International Fertilizer Development Center
Financial Statements
December 31, 2018 and 2017

International Fertilizer Development Center
Table of Contents
December 31, 2018 and 2017

PAGE

Independent Auditor's Report

To the Board of Directors
International Fertilizer Development Center

Report on the Financial Statements

We have audited the accompanying financial statements of International Fertilizer Development Center ("IFDC"), a nonprofit organization, which comprise the statements of financial position as of December 31, 2018 and December 31, 2017, and the related statements of activities and changes in net assets, and cash flows for the years then ended, and the related notes to the financial statements (collectively, 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States. 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 IFDC as of December 31, 2018 and December 31, 2017, and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Adoption of ASU No. 2016-14, *Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities*

As discussed in Note 12, IFDC adopted the provisions of ASU No. 2016-14, *Not-for-Profit Entities (Topic 958) – Presentation of Financial Statements of Not-for-Profit Entities*, as of and for the year ended December 31, 2018. The requirements of ASU 2016-14 have been retrospectively applied to all periods presented. Our opinion is not modified with respect to this matter.

Other Reporting Required by *Government Auditing Standards*

In accordance with *Government Auditing Standards*, we have also issued our report dated July 31, 2019 on our consideration of IFDC's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the effectiveness of IFDC's internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering IFDC's internal control over financial reporting and compliance.

CDPA, P.C.

Florence, AL
July 31, 2019

International Fertilizer Development Center
Statements of Financial Position
December 31, 2018 and 2017

	2018	2017
Assets		
Current Assets		
Cash	$ 3,434,568	$ 10,580,599
Investments	223,000	148,000
Grants and contracts receivable	7,424,797	5,037,125
Other receivables	168,122	267,735
Supplies inventory	34,001	26,419
Prepaid expenses and advances	536,452	470,523
Advances to subrecipients	181,474	23,495
Total current assets	12,002,414	16,553,896
Non-Current Assets		
Buildings and equipment, net	73,701	86,379
Investments	5,000,000	-
Total non-current assets	5,073,701	86,379
Total assets	$ 17,076,115	$ 16,640,275
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued liabilities	$ 1,738,727	$ 856,254
Accrued salary, withholdings, annual leave and sick leave	852,912	891,142
Deferred revenue	17,418,104	16,340,738
Total current liabilities	20,009,743	18,088,134
Net assets:		
Without donor restrictions	(2,941,958)	(1,456,189)
With donor restrictions	8,330	8,330
Total net assets	(2,933,628)	(1,447,859)
Total liabilities and net assets	$ 17,076,115	$ 16,640,275

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

International Fertilizer Development Center
Statements of Activities and Changes in Net Assets
For the Year Ended December 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total 2018
Operating activities			
Revenue and support:			
Grants and contracts	$ 46,225,414	$ -	$ 46,225,414
Other	144,781	-	144,781
Total revenue and support	46,370,195	-	46,370,195
Expenses:			
Program –			
Research and development	2,965,897	-	2,965,897
Field projects	34,290,558	-	34,290,558
Capacity building	4,075,360	-	4,075,360
Support services	5,788,777	-	5,788,777
Operational expense	752,404	-	752,404
Total expenses	47,872,996	-	47,872,996
Change in net assets from operating activities	(1,502,801)	-	(1,502,801)
Nonoperating activities			
Interest income	17,032	-	17,032
Change in net assets from nonoperating activities	17,032	-	17,032
Change in net assets	(1,485,769)	-	(1,485,769)
Net assets, beginning of year	(1,456,189)	8,330	(1,447,859)
Net assets, end of year	$ (2,941,958)	$ 8,330	$ (2,933,628)

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

International Fertilizer Development Center
Statements of Activities and Changes in Net Assets
For the Year Ended December 31, 2017

	Without Donor Restrictions	With Donor Restrictions	Total 2017
Operating activities			
Revenue and support:			
Grants and contracts	$ 56,399,675	$ -	$ 56,399,675
Other	185,969	-	185,969
Total revenue and support	56,585,644	-	56,585,644
Expenses:			
Program –			
Research and development	3,136,079	-	3,136,079
Field projects	41,530,781	-	41,530,781
Capacity building	4,607,497	-	4,607,497
Support services	5,812,478	-	5,812,478
Operational expense	733,691	-	733,691
Total expenses	55,820,526	-	55,820,526
Change in net assets from operating activities	765,118	-	765,118
Nonoperating activities			
Interest income	10,668	-	10,668
Change in net assets from nonoperating activities	10,668	-	10,668
Change in net assets	775,786	-	775,786
Net assets, beginning of year	(2,231,975)	8,330	(2,223,645)
Net assets, end of year	$ (1,456,189)	$ 8,330	$ (1,447,859)

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

International Fertilizer Development Center
Statements of Cash Flows
For the Year Ended December 31, 2018 and 2017

	2018	2017
Cash flows from operating activities		
Change in net assets	$ (1,485,769)	$ 775,786
Adjustments to reconcile change in net assets to net cash flows from operating activities:		
Depreciation	12,678	12,678
Change in assets and liabilities:		
Grants and contracts receivable	(2,387,672)	2,153,532
Other receivables	99,613	123,551
Supplies inventory	(7,582)	8,907
Advances to subrecipients	(157,979)	12,055
Prepaid expenses	(65,929)	9,473
Accounts payable and accrued liabilities	882,473	153,356
Accrued salary, annual leave and sick leave	(38,230)	(400,799)
Deferred revenue	1,077,366	3,813,349
Net cash flows from operating activities	(2,071,031)	6,661,888
Cash flows from investing activities		
Purchases of short-term investments	(5,593,000)	(72,000)
Proceeds from sale of short-term investments	518,000	165,000
Net cash flows from investing activities	(5,075,000)	93,000
Change in cash	(7,146,031)	6,754,888
Cash and Cash Equivalents		
Beginning of year	10,580,599	3,825,711
End of year	$ 3,434,568	$ 10,580,599

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

NOTE 1 – GENERAL

International Fertilizer Development Center ("IFDC") is a non-profit organization incorporated October 7, 1974 under the state laws of Alabama. On March 14, 1977, IFDC was designated as a public international organization by executive order of the President of the United States. IFDC focuses on increasing and sustaining food and agricultural productivity in developing countries and transitional economies through the development and transfer of effective and environmentally sound plant nutrient technology and agribusiness expertise. In the event of dissolution, the articles of incorporation provide that the residual assets of the organization will be distributed to one or more tax exempt organizations or to the federal, state, or local government for exclusive public purposes.

IFDC is engaged in the following programs:

- *Research and Development Program* – The Research and Development Program is comprised primarily of three programs: 1) Developing and Scaling Out Technologies, Approaches and Practices, which develops and diffuses technologies that address nutrient management issues and promotes advancement of sustainable agricultural intensification; 2) Supporting Policy Reforms and Market Development, which conducts evidence-based policy analyses to support reform processes in multiple dimensions of economic policy and 3) Learning Agendas and Knowledge Management, which works to ensure that IFDC captures, documents, analyzes, and disseminates the knowledge generated from all of IFDC's work on increased agricultural productivity.

- *Field Projects Program* – The Field Projects Program aims to increase the productivity and profitability of smallholder agriculture through the development of competitive and sustainable agricultural value chains and the improvement of social and environmental stability in various regions of the world.

- *Capacity Building Program* – The Capacity Building Program aims to equip IFDC partners (farmers, dealers, marketers, entrepreneurs) in developing countries with the capabilities, expertise and skills required to perform their functions in the food value chain in an effective and efficient manner.

NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements of IFDC have been prepared on the accrual basis in accordance with accounting principles generally accepted in the United States of America. The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958 dated August 2016, and the provisions of the American Institute of Certified Public Accountants (AICPA) "Audit and Accounting Guide for Not-for-Profit Organizations" (the "Guide"). (ASC) 958-205 was effective January 1, 2018. Under the provisions of the Guide, net assets and revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of IFDC and changes therein are classified as follows:

- *Net assets without donor restrictions*: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of IFDC. IFDC's board may designate assets without restrictions for specific operational purposes from time to time.

- *Net assets with donor restrictions*: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of IFDC or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity. At December 31, 2018 and 2017, IFDC maintained an endowment with donor-imposed stipulations that the principal balance of $8,330 remain in place with the interest earned to be used by IFDC as unrestricted funds.

It remains the policy of IFDC to first apply restricted resources when an expense is incurred and then apply unrestricted resources when both restricted and unrestricted net assets are available.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities at the dates of the financial statements, and the reported amounts of revenue and expenses during the reporting periods. Actual results could differ from those estimates.

Contributions

Unconditional contributions are recognized when pledged and recorded as net assets without donor restrictions or net assets with donor restrictions, depending on the existence and/or nature of any donor-imposed restrictions. Conditional promises to give are recognized when the conditions on which they depend are substantially met. Gifts of cash and other assets are reported with donor restricted support if they are received with donor stipulations that limit the use of the donated assets. Allowances, if any, are established for pledges estimated to be uncollectible.

When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statement of activities as net assets released from restrictions. Donor-restricted contributions whose restrictions are met in the same reporting period are reported as net assets without donor restriction support. Donations of property and equipment are recorded as support at their estimated fair value at the date of donation. Contributions restricted for the acquisition of land, buildings, and equipment are reported as net assets without donor restriction upon acquisition of the assets and the assets are placed in service.

Grants and Contracts

Except for the any amounts classified as contributions discussed above, IFDC’s grants and contracts are considered to be exchange contracts and, therefore, the revenues are classified as unrestricted and are recognized as the related funds are expended. Deferred revenue of $17,418,104 and $16,340,738 at December 31, 2018 and 2017, respectively, represents funds received or billings in advance or in excess of amounts expended on grants and contracts. Grants and contracts receivable represent amounts earned or billed under exchange contracts but not received at year end. As previously noted, amounts are deemed earned and are recognized as revenue as the related funds are expended.

Investments

IFDC currently maintains short- and long-term investments, which consist of United States Treasury Bills and bank certificates of deposit, recorded at cost, which approximates market value. If IFDC were to acquire other types of investments, the net appreciation (depreciation) in the fair value of those investments, which would consist of the realized gains or losses and the unrealized appreciation (depreciation) on those investments, would be presented in the statement of activities in accordance with donor restrictions as investment return. For all investments, investment return is presented net of investment fees. The average cost method is primarily used to determine the basis for computing any realized gains or losses.

Measure of Operations

The statements of activities reports all changes in net assets, including changes in net assets from operating and non-operating activities. Operating activities consist of those items attributable to IFDC’s ongoing activities. Non-operating activities are limited to resources that generate return from investments, endowment contributions, financing costs, and other activities considered to be of a more unusual or nonrecurring nature.

Cash and Cash Equivalents

IFDC considers all highly liquid investments with a maturity of three months or less to be cash equivalents.

Other Receivables

Other receivables consist primarily of receivables from employees. Due to the nature of IFDC's operations in foreign countries, advances are routinely made to employees working in these regions for living or travel expenses. All amounts are due within one year.

Supplies Inventory

Inventories of supplies are valued at the lower of cost or replacement cost using the first-in, first-out method.

Advances to Subrecipients

Advances to subrecipients represent payments to subrecipients in advance of services being provided by the subrecipients in accordance with the terms of the grant contract. These payments are recorded as advances when made and are appropriately reclassified as project expenses as the work is performed under these contracts.

Buildings and Equipment

Buildings and equipment are recorded at cost, or fair value at the date of donation in the case of gifts. Major renewals and betterments are capitalized. IFDC's capitalization policy defines a major renewal or betterment as a purchase of property, plant or equipment with a cost exceeding $5,000 and a life reasonably expected to be longer than one year. Maintenance and repairs are charged to expense as incurred. Depreciation is calculated on the straight-line method over the estimated useful lives of the assets ranging from three to twelve years. When items of buildings or equipment are sold or retired, the related cost and accumulated depreciation are removed from the respective accounts and any gain or loss is included in the statements of activities and changes in net assets.

Accrued Annual and Sick Leave

Annual and sick leave accrue at the monthly rate of 16 hours and 8 hours, respectively. Employees may carry forward annual leave up to a maximum of 176 hours and sick leave up to a maximum of 1,200 hours. Annual leave in excess of 176 hours can be converted to sick leave until accrued sick leave reaches 1,200 hours. Upon termination, employees are paid for accrued annual leave up to 176 hours. All unused sick leave is forfeited upon termination.

Income Tax Status

IFDC has a tax determination letter from the Internal Revenue Service stating that it qualifies under the provisions of Section 501(c)(3) of the Internal Revenue Code and is exempt from federal income taxes. Accordingly, no provision for income taxes has been included in the accompanying financial statements.

Uncertain Tax Positions

IFDC is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code, except on net income derived from unrelated business activities. The Organization had no unrelated business activities that are subject to taxes.

Foreign Currency

IFDC records transactions denominated in foreign currency on a monthly basis, using the average monthly exchange rate. Bank accounts denominated in foreign currency are translated as of the ending balance sheet dates using the current exchange rate at that time.

At December 31, 2018 there was a net loss of $154,741 related to those transactions, which were included in the statements of activities and changes in net assets as expense. At December 31, 2017 there was a net gain of $132,469 related to those transactions, which were included in the statements of activities and changes in net assets as an offset to expense.

Concentrations of Credit Risk

IFDC maintains cash accounts with several large financial institutions. All accounts at financial institutions in the United States of America are guaranteed by the Federal Deposit Insurance Corporation up to $250,000 per bank. IFDC also maintains cash accounts with foreign financial institutions. IFDC's policy is to maintain one month's worth of operating expenses within these foreign accounts to cover current expenses of programs based in these foreign countries. Credit risk with respect to deposits and investments, is more fully described in Note 4.

During the year ended December 31, 2018 and 2017, approximately 27% and 33%, respectively, of revenues were generated from contributions, grants or contracts directly or indirectly funded by USAID. During the year ended December 31, 2018 and 2017, approximately 55% and 51%, respectively, of revenues were generated from contributions, grants or contracts directly or indirectly funded by one foreign government. At times, IFDC may have concentrations of receivables from both foreign and domestic entities. Management evaluates the collectability of these receivables and reserves for any receivables that are doubtful of collection. At December 31, 2018 and 2017, receivables from contributions, grants and contracts funded by USAID were 48% and 52%, respectively, of total contributions, grants and contracts receivable. At December 31, 2018 and 2017, IFDC had $3,086,568 and $1,620,873, respectively, of receivables from foreign governments and entities. At December 31, 2018 and 2017, approximately 9% and 3% of total contributions, grants and contracts receivable were funded by one foreign government.

Long-Lived Assets

IFDC reviews long-lived assets held and used in operations for impairment whenever events or changes in circumstances indicate that the carrying amount of these assets may not be fully recoverable. In the event that facts and circumstances indicate that the cost of any long-lived assets may be impaired, an evaluation of recoverability is performed. If an evaluation is required, the estimated future undiscounted cash flows associated with the asset are compared to the asset's carrying amount to determine if a write-down to market value or discounted cash flow value is required. IFDC did not recognize any impairment write-downs for long-lived assets in 2018 and 2017.

NOTE 3 - LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS

At December 31, 2018 IFDC has $11,368,981 of financial assets available within one year of the statement of financial position date to meet cash needs for general operating expenditures, consisting of cash of $3,434,568, grants and contributions receivable of $7,424,797, short-term investments of $223,000, and other current financial assets of $349,596. Additionally, as discussed in more detail in Note 9, IFDC maintains a $4,000,000 line of credit.

NOTE 4 – CASH AND INVESTMENTS

Cash

At December 31, cash consisted of the following:

	2018	2017
Deposits in U.S. banks	$ 2,894,566	$ 9,888,227
Deposits in foreign financial institutions	519,436	669,188
Petty cash funds	20,566	23,184
	$ 3,434,568	$ 10,580,599

At December 31, 2018, the balance per the bank statements (prior to reconciliation) of the U.S. bank deposits was $2,915,058. Of this balance, $1,012,884 was covered by FDIC insurance and $656,786 of the balance was collateralized with securities pledged by the financial institutions. At December 31, 2018, $1,245,388 was unsecured or uncollateralized. At December 31, 2017, the balance per the bank statements (prior to reconciliation) of the U.S. bank deposits was $9,893,880. Of this balance, $1,012,877 was covered by FDIC insurance and $3,866,712 of the balance was collateralized with securities pledged by the financial institutions. At December 31, 2017, $5,014,291 was unsecured or uncollateralized. The securities pledged to secure IFDC's deposits are held by the pledging institution's third party safe-keeper on behalf of IFDC. The securities are held in the name of the pledging financial institution. Pledges are released only by notification of consent from IFDC to the safekeeping financial institution.

Investments and Cash Equivalents

At December 31, investments and cash equivalents consisted of the following:

	2018	2017
Certificates of Deposit, U.S. banks, matures < 1 year	$ 223,000	$ 148,000
Certificates of Deposit, U.S. banks, matures > 1 year	5,000,000	-
Total	$ 5,223,000	$ 148,000

At December 31, 2018, $5,000,000 of certificates of deposits were unsecured and uncollateralized. At December 31, 2017, $0 of certificates of deposit were unsecured and uncollateralized.

Income from deposits and investments consisted of interest income only. For the year ended December 31, 2018, interest income totaled $17,112 of which $17,032 is included in other income and $80 is included in grants and contracts income in accordance with requirements set forth in the grant/contract agreements. For the year ended December 31, 2017, interest income totaled $10,748 of which $10,668 is included in other income and $80 is included in grants and contracts income in accordance with requirements set forth in the grant/contract agreements.

NOTE 5 – BUILDINGS AND EQUIPMENT

Buildings and equipment consist of the following at December 31, 2018 and 2017:

	2018	2017
Buildings	$ 6,077,747	$ 6,077,747
Equipment	385,771	385,771
	6,463,518	6,463,518
Accumulated depreciation	(6,389,817)	(6,377,139)
	$ 73,701	$ 86,379

Depreciation expense was $12,678 and $12,678 for the years ended December 31, 2018 and 2017, respectively.

IFDC's building, which was being depreciated over thirty-five years, was fully depreciated during the year ended December 31, 2007. The land on which the building was constructed is owned by the Tennessee Valley Authority ("TVA"). On August 16, 1976, TVA granted IFDC a permanent easement for the construction, operation, and maintenance of fertilizer research and related facilities on this land. In the event that IFDC ceases such operations, TVA has the right to terminate the easement upon ninety days written notice to IFDC. Upon any such termination, IFDC, at its own expense, may remove any of the improvements that it shall have placed on the land within 180 days following termination of the easement. Any improvements not removed within the 180 day time frame shall, upon expiration thereof, automatically vest in TVA, its successors or assignees. IFDC's building was constructed with federal funds received through a USAID capital construction program grant. This grant, effective June 30, 1975 through June 29, 1978, provided funds totaling $8,800,000 for the support of capital development costs including the purchase and acquisition of capital equipment. Under the terms of the grant, any real property purchased or constructed with the use of these federal funds obligates IFDC, or in the case of any transfer of such property, any transferee, to use such property for a purpose for which the grant funds were expended or for another purpose involving the provision of similar services or benefits.

An amendment to IFDC's articles of incorporation, dated January 17, 1975, provides that in the event of dissolution, the residual assets of the organization will be turned over to one or more organizations which themselves are exempt as organizations described in Sections 501(c)(3) and 170(c)(2) of the Internal Revenue Code of 1954 or corresponding sections of any prior or future Internal Revenue Code, or to the federal, state or local government for exclusive public purpose.

NOTE 6 – GRANTS AND CONTRACTS

Revenue recognized under grants and contracts for the years ended December 31, 2018 and 2017 is summarized as follows:

	2018	2017
United States Agency for International Development	$ 10,841,704	$ 18,137,337
ACDI/VOCA	-	20,740
AFAP	10,903	102,194
Africa Rice Center	-	216,273
African Development Bank	493,348	-
Alliance for a Green Revolution in Africa (AGRA)	1,077,132	265,770
Argus	15,000	-
Catholic Relief Services	20,868	-
Centre for Development Innovation (CDI)	-	339,188
Context Global Development	30,050	463,965
Dutch Embassy of Benin	5,596,259	3,817,981
Dutch Embassy of Burundi	9,688,472	13,715,234
Dutch Embassy of Uganda	3,297,576	1,954,445
Government of Nigeria	266,523	143,456
GIZ Uganda	275,930	44,023
Haifa Chemicals, Ltd.	-	10,936
Hexion, Inc.	49,272	134,014
IFAD VCDP	35,120	551,816
International Fertilizer Industry Association	190,067	182,579
International Food Policy Research Institute (IFPRI)	905,800	668,347
International Maize & Wheat Improvement Center (CIMMYT)	373,731	330,223
Irish Aid	309,033	111,721
MAEP	608,688	440,853
Millennium Challenge Authority (MCA)	387,004	284,597
Netherlands Minister for Development Cooperation (DGIS)	6,932,010	8,870,777
OCP Foundation	341,771	290,775
Saudi Basic Industries Corporation (SABIC)	16,055	217,056
Safi Sana	32,368	100,257
Shell Oil Products US	421,239	428,169
Sirius	223,912	152,082
Solidaridad West Africa (SWA)	-	207,209
Swiss Agency for Development and Cooperation (SDC)	443,247	648,595
Swiss Contact	207,884	-
Sulvaris	31,024	5,373
The Fertilizer Institute	62,682	85,632
Toyota Tsusho Corporation	24,308	70,580
United Nations Office for Project Development (UNOPS-LIFT)	1,335,358	1,331,287
USDA	-	22,601
Wal-Mart Foundation, Inc.	536,649	563,693
World Bank	119,757	107,658
Training Programs	188,860	241,567
Other Pilot Plant/Lab/Greenhouse Income	401,973	578,490
Others	433,837	542,182
Total grants and contracts revenue	$ 46,225,414	$ 56,399,675

NOTE 7 – RETIREMENT PLAN

IFDC provides retirement benefits for eligible employees through a fully vested defined contribution retirement plan. Contributions, which are made by IFDC for each eligible employee, are based upon salary and age. IFDC's contributions for the years ended December 31, 2018 and 2017 were $1,080,766 and $1,235,816, respectively.

NOTE 8 – RISKS AND UNCERTAINTIES

IFDC's projects, like most projects of other International Agricultural Research Centers, are normally situated in unstable regions arising from the political turmoil and instability. The situation in any of these areas could change rapidly, at which time the project in that area may have to be abandoned or postponed. The abandonment or long-term interruption of any major project could have a negative impact on IFDC's financial position and/or results of operations. In addition, a majority of IFDC's multilateral and bilateral donor funding is subject to competition, changes in procurement policies and regulations, the continuing availability of congressional appropriations, world events, and the size and timing of programs in which IFDC may participate. These risks could result in deduction or loss of future funding. Significant reductions in multilateral or bilateral donor funding could have a material adverse impact on IFDC's financial position, results of operations and cash flows.

NOTE 9 – LINE OF CREDIT

IFDC entered into an agreement with First Metro Bank, Muscle Shoals, Alabama, for a $4,000,000 line of credit on July 12, 2018. The agreement allowed IFDC to borrow up to $4,000,000 at 5% interest through July 12, 2019. The agreement expired on July 12, 2019 and management is currently renegotiating its terms as of the date of the audit report. No amounts were outstanding at December 31, 2018 and 2017.

NOTE 10 – COMMITMENTS AND CONTINGENCIES

The Company leases various building and equipment under operating leases. Rent expense under operating leases during the years ended December 31, 2018 and 2017 totaled $1,250,163 and $1,226,870. Future minimum lease payments under non-cancelable operating leases as of December 31, 2018, are as follows:

Year Ending December 31,	
2019	$ 468,272
2020	433,470
Thereafter	-
Total	$ 901,742

NOTE 11 – SUBSEQUENT EVENTS

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition and disclosure through the date of the auditors' report, which was the date the financial statements were available to be issued.

NOTE 12 – NEW ACCOUNTING PRONOUNCEMENTS

Adopted

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*. This ASU intends to make certain improvements to the current reporting requirements for not-for-profit entities. This standard sets forth changes to net asset classification requirements and the information presented about a not-for-profit entity's liquidity, financial performance and cash flows. The Organization adopted ASU 2016-14 in its financial statements effective December 31, 2018, applying retrospectively to all periods presented. The impact of adoption changes the classification of net assets on the consolidated balance sheets and statements of activities and changes in net assets from three classes of net assets to two classes of net assets. The Organization also added disclosure for the liquidity and availability of financial assets at the balance sheet date to meet cash needs for general expenditures within one year and disaggregated functional expense classifications by their natural expense classification. The impact of adopting ASU 2016-14 had no impact to total unrestricted revenues, excess of revenues over expenses or total net assets.

In June 2018, the FASB issued ASU No. 2018-08, *Not-for-Profit Entities, Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This ASU intends to clarify and improve current accounting guidance to determine when a transaction should be accounted for as a contribution or as an exchange transaction and provides additional guidance about how to determine whether a contribution is conditional. The ASU is effective for the Organization for annual reporting periods beginning after June 15, 2018 for contributions received and after December 15, 2018 for contributions made. The Organization is currently assessing the impact that ASU 2018-08 will have on its financial statements and will adopt the provisions upon the effective date.

Not Yet Adopted

In May 2014, the FASB issued ASU 2014-09, *Revenue from Contracts with Customers*, which outlines a single comprehensive model for entities to use in accounting for revenue arising from contracts with customers and supersedes most current revenue recognition guidance, including industry-specific guidance, and requires expanded disclosures about revenue recognition. The core principle of the revenue model is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The new standard also requires enhanced disclosures related to the disaggregation of revenue and significant judgments made in measurement and recognition. The ASU is effective for the Organization for annual reporting periods beginning after December 15, 2018. The Organization is currently assessing the impact that ASU 2018-08 will have on its financial statements and will adopt the provisions upon the effective date.

In August 2018, the FASB issued ASU No. 2018-13, *Fair Value Measurement, Disclosure Framework – Changes to the Disclosure Requirements for Fair Value Measurement*. This ASU intends to improve the effectiveness of disclosures in the notes to financial statements by modifying disclosure requirements for fair value measurements. The ASU is effective for the Organization for annual and interim reporting periods beginning after December 15, 2019 with early adoption permitted. The Organization is currently assessing the impact that ASU 2018-13 will have on its consolidated financial statements and will adopt the provisions upon the effective date.

NOTE 13 – FUNCTIONAL EXPENSES

Certain categories of expenses are attributable to more than one program or supporting function and are allocated on a reasonable basis that is consistently applied. The expenses that are allocated are compensation and benefits, which are allocated on the basis of estimates of time and effort; occupancy costs and depreciation, which are allocated on a square footage basis; and supplies and telephone costs, which are allocated based on usage estimates. For 2018 and 2017, natural expense accounts were allocated as follows:

	Program Services			Supporting Services		
	Research and Development	Field Projects	Capacity Building	Administrative	Operational	Total
Compensation	$ 1,545,100	$ 9,820,663	$ 53,759	$ 3,158,368	$ -	$14,577,890
Benefits	521,464	3,527,582	14,506	1,122,963	-	5,186,515
Travel	226,532	2,211,818	17,086	321,472	142,889	2,919,797
Freight and shipping	57,188	34,275	126	9,653	57	101,299
Office and occupancy	11,698	1,084,126	49,144	226,464	320,062	1,691,494
Contractual services	67,308	1,700,925	3,128	824,375	218,885	2,814,621
Materials and supplies	159,390	133,237	3,870,495	79,134	70,511	4,312,767
Workshops and training	5,456	3,934,497	67,116	41,843	-	4,048,912
Subrecipients	371,761	11,843,435	-	4,505	-	12,219,701
Total	$ 2,965,897	$ 34,290,558	$4,075,360	$ 5,788,777	$ 752,404	$47,872,996

Independent Auditor's Report on Internal Control Over Financial Reporting and on Compliance and Other Matters Based on an Audit of Financial Statements Performed in Accordance With *Government Auditing Standards*

To the Board of Directors
International Fertilizer Development Center

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards* issued by the Comptroller General of the United States, the financial statements of International Fertilizer Development Center ("IFDC"), a nonprofit organization, which comprise the statements of financial position as of December 31, 2018 and 2017, and the related statements of activities and changes in net assets, and cash flows for the years then ended, and the related notes to the financial statements, and have issued our report thereon dated July 31, 2019.

Internal Control over Financial Reporting

In planning and performing our audit of the financial statements, we considered IFDC's internal control over financial reporting ("internal control") to determine the audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of IFDC's internal control. Accordingly, we do not express an opinion on the effectiveness of IFDC's internal control.

A *deficiency in internal control* exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A *material weakness* is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis. A *significant deficiency* is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether IFDC's financial statements are free from material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

Purpose of this Report

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

CDPA, P.C.

Florence, AL
July 31, 2019