

**FINANCIAL STATEMENTS**



**PARENT ENCOURAGEMENT  
PROGRAM, INC.**

**FOR THE YEAR ENDED JUNE 30, 2017  
WITH SUMMARIZED FINANCIAL  
INFORMATION FOR 2016**

**PARENT ENCOURAGEMENT PROGRAM, INC.**

**CONTENTS**

	<b>PAGE NO.</b>
INDEPENDENT AUDITOR'S REPORT	2 - 3
EXHIBIT A - Statement of Financial Position, as of June 30, 2017, with Summarized Financial Information for 2016	4
EXHIBIT B - Statement of Activities and Change in Net Assets, for the Year Ended June 30, 2017, with Summarized Financial Information for 2016	5
EXHIBIT C - Statement of Cash Flows, for the Year Ended June 30, 2017, with Summarized Financial Information for 2016	6
NOTES TO FINANCIAL STATEMENTS	7 - 12
SUPPLEMENTAL INFORMATION	
SCHEDULE 1 - Schedule of Functional Expenses, for the Year Ended June 30, 2017	13 - 14

**INDEPENDENT AUDITOR'S REPORT**

To the Board of Directors  
Parent Encouragement Program, Inc.  
Kensington, Maryland

We have audited the accompanying financial statements of the Parent Encouragement Program, Inc. (PEP), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities and change in net assets 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.

**Auditor's 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 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 PEP as of June 30, 2017, and the change 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.

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### **Report on Summarized Comparative Information**

We have previously audited PEP's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated December 16, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### **Other Matter**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The Schedule of Functional Expenses on pages 13 - 14 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.



*Gelman Rosenberg & Freedman*

January 8, 2018

**PARENT ENCOURAGEMENT PROGRAM, INC.**  
**STATEMENT OF FINANCIAL POSITION**  
**AS OF JUNE 30, 2017**  
**WITH SUMMARIZED FINANCIAL INFORMATION FOR 2016**

**ASSETS**

	<u>2017</u>	<u>2016</u>
<b>CURRENT ASSETS</b>		
Cash and cash equivalents, including certificates of deposit of \$308,479 and \$291,021 in 2017 and 2016, respectively	\$ 390,335	\$ 413,511
Investments	-	1,588
Accounts receivable	641	1,595
Pledges receivable	5,168	10,955
Inventory	12,493	12,770
Prepaid expenses	<u>2,508</u>	<u>2,510</u>
Total current assets	<u>411,145</u>	<u>442,929</u>
<b>FURNITURE AND EQUIPMENT</b>		
Equipment	35,166	35,166
Furniture and fixtures	22,218	22,218
Website	<u>10,000</u>	<u>10,000</u>
	67,384	67,384
Less: Accumulated depreciation and amortization	<u>(63,982)</u>	<u>(58,061)</u>
Net furniture and equipment	<u>3,402</u>	<u>9,323</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 414,547</u></b>	<b><u>\$ 452,252</u></b>

**LIABILITIES AND NET ASSETS**

<b>CURRENT LIABILITIES</b>		
Accounts payable	\$ 648	\$ 3,417
Accrued salaries and benefits	17,338	14,481
Deferred tuition	<u>9,143</u>	<u>12,275</u>
Total current liabilities	<u>27,129</u>	<u>30,173</u>
<b>NET ASSETS</b>		
Unrestricted:		
Undesignated	130,189	128,170
Board-designated	<u>64,929</u>	<u>64,871</u>
Total unrestricted net assets	<u>195,118</u>	<u>193,041</u>
Temporarily restricted	167,796	204,534
Permanently restricted	<u>24,504</u>	<u>24,504</u>
Total net assets	<u>387,418</u>	<u>422,079</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 414,547</u></b>	<b><u>\$ 452,252</u></b>

See accompanying notes to financial statements.

## PARENT ENCOURAGEMENT PROGRAM, INC.

**STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS  
FOR THE YEAR ENDED JUNE 30, 2017  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2016**

	2017			2016	
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Total
<b>REVENUE</b>					
Contributions:					
Membership	\$ 13,305	\$ -	\$ -	\$ 13,305	\$ 16,380
General support/gift campaign	225,584	25,000	-	250,584	227,756
Scholarship	-	1,000	-	1,000	2,500
Other	221	2,410	-	2,631	432
In-kind	9,096	-	-	9,096	8,217
Educational programs	206,306	10,000	-	216,306	232,455
Books and publications	7,729	-	-	7,729	11,793
Interest and investment income	1,048	124	-	1,172	587
Net assets released from donor restrictions	<u>75,272</u>	<u>(75,272)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total revenue	<u>538,561</u>	<u>(36,738)</u>	<u>-</u>	<u>501,823</u>	<u>500,120</u>
<b>EXPENSES</b>					
Program Services:					
Educational Programs	461,898	-	-	461,898	476,175
Books and Publications	7,987	-	-	7,987	13,064
Scholarship Fund	5,052	-	-	5,052	3,673
Membership and Community	<u>4,207</u>	<u>-</u>	<u>-</u>	<u>4,207</u>	<u>75</u>
Total program services	<u>479,144</u>	<u>-</u>	<u>-</u>	<u>479,144</u>	<u>492,987</u>
Supporting Services:					
Management and General	15,831	-	-	15,831	6,907
Fundraising	<u>41,509</u>	<u>-</u>	<u>-</u>	<u>41,509</u>	<u>45,206</u>
Total supporting services	<u>57,340</u>	<u>-</u>	<u>-</u>	<u>57,340</u>	<u>52,113</u>
Total expenses	<u>536,484</u>	<u>-</u>	<u>-</u>	<u>536,484</u>	<u>545,100</u>
Change in net assets	2,077	(36,738)	-	(34,661)	(44,980)
Net assets at beginning of year	<u>193,041</u>	<u>204,534</u>	<u>24,504</u>	<u>422,079</u>	<u>467,059</u>
<b>NET ASSETS AT END OF YEAR</b>	<b><u>\$ 195,118</u></b>	<b><u>\$ 167,796</u></b>	<b><u>\$ 24,504</u></b>	<b><u>\$ 387,418</u></b>	<b><u>\$ 422,079</u></b>

## PARENT ENCOURAGEMENT PROGRAM, INC.

**STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDED JUNE 30, 2017  
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2016**

	<b>2017</b>	<b>2016</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (34,661)	\$ (44,980)
Adjustments to reconcile change in net assets to net cash (used) provided by operating activities:		
Depreciation and amortization	5,921	7,107
Realized (gain) loss on sale of investments	(184)	574
Unrealized gain on investments	-	(53)
(Increase) decrease in:		
Accounts receivable	954	303
Pledges receivable	5,787	36,680
Inventory	277	2,615
Prepaid expenses	2	(216)
Increase (decrease) in:		
Accounts payable	(2,769)	2,845
Accrued salaries and benefits	2,857	393
Deferred tuition	(3,132)	545
Net cash (used) provided by operating activities	<u>(24,948)</u>	<u>5,813</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from sales of investments	6,938	2,592
Purchases of investments	<u>(5,166)</u>	<u>(3,166)</u>
Net cash provided (used) by investing activities	<u>1,772</u>	<u>(574)</u>
Net (decrease) increase in cash and cash equivalents	(23,176)	5,239
Cash and cash equivalents at beginning of year	<u>413,511</u>	<u>408,272</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>\$ 390,335</b>	<b>\$ 413,511</b>
<b>SUPPLEMENTAL INFORMATION</b>		
<b>Donated Securities</b>	<b>\$ 5,166</b>	<b>\$ 3,166</b>

**PARENT ENCOURAGEMENT PROGRAM, INC.**

**NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2017**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION**

Organization -

The Parent Encouragement Program, Inc. (PEP) is a non-profit organization incorporated on February 14, 1984, under the laws of the State of Maryland. PEP was organized to foster and promote the interest of parents and children through meetings, lectures, writings and other media; and to conduct a school of adult education, which provides practical skills and support for parents striving to build families that are healthier, more harmonious and better equipped to function productively in a democratic society.

Basis of presentation -

The accompanying financial statements are presented on the accrual basis of accounting, and in accordance with FASB ASC 958, *Not-for-Profit Entities*.

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 PEP's financial statements for the year ended June 30, 2016, from which the summarized information was derived.

Cash and cash equivalents -

PEP considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents. Cash and cash equivalents consist of operating funds deposited with local financial institutions and certificates of deposit.

Bank deposit accounts are insured by the Federal Deposit Insurance Corporation (FDIC) up to a limit of \$250,000. At times during the year, PEP maintains cash balances in excess of the FDIC insurance limits. Management believes the risk in these situations to be minimal.

Investments -

Investments are recorded at their readily determinable fair value. Realized and unrealized gains and losses are included in investment income in the Statement of Activities and Change in Net Assets.

Accounts and pledges receivable -

Accounts and pledges receivable approximate fair value. Management considers all amounts to be fully collectable. Accordingly, an allowance for doubtful accounts has not been established.

Inventory -

Inventory, consisting of books and t-shirts, is reflected at cost, using the first-in, first-out method of accounting.

Furniture and equipment -

Furniture and equipment in excess of \$750 are recorded at cost or fair market value at the date of the gift. Depreciation is computed using the straight-line method over the estimated useful lives of the related assets, generally five years.



**PARENT ENCOURAGEMENT PROGRAM, INC.**

**NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2017**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION  
(Continued)**

Furniture and equipment (continued) -

Contributed furniture and equipment are recorded at their fair value at the date of the donation. In the absence of donor stipulations regarding how long the contributed assets must be used, PEP has adopted a policy of implying a time restriction on contributions of such assets that expire over the assets' useful lives. As a result, all contributions of furniture and equipment, and of assets contributed to acquire furniture and equipment, are recorded as temporarily restricted support.

Income taxes -

PEP is exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. Accordingly, no provision for income taxes has been made in the accompanying financial statements. PEP is not a private foundation.

Uncertain tax positions -

For the year ended June 30, 2017, PEP has documented its consideration of FASB ASC 740-10, *Income Taxes*, that provides guidance for reporting uncertainty in income taxes and has determined that no material uncertain tax positions qualify for either recognition or disclosure in the financial statements.

Deferred tuition -

Deferred tuition is comprised of prepaid tuition and prepaid consultations. PEP recognizes tuition and consultation revenue in the year the related event has occurred.

Net asset classification -

The net assets are reported in three self-balancing groups as follows:

- **Unrestricted net assets** include unrestricted revenue and contributions received without donor-imposed restrictions. These net assets are available for the operation of PEP and include both internally designated and undesignated resources.
- **Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of PEP 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 and Change in Net Assets as net assets released from restrictions.
- **Permanently restricted net assets** represent funds restricted by the donor to be maintained in-perpetuity by PEP.

Board-designated net assets -

The Board of Directors has set aside funds as a reserve for PEP's future cash needs. Such funds may be spent upon approval by the Board.

**PARENT ENCOURAGEMENT PROGRAM, INC.**

**NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2017**

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND GENERAL INFORMATION  
(Continued)**

Contributions -

Unrestricted and temporarily restricted contributions are recorded as revenue in the year notification is received from the donor. Temporarily restricted contributions are recognized as unrestricted support only to the extent of actual expenses incurred in compliance with the donor-imposed restrictions and satisfaction of time restrictions. Such funds in excess of expenses incurred are shown as temporarily restricted net assets in the accompanying financial statements.

In-kind contributions -

In-kind contributions consisted of donated consulting on fundraising and legal services, as well as items donated for auction. All in-kind contributions are recorded at their estimated fair value on either the dates the services were provided (legal services) or the date of receipt (auction items).

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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Advertising costs -

Advertising costs are associated with PEP's educational programs and are charged to operations when incurred. The total amount of advertising expense for the year ended June 30, 2017 was \$3,527.

Allocation of functional expenses -

The costs of providing the various programs and supporting services have been summarized on a functional basis in the Statement of Activities and Change in Net Assets. Accordingly, certain costs have been allocated among the programs and the supporting services based on employee time records.

Fair value measurement -

PEP adopted the provisions of FASB ASC 820, *Fair Value Measurement*. FASB ASC 820 defines fair value, establishes a framework for measuring fair value, establishes a fair value hierarchy based on the quality of inputs (assumptions that market participants would use in pricing assets and liabilities, including assumptions about risk) used to measure fair value, and enhances disclosure requirements for fair value measurements.

PEP accounts for a significant portion of its financial instruments at fair value or considers fair value in their measurement.

**PARENT ENCOURAGEMENT PROGRAM, INC.**

**NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2017**

**2. INVESTMENTS**

At June 30, 2017, interest and investment income consisted of the following:

Interest from cash and equivalents and investments	\$ 988
Realized gain	<u>184</u>
<b>TOTAL INTEREST AND INVESTMENT INCOME</b>	<b>\$ <u>1,172</u></b>

**3. TEMPORARILY RESTRICTED NET ASSETS**

At June 30, 2017, temporarily restricted net assets consisted of the following:

Endowment	\$ 127,462
Next Generation Campaign	27,883
Transition Contributions	5,000
Cancellier Charitable Fund	4,981
Campaign Initiatives	1,060
Scholarships	<u>1,410</u>
<b>TOTAL TEMPORARILY RESTRICTED NET ASSETS</b>	<b>\$ <u>167,796</u></b>

**4. NET ASSETS RELEASED FROM DONOR RESTRICTIONS**

The following is a summary of net assets which were released from donor restrictions by incurring expenses, which satisfied the restricted purposes specified by the donors:

Transition Contributions	\$ 50,392
Next Generation Campaign	12,004
Campaign Initiatives	5,857
Cancellier Charitable Fund	5,019
Educational Programs	1,000
Scholarship	<u>1,000</u>
<b>TOTAL NET ASSETS RELEASED FROM DONOR RESTRICTIONS</b>	<b>\$ <u>75,272</u></b>

**5. LEASE COMMITMENTS**

PEP leases office space under a three-year agreement, which originated in September 2013. During 2016, PEP signed an extension to their agreement, which extends through August 2019. Base rent for 2017 was \$25,460 per year, plus a proportionate share of expenses. The base rental increases each year as stipulated in the lease agreement. The following is a schedule of the future minimum lease payments:

**Year Ending June 30,**

2018	\$ 26,060
2019	26,660
2020	<u>4,460</u>
	<b>\$ <u>57,180</u></b>

Rent expense for the year ended June 30, 2017 was \$25,460.

**PARENT ENCOURAGEMENT PROGRAM, INC.**

**NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2017**

**6. TAX DEFERRED ANNUITY FOR EMPLOYEES**

In January 2001, PEP established a 403(b) tax deferred annuity to allow employees to defer income for retirement. All employees are eligible to participate. No matching contributions are provided by PEP.

**7. ENDOWMENT**

PEP's endowment consists of donor-restricted endowment funds and funds designated by the Board of Directors to function as endowments. Contributions received, that were restricted by the donors, are to be invested in-perpetuity. Interest earned on the invested balance is to be used to support scholarships for parents to attend PEP's classes and programs. As required by Generally Accepted Accounting Principles (GAAP), net assets associated with endowment funds, including funds designated by the Board of Directors to function as endowments, are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors has interpreted the State Prudent Management of Institutional Funds Act (SPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary.

As a result of this interpretation, PEP classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by PEP in a manner consistent with the standard of prudence prescribed by SPMIFA.

In accordance with SPMIFA, PEP considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- The duration and preservation of the fund;
- The purpose of the organization and the donor-restricted endowment fund;
- General economic conditions and the possible effect of inflation and deflation;
- The expected total return from income and the appreciation of investments; and
- Investment policies of the organization.

Endowment net asset composition by type of fund as of June 30, 2017:

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
<b>Donor-Restricted Endowment Funds</b>	<b>\$ <u>127,462</u></b>	<b>\$ <u>24,504</u></b>	<b>\$ <u>151,966</u></b>

Change in endowment net assets for the year ended June 30, 2017:

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, beginning of year	\$ 127,338	\$ 24,504	\$ 151,842
Investment income	<u>124</u>	<u>-</u>	<u>124</u>
<b>ENDOWMENT NET ASSETS, END OF YEAR</b>	<b>\$ <u>127,462</u></b>	<b>\$ <u>24,504</u></b>	<b>\$ <u>151,966</u></b>

**PARENT ENCOURAGEMENT PROGRAM, INC.**

**NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2017**

**7. ENDOWMENT (Continued)**

Funds with Deficiencies -

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or SPMIFA requires PEP to retain as fund of perpetual duration. In accordance with GAAP, deficiencies of this nature are reported in unrestricted net assets. There were no deficiencies of this nature as of June 30, 2017.

Return Objectives and Risk Parameters -

PEP has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment, while seeking to maintain the purchasing power of the endowment assets.

Contributions were received that were restricted by the donors to be invested in-perpetuity. Interest earned on the invested balance is to be used to support scholarships for parents to attend PEP's classes and programs. Endowment assets include those assets of donor-restricted funds that PEP must hold in-perpetuity. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a certificate of deposit.

Strategies Employed for Achieving Objectives -

To satisfy its long-term rate-of-return objectives, PEP relies on a total return strategy in which investment returns are achieved through the current yield (interest and dividends). PEP invests in the certificate of deposit to achieve its long-term return objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy -

The Board of Directors authorizes appropriations of spending during the Board approval of the budget. The Board considers the long-term expected return on its endowment. Accordingly, over the long-term, the Board expects the current spending policy to allow its endowment to grow annually. This is consistent with PEP's objective to maintain the purchasing power of the endowment assets held in-perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

**8. SUBSEQUENT EVENTS**

In preparing these financial statements, PEP has evaluated events and transactions for potential recognition or disclosure through January 8, 2018, the date the financial statements were issued.

## **SUPPLEMENTAL INFORMATION**

**PARENT ENCOURAGEMENT PROGRAM, INC.**  
**SUPPLEMENTAL SCHEDULE OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED JUNE 30, 2017**

	2017				
	Program Services				
	Educational Programs	Books and Publications	Scholarship Fund	Membership and Community	Total Program Services
Salaries	\$ 237,782	\$ 1,418	\$ 897	\$ 3,113	\$ 243,210
Payroll taxes and fringe benefits	18,034	106	67	242	18,449
Contractor services	51,865	95	60	50	52,070
Professional fees	16,475	285	180	150	17,090
Leader stipend / Reimbursement	34,961	-	-	33	34,994
Occupancy	21,920	379	240	200	22,739
Mailing service	14,407	-	-	-	14,407
Postage and delivery	1,954	29	19	16	2,018
Printing and design	6,901	16	10	8	6,935
Computer and internet expenses	6,068	21	13	11	6,113
Advertising and publicity	3,477	-	-	50	3,527
Supplies	3,821	35	22	18	3,896
Room rental	6,752	1	1	-	6,754
Telephone	3,774	65	41	34	3,914
Photocopying expenses	1,985	34	22	18	2,059
Refreshments	1,067	3	2	35	1,107
Cost of books sold	180	5,068	-	-	5,248
Scholarships used	-	-	3,204	-	3,204
Equipment and furnishings	259	-	-	-	259
Repairs and maintenance	1,709	30	19	16	1,774
Staff professional development	5,019	-	-	-	5,019
Travel and meetings	-	-	-	-	-
Dues and subscriptions	997	14	9	8	1,028
Fees	-	-	-	-	-
Insurance	5,571	96	61	51	5,779
Bank charges	90	2	1	1	94
Credit card expenses	4,947	85	54	45	5,131
Depreciation and amortization	5,097	88	56	46	5,287
In-kind gifts and services	6,786	117	74	62	7,039
<b>TOTAL</b>	<b>\$ 461,898</b>	<b>\$ 7,987</b>	<b>\$ 5,052</b>	<b>\$ 4,207</b>	<b>\$ 479,144</b>

<b>Supporting Services</b>				
<b>Management and General</b>	<b>Fundraising</b>	<b>Total Supporting Services</b>	<b>Total Expenses</b>	
\$ 11,758	\$ 24,091	\$ 35,849	\$	279,059
899	1,838	2,737		21,186
189	496	685		52,755
565	1,480	2,045		19,135
-	-	-		34,994
751	1,970	2,721		25,460
-	48	48		14,455
58	1,801	1,859		3,877
31	3,658	3,689		10,624
41	942	983		7,096
-	-	-		3,527
237	179	416		4,312
220	4	224		6,978
129	339	468		4,382
68	178	246		2,305
30	188	218		1,325
-	-	-		5,248
-	-	-		3,204
1	3	4		263
59	154	213		1,987
-	-	-		5,019
-	14	14		14
28	75	103		1,131
-	628	628		628
187	501	688		6,467
3	8	11		105
168	632	800		5,931
176	458	634		5,921
233	1,824	2,057		9,096
<b>\$ 15,831</b>	<b>\$ 41,509</b>	<b>\$ 57,340</b>	<b>\$</b>	<b>536,484</b>