Landmine	116,321
Martus	30,257
Total	\$ 752,560