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FOCUSED ULTRASOUND FOUNDATION  
FINANCIAL REPORT  
YEAR ENDED DECEMBER 31, 2015

**ROBINSON, FARMER, COX ASSOCIATES**

*A PROFESSIONAL LIMITED LIABILITY COMPANY    CERTIFIED PUBLIC ACCOUNTANTS*

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CHARLOTTESVILLE    □    LOUISA    □    RICHMOND    □    FREDERICKSBURG    □    STAUNTON    □    BLACKSBURG

FOCUSED ULTRASOUND FOUNDATION  
FINANCIAL REPORT  
YEAR ENDED DECEMBER 31, 2015

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# ROBINSON, FARMER, COX ASSOCIATES

CERTIFIED PUBLIC ACCOUNTANTS

A PROFESSIONAL LIMITED LIABILITY COMPANY

## INDEPENDENT AUDITORS' REPORT

TO THE BOARD OF DIRECTORS  
FOCUSED ULTRASOUND FOUNDATION  
CHARLOTTESVILLE, VIRGINIA

We have audited the accompanying financial statements of Focused Ultrasound Foundation (a nonprofit organization) which comprise the statement of financial position as of December 31, 2015, and the related statements of activities, functional expenses and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

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

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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.

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 Focused Ultrasound Foundation as of December 31, 2015, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## Report on Summarized Comparative Information

We have previously audited Focused Ultrasound Foundation's 2014 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated May 22, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

*Robinson, Farmer, Cox Associates*  
Charlottesville, Virginia  
May 17, 2016

- Financial Statements -

FOCUSED ULTRASOUND FOUNDATION

Statement of Financial Position  
As of December 31, 2015  
(With Comparative Totals for 2014)

	2015	2014
<b>Assets:</b>		
Cash and cash equivalents	\$ 6,044,662	\$ 4,444,864
Restricted cash and cash equivalents	2,274,141	1,916,228
Investments	-	11,881
Accounts receivable	74,393	95,953
Prepaid expenses	9,509	11,420
Rent deposit	7,675	7,675
Unconditional promises to give, net of allowance for uncollectibles (Note 4):		
Unrestricted	5,041,629	2,787,221
Restricted for fellowship and research	200,000	294,869
Property and equipment, net of accumulated depreciation (Note 7)	58,700	91,752
Total assets	\$ 13,710,709	\$ 9,661,863
 <b>Liabilities and Net Assets</b>		
<b>Liabilities:</b>		
Accounts payable	\$ 56,290	\$ 56,171
Awards payable (Note 9)	1,207,005	852,628
Total liabilities	\$ 1,263,295	\$ 908,799
 <b>Net assets:</b>		
Unrestricted	\$ 9,973,273	\$ 6,541,967
Temporarily restricted	2,474,141	2,211,097
Total net assets	\$ 12,447,414	\$ 8,753,064
Total liabilities and net assets	\$ 13,710,709	\$ 9,661,863

The accompanying notes to financial statements are an integral part of this statement.

FOCUSED ULTRASOUND FOUNDATION

Statement of Activities  
For the Year Ended December 31, 2015  
(With Comparative Totals for 2014)

	Unrestricted	Temporarily Restricted	Totals	
			2015	2014
Revenues, gains, and other support:				
Contributions	\$ 7,743,565	\$ 1,753,431	\$ 9,496,996	\$ 1,537,429
Contributed services	3,000	-	3,000	-
Reimbursement activity revenue	171,417	-	171,417	137,158
Symposium fees	-	-	-	304,589
Miscellaneous	48,232	-	48,232	33,287
Investment income (Note 3)	33,018	17	33,035	10,055
Gain (loss) on sale of investments	(17,288)	-	(17,288)	1,071
Net assets released from restrictions (Note 8):				
Satisfaction of purpose restrictions	1,490,404	(1,490,404)	-	-
Total revenues, gains, and other support	\$ 9,472,348	\$ 263,044	\$ 9,735,392	\$ 2,023,589
Expenses:				
Program services	\$ 4,602,291	\$ -	\$ 4,602,291	\$ 3,757,130
Supporting services:				
Management & general	817,579	-	817,579	801,473
Fundraising	621,172	-	621,172	460,393
Total expenses	\$ 6,041,042	\$ -	\$ 6,041,042	\$ 5,018,996
Increase (decrease) in net assets	\$ 3,431,306	\$ 263,044	\$ 3,694,350	\$ (2,995,407)
Net assets, beginning of year	6,541,967	2,211,097	8,753,064	11,748,471
Net assets, end of year	\$ 9,973,273	\$ 2,474,141	\$ 12,447,414	\$ 8,753,064

The accompanying notes to financial statements are an integral part of this statement.

FOCUSED ULTRASOUND FOUNDATION

Statement of Functional Expenses  
For the Year Ended December 31, 2015  
(With Comparative Totals for 2014)

	Program Services	Supporting Services		Totals	
		Management & General	Fundraising	2015	2014
Program awards	\$ 2,271,009	\$ -	\$ -	\$ 2,271,009	\$ 1,192,134
Salaries and wages	1,205,476	338,574	468,623	2,012,673	1,879,089
Payroll taxes and fringe benefits	184,317	52,808	72,860	309,985	287,596
Professional fees	349,765	56,251	1,242	407,258	437,866
Consulting	36,745	20,500	-	57,245	123,521
Copywriting and design	11,134	-	-	11,134	50,865
IT support	5,150	2,869	1,750	9,769	18,260
Honorarium	38,400	-	-	38,400	10,000
Office expenses	73,082	30,672	17,048	120,802	110,253
Travel and entertainment	50,738	963	11,617	63,318	72,934
Grant related travel and entertainment	95,980	960	4,757	101,697	90,923
Conferences	54,799	4,970	42,221	101,990	261,867
Advertising	9,382	307	-	9,689	9,991
Public relations	4,000	-	-	4,000	4,000
List services	2,016	33	-	2,049	5,401
Insurance	-	51,887	-	51,887	74,220
Other expenses	1,655	21,393	1,054	24,102	31,144
Licenses and taxes	-	1,756	-	1,756	923
Office rent	-	102,472	-	102,472	99,480
Other rents	185	-	-	185	407
Bank charges	-	6,236	-	6,236	10,348
Tenant improvements	-	-	-	-	1,493
Telecommunications	-	48,696	-	48,696	34,753
Internet/ISP	-	12,524	-	12,524	16,153
Equipment rent and maintenance	-	7,050	-	7,050	5,940
Reimbursement activity expense	162,908	-	-	162,908	113,508
Sponsorships	45,550	-	-	45,550	28,500
Depreciation	-	56,658	-	56,658	47,427
<b>Total</b>	<b>\$ 4,602,291</b>	<b>\$ 817,579</b>	<b>\$ 621,172</b>	<b>\$ 6,041,042</b>	<b>\$ 5,018,996</b>

The accompanying notes to financial statements are an integral part of this statement.

FOCUSED ULTRASOUND FOUNDATION

Statement of Cash Flows  
For the Year Ended December 31, 2015  
(With Comparative Totals for 2014)

	2015	2014
Cash flows from operating activities:		
Change in net assets	\$ 3,694,350	\$ (2,995,407)
Adjustments to reconcile change in net assets to net cash provided by (used for) operating activities:		
Depreciation	56,658	47,427
(Increase) decrease in:		
Accounts receivable	21,560	3,661
Prepaid expense	1,911	54,458
Rent deposit	-	150
Unconditional promises to give (net)	(2,159,539)	3,050,190
Increase (decrease) in:		
Accounts payable	119	(21,797)
Awards payable	354,377	(95,654)
Net cash provided by (used for) operating activities	\$ 1,969,436	\$ 43,028
Cash flows from investing activities:		
Purchase of equipment	\$ (23,606)	\$ (98,649)
Proceeds from sale of other assets	11,881	-
Purchase of investments	-	(11,881)
Net cash provided by (used for) investing activities	\$ (11,725)	\$ (110,530)
Net increase (decrease) in cash and cash equivalents	\$ 1,957,711	\$ (67,502)
Cash and cash equivalents, beginning of year (includes restricted cash amounts of \$1,916,228)	6,361,092	6,428,594
Cash and cash equivalents, end of year (includes restricted cash amounts of \$2,274,141)	\$ 8,318,803	\$ 6,361,092

The accompanying notes to financial statements are an integral part of this statement.

# FOCUSED ULTRASOUND FOUNDATION

## Notes to Financial Statements As of December 31, 2015

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### NOTE 1 - NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:

#### Nature of Activities

Focused Ultrasound Foundation (the Foundation) is a nonprofit organization established exclusively for charitable, educational, and scientific purposes. The mission of the Foundation, in regards to focused ultrasound, is to accelerate the development and worldwide adoption of focused ultrasound therapies. The Foundation plans to achieve these goals by organizing and funding research, fostering collaboration, building awareness, and cultivating the next generation.

#### Basis of Accounting

The financial statements of the Foundation have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

#### Financial Statement Presentation

The Foundation is required to report information regarding its 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:* Net assets that are not subject to donor-imposed stipulations. At December 31, 2015 the Foundation had unrestricted net assets of \$9,973,273.

*Temporarily restricted net assets:* Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Foundation and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. At December 31, 2015 the Foundation had temporarily restricted net assets of \$2,474,141.

*Permanently restricted net assets:* Net assets subject to donor-imposed or other legal restrictions requiring that all principal be maintained permanently by the Foundation. Generally, the donors of these assets permit the Foundation to use all or part of the income earned for either general or donor-specific purposes. At December 31, 2015, the Foundation had no permanently restricted net assets.

#### 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.

#### Property and Equipment

Property and equipment are carried at cost or, if donated, at the approximate fair value at the date of donation. Depreciation is computed using the straight-line method over useful lives of three to ten years. The Foundation recognizes any gain or loss on the disposition of property and equipment in the year of disposal.

## FOCUSED ULTRASOUND FOUNDATION

### Notes to Financial Statements As of December 31, 2015 (Continued)

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#### NOTE 1 - NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES: (continued)

##### Revenue Recognition

Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

All donor-restricted contributions are reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a 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.

##### Donated Services

The Foundation receives a substantial amount of services donated by its members in carrying out its mission. No amounts have been reflected in the financial statements for those services. The Foundation generally pays for services requiring specific expertise.

##### Income Taxes

The Foundation is exempt from federal and state income taxes under Internal Revenue Code Section 501(c)(3).

The Foundation implemented Financial Accounting Standards Board (FASB) Accounting Standard Codification (ASC) 740-10, formerly FIN 48, Accounting for Uncertainty in Income Taxes. The Foundation's policy is to recognize any tax penalties and interest as an expense when incurred. For the years ended December 31, 2015 and 2014, the Foundation did not incur any penalties and interest related to income taxes. The Foundation's tax returns for the past three years remain subject to examination by the Internal Revenue Service.

##### Cash and Cash Equivalents

Cash and cash equivalents include all monies in banks and highly liquid investments with maturity dates of six months or less from the date of acquisition.

#### NOTE 2 - CASH AND CASH EQUIVALENTS:

The total cash held by the Foundation at December 31, 2015, includes \$8,183,367 in monies that are not covered by the Federal Deposit Insurance Corporation (FDIC) insurance provided by the federal government. Management does not believe that deposits in excess of FDIC limits present a credit risk to the organization at this time.

FOCUSED ULTRASOUND FOUNDATION

Notes to Financial Statements  
As of December 31, 2015 (Continued)

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**NOTE 3 - INVESTMENT RETURN:**

As of December 31, 2015, the Foundation had no investments.

Investments were sold during the year ended December 31, 2015. The following schedule summarizes the investment return and its classification in the statement of activities for the year ended December 31, 2015:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Interest and dividends	\$ 33,018	\$ 17	\$ 33,035
Realized gains/(losses)	<u>(17,288)</u>	<u>-</u>	<u>(17,288)</u>
Total investment return	<u>\$ 15,730</u>	<u>\$ 17</u>	<u>\$ 15,747</u>

**NOTE 4 - PROMISES TO GIVE:**

Unconditional promises to give consists of the following:

Unrestricted promises	\$ 5,369,796
Restricted to research and fellowship programs	<u>200,000</u>
Gross unconditional promises to give	\$ 5,569,796
Less: Unamortized discount	<u>(328,167)</u>
Net unconditional promises to give	<u>\$ 5,241,629</u>
Amount due in:	
Less than one year	\$ 2,252,770
One to five years	<u>3,317,026</u>
Gross unconditional promises to give	<u>\$ 5,569,796</u>

Unconditional promises to give due in more than one year are reflected at the present value of estimated future cash flows using a discount rate of the applicable Treasury bill rate on the date of the pledge plus 1.5%.

The Foundation calculates its allowance for uncollectible promises using specific account analysis.

FOCUSED ULTRASOUND FOUNDATION

Notes to Financial Statements  
As of December 31, 2015 (Continued)

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**NOTE 5 - CONDITIONAL PROMISES TO GIVE:**

The Foundation has conditional promises to give of \$510,048 at December 31, 2015, representing funds contingent upon future performances. Both conditional promises to give are dependent upon future research and fellowship participants' funding agreements and are not recorded in the financial statements.

Conditional promises are summarized as follows:

	<u>Year Ended December 31, 2015</u>
BIRD Foundation	\$ <u>510,048</u>
Total conditional promises to give	\$ <u><u>510,048</u></u>

**NOTE 6 - OPERATING LEASES:**

On February 21, 2011, the Foundation entered into a 3 year lease agreement beginning on May 1, 2011, for the use of office space. Total payments made during the year under this agreement were \$102,472.

On March 20, 2014, the Foundation extended the lease for an additional three years ending April 30, 2017.

The future minimum lease payments of the next two years are as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2016	\$ 105,543
2017	<u>35,526</u>
Total	\$ <u><u>141,069</u></u>

**NOTE 7 - PROPERTY AND EQUIPMENT:**

The following is a summary of property and equipment as of December 31, 2015:

Equipment	\$ 231,266
Leasehold improvements	9,115
Less accumulated depreciation	<u>(181,681)</u>
Total	\$ <u><u>58,700</u></u>

Depreciation expense for the year ended December 31, 2015 totaled \$56,658, all of which was allocated as a management and general expense.

FOCUSED ULTRASOUND FOUNDATION

Notes to Financial Statements  
As of December 31, 2015 (Continued)

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**NOTE 8 - TEMPORARILY RESTRICTED NET ASSETS:**

Temporarily restricted net assets are available for the following purposes or periods:

Research and fellowship programs	\$ <u>2,474,141</u>
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Net assets were released from donor restrictions by incurring expenses satisfying the purpose or time restrictions specified by donors as follows:

Purpose restriction accomplished:	
Research and fellowship programs	\$ <u>1,490,404</u>

**NOTE 9 - AWARDS PAYABLE:**

Awards payable consist of amounts awarded, but not paid, to program participants who have met the conditions of the Awards.

In addition, the Foundation has awarded conditional awards for clinical trials as of December 31, 2015 in the amount of \$1,568,382. These conditional awards are not recorded in the financial statements because the conditions necessary to make them due and payable have not yet occurred.

**NOTE 10 - RELATED PARTY TRANSACTIONS:**

During the fiscal year ended December 31, 2015, the Foundation received cash contributions from members of its Board of Directors and their family members in the total amount of \$2,101,500.

**NOTE 11 - FUNCTIONAL ALLOCATION OF EXPENSES:**

The costs of providing the various programs and supporting activities have been summarized on a functional basis in the statement of activities.

**NOTE 12 - SUBSEQUENT EVENTS:**

In preparing the financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through May 17, 2016, the date that the financial statements were available to be issued.