Financial Package (Preliminary)

June 30, 2017

Updated: Sept. 22, 2017

These financial statements are based on the transaction information provided to the Accountant. They have not been subjected to an audit, review, or compilation engagement, and no "assurance" (which is done annually for this organization by auditors) is provided on them.

Un-audited Statement of Financial Position (Preliminary)

June 30, 2017

| | J | June 30, | June 30, | | | | |
|---|---------------|-----------|-------------|-----------|----------|----------|------|
| | | 2017 | | 2016 | Variance | | % |
| ASSETS | | | | | | | |
| Current Assets | | | | | | | |
| Cash | \$ | 754,771 | \$ | 285,512 | \$ | 469,258 | 164% |
| Certificate of Deposits | | 99,204 | | 98,957 | | 248 | 0% |
| Investments (Endowment) | | 52,317 | | 49,190 | 3,128 | | 6% |
| Investment | | 728,799 | | 672,915 | | 55,884 | 100% |
| Accounts Receivable | | 370,549 | | 363,781 | 6,768 | | 2% |
| Grant Receivable - i3 Grant | | 39,171 | | 105,476 | (66,30 | | -63% |
| Inventory* | | 19,073 | | 23,006 | | (3,933) | -17% |
| Prepaid expenses and other current assets | | 51,031 | | 21,028 | | 30,003 | 143% |
| Total current assets | \$ 2 | 2,114,915 | \$ | 1,619,864 | \$ | 495,051 | 31% |
| Property and equipment | | | | | | | |
| Land | | 118,725 | | 118,725 | | - | 0% |
| Building and improvements | | 502,269 | | 502,269 | | - | 0% |
| Furniture and equipment | | 327,539 | | 327,539 | - | | 0% |
| | | 948,534 | | 948,534 | | - | 0% |
| Less: accumulated depreciation | | (609,779) | | (565,436) | (44,342) | | 8% |
| Property and equipment, net | | 338,755 | | 383,097 | (44,342) | | -12% |
| Total assets | \$ 2 | 2,453,670 | \$ | 2,002,962 | \$ | 450,708 | 23% |
| | | | | | | | |
| LIABILITIES AND NET ASSETS | | | | | | | |
| Liabilities Accounts payable and accrued expenses | \$ | 299,354 | \$ | 286,755 | \$ | 12,599 | 100% |
| Unearned income | 7 | 47,434 | 7 | 29,041 | 7 | 18,393 | 63% |
| Note payable | | 4,074 | | 50,795 | | (46,721) | |
| Total liabilities | | 350,863 | | 366,592 | | (15,729) | -4% |
| Net assets | | | | | | | |
| Unrestricted | - | 2,024,869 | | 1,587,180 | | 437,689 | 28% |
| Temporarily restricted | | 37,939 | | 9,190 | | 28,749 | 313% |
| Permanently restricted | | 40,000 | | 40,000 | | 20,773 | 0% |
| Total net assets | | 2,102,807 | | 1,636,370 | | 466,437 | 29% |
| | | | | | <u>,</u> | | |
| Total liabilities and net assets | > 4 | 2,453,670 | > | 2,002,962 | \$ | 450,708 | 23% |

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^{*} Subject to be reclassified.

Un-audited Statement of Activities (Preliminary)

Year-to-date through June 30, 2017

| | | | June 30, | |
|--|-------------|-------------|---------------|------|
| | June 30, | June 30, | 2017 vs. 2016 | |
| | 2017 | 2016 | Variance | % |
| Revenues | | | | |
| Conferences | \$3,187,711 | \$2,737,150 | \$450,560 | 16% |
| Grant Private - Foundation | 79,000 | 71,542 | 7,458 | 10% |
| Government Grant | 579,565 | 563,591 | 15,974 | 3% |
| Membership Dues | 82,226 | 161,874 | (79,648) | -49% |
| Program Income | 958,418 | 584,335 | 374,083 | 64% |
| In-Kind Contribution | 63,935 | 17,500 | 46,435 | 0% |
| Cash Contributions | 754 | 1,315 | (562) | -43% |
| Publication & Promotional Sales | 30,432 | 33,989 | (3,556) | -10% |
| Interest Income | 9,820 | 1,712 | 8,108 | 474% |
| Unrealized Gain/(Loss) | (5,847) | 2,082 | (7,929) | |
| Total unrestricted revenue | 4,986,014 | 4,175,090 | 810,924 | 19% |
| Expenses | | | | |
| Program Services | 3,557,161 | 3,225,835 | 331,326 | 10% |
| Support Services | 962,415 | 866,495 | 95,920 | 11% |
| Total Expenses | 4,519,576 | 4,092,330 | 427,246 | 10% |
| Change in unrestricted net assets | 466,437 | 82,760 | 383,678 | 464% |
| Change in net assets | 466,437 | 82,760 | 383,678 | 464% |
| Net assets at beginning of year | 1,636,370 | 1,553,610 | 82,760 | 5% |
| Net assets at end of year | 2,102,807 | 1,636,370 | 466,437 | 29% |

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Un-audited Statement of Cash Flows (Preliminary)

As of June 30, 2017

| Cash flows from operating activities | |
|---|---------------|
| Change in net assets | \$ 466,437 |
| Adjustments to reconcile change in net assets to net cash | |
| Provided by (used in) operating activities | |
| Depreciation | 44,342 |
| Transfer from CD to Investments | (59,260) |
| Change in operating assets and liabilities | |
| Accounts receivable | (6,768) |
| Contract receivable | 66,305 |
| Inventory | 3,933 |
| Prepaid expenses and other current assets | (30,003) |
| Accounts payable and accrued expenses | 12,599 |
| Earned income | 18,393 |
| Net cash used in operating activities | \$ 515,979 |
| Cash flows from investing activities | |
| Purchase of property and equipment | - |
| Reinvested interest income | - |
| Cash flows from financing activities | |
| Payment of note payable | (46,721) |
| Net change in cash and cash equivalents | \$ 469,258 |
| Cash and cash equivalents at beginning of year | 285,512 |
| Cash and cash equivalents at end of this period | \$754,771 |
| Supplemental disclosures of cash flow information | |
| Cash paid during the year for: Interest payment on note payable | \$ 2,225 |

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