

Financial Statements and Independent Auditor's Report

Dallas Women's Foundation

For the years ended June 30, 2018 and 2017



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DALLAS WOMEN'S FOUNDATION

JUNE 30, 2018 AND 2017

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LANE GORMAN TRUBITT, LLC
Accountants & Advisors

Independent Auditor's Report

To the Board of Directors
Dallas Women's Foundation

We have audited the accompanying financial statements of the Dallas Women's Foundation (the "Foundation"), which comprise the statement of financial position as of June 30, 2018, and the related statement of activities and changes 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 the Foundation as of June 30, 2018, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited the Foundation's June 30, 2017 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated November 29, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended June 30, 2017, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The statement of functional expenses 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.

LANE GORMAN TRUBITT, LLC

Dallas, Texas

November 13, 2018

Dallas Women's Foundation
STATEMENTS OF FINANCIAL POSITION
June 30,

	2018	2017
ASSETS		
Cash and cash equivalents		
Held in operating accounts	\$ 2,129,685	\$ 991,144
Held in investment accounts	973,307	700,811
Total cash and cash equivalents	3,102,992	1,691,955
Investments	24,998,482	24,158,862
Prepaid expenses	145,497	113,714
Receivables		
Pledges receivable, net	5,169,194	6,310,218
Notes receivable - programmatic investments	200,000	200,000
Interest and miscellaneous receivables	128,170	120,772
Total receivables	5,497,364	6,630,990
Beneficial interests	1,034,646	1,104,880
Other assets	271,184	10,023
Furniture and equipment, net	24,172	30,486
Total assets	\$ 35,074,337	\$ 33,740,910
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable	\$ 34,607	\$ 16,816
Grants payable, net	2,541,299	-
Accrued expenses	274,480	73,173
Deferred rent	31,808	45,430
Deferred revenues	736,734	288,759
Total liabilities	3,618,928	424,178
 NET ASSETS		
Unrestricted		
Board designated endowments	1,801,522	1,513,959
Donor-advised funds	10,501,056	10,341,934
Undesignated	841,508	3,759,471
Total unrestricted	13,144,086	15,615,364
Temporarily restricted	8,960,077	9,021,950
Permanently restricted	9,351,246	8,679,418
Total net assets	31,455,409	33,316,732
Total liabilities and net assets	\$ 35,074,337	\$ 33,740,910

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

Dallas Women's Foundation
STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS
Year Ended June 30, 2018
(with comparative information for the year ended June 30, 2017)

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total 2018	Total 2017
REVENUES, GAINS AND SUPPORT					
Endowment, donor-advised and field-of-interest contributions	\$ 645,589	\$ 112,931	\$ 671,828	\$ 1,430,348	\$ 2,643,055
Annual operating contributions	<u>146,781</u>	<u>489,350</u>	<u>-</u>	<u>636,131</u>	<u>907,520</u>
Total contributions	792,370	602,281	671,828	2,066,479	3,550,575
Net realized and unrealized gains on investments	688,738	599,889	-	1,288,627	1,225,674
Special events					
Sales and contributions, net of cost of direct benefit to donors of \$455,565 and \$370,531, for 2018 and 2017, respectively	522,348	480,417	-	1,002,765	1,228,618
Donated goods and services	78,964	-	-	78,964	47,904
Dividends and interest income on investments, net	265,053	176,776	-	441,829	379,400
Interest income on notes receivable - programmatic investments	6,249	-	-	6,249	6,073
Cooperative operations funding	583,250	20,000	-	603,250	-
Cooperative grant and initiative funding	-	2,713,195	-	2,713,195	2,013,439
Other donated goods and services	130,948	-	-	130,948	41,842
Service revenue	<u>91,385</u>	<u>-</u>	<u>-</u>	<u>91,385</u>	<u>-</u>
Total revenue	3,159,305	4,592,558	671,828	8,423,691	8,493,525
Net assets released from restrictions	<u>4,654,431</u>	<u>(4,654,431)</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total revenues, gains, and support	7,813,736	(61,873)	671,828	8,423,691	8,493,525
EXPENSES					
Program services					
Grant awards	6,761,032	-	-	6,761,032	4,505,118
Other program expenses	<u>1,605,449</u>	<u>-</u>	<u>-</u>	<u>1,605,449</u>	<u>1,286,022</u>
Total program services	8,366,481	-	-	8,366,481	5,791,140
Supporting services					
Fundraising and special events	1,291,542	-	-	1,291,542	1,399,992
Management and general	<u>626,991</u>	<u>-</u>	<u>-</u>	<u>626,991</u>	<u>422,478</u>
Total supporting services	1,918,533	-	-	1,918,533	1,822,470
Total program and supporting services expenses	10,285,014	-	-	10,285,014	7,613,610
Other expenses					
Bad debt losses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>360,031</u>
Total other expenses	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>360,031</u>
CHANGE IN NET ASSETS	(2,471,278)	(61,873)	671,828	(1,861,323)	519,884
NET ASSETS, beginning of year	<u>15,615,364</u>	<u>9,021,950</u>	<u>8,679,418</u>	<u>33,316,732</u>	<u>32,796,848</u>
NET ASSETS, end of year	<u>\$ 13,144,086</u>	<u>\$ 8,960,077</u>	<u>\$ 9,351,246</u>	<u>\$ 31,455,409</u>	<u>\$ 33,316,732</u>

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

Dallas Women's Foundation
STATEMENTS OF CASH FLOWS
Years Ended June 30,

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (1,861,323)	\$ 519,884
Adjustments to reconcile change in net assets to cash provided by (used in) operating activities		
Net realized and unrealized gains on investments and dividends and interest income	(1,730,456)	(1,605,074)
Change in allowance for uncollectible pledges	(400)	21,789
Depreciation	15,690	17,285
Contributions recognized for donated securities	(409,778)	(736,305)
Bad debt losses	-	360,031
Changes in operating assets and liabilities		
Prepaid expenses	(31,783)	3,596
Pledges receivable	1,141,424	383,813
Interest and miscellaneous receivables	(7,398)	(116,984)
Beneficial interests	70,234	14,255
Other assets	(261,161)	(334)
Accounts payable	17,791	8,839
Grants payable	2,541,299	-
Accrued expenses	201,307	(51,583)
Deferred rent	(13,622)	(10,918)
Deferred revenues	447,975	163,010
Net cash provided by (used in) operating activities	119,799	(1,028,696)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of investments	(10,211,233)	(34,592,247)
Proceeds from sales and maturities of investments	11,511,847	35,522,241
Payments resulting in notes receivable - programmatic investments	-	(50,000)
Purchases of equipment	(9,376)	(4,298)
Net cash provided by investing activities	1,291,238	875,696
Net increase (decrease) in cash and cash equivalents	1,411,037	(153,000)
Cash and cash equivalents at beginning of year	1,691,955	1,844,955
Cash and cash equivalents at end of year	\$ 3,102,992	\$ 1,691,955
Supplemental cash flow information		
Contributions recognized for donated securities	\$ 409,778	\$ 736,305

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

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

NATURE OF BUSINESS

Dallas Women's Foundation (the "Foundation") is a not-for-profit organization founded in 1985 and governed by a 45 member Board of Directors (the "Board"). The mission of the Foundation is to invest in women and girls and empower women's philanthropy to build a better world. The Foundation serves this mission through its grant making, gender-specific research and programs, and philanthropy education.

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A summary of the significant accounting policies consistently applied by the Foundation in the preparation of the accompanying financial statements is as follows:

Basis of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("GAAP").

Basis of Presentation

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Unrestricted net assets – Include those economic resources of the Foundation which are expendable for any purpose in performing the primary objectives of the Foundation. They are not subject to donor-imposed restrictions. Unrestricted net assets include:

Board designated funds which the Foundation's Board has earmarked for certain specific uses. These funds are included in unrestricted net assets. These funds represent quasi-endowments identified in Note 3.

Donor-advised funds in which the donor may advise the Foundation of specific nonprofit organizations that they would prefer to receive grants. The Foundation retains variance power and therefore has ultimate discretion regarding the use of the funds.

Field-of-interest funds in which donors name general types of program services as preferred grant choices. The Foundation retains variance power and therefore has the ultimate discretion regarding the use of these funds.

Undesignated funds which have no donor recommendation, designation, or preference are included in unrestricted net assets.

Temporarily restricted net assets – Include those assets whose use by the Foundation is limited by donor-imposed stipulations that expire by either passage of time or actions of the Foundation.

Permanently restricted net assets – Include donor-restricted funds that must be maintained permanently by the Foundation. The Foundation holds permanently restricted endowment assets in an account with an investment manager. Generally, the donors of these assets permit the Foundation to use all or part of the income earned on related investments for general or specific purposes such as for grants.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions or the passage of time. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the stipulated time period has elapsed) are reported as reclassifications between the applicable classes of net assets.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Basis of Presentation (Continued)

Contributions are recognized as revenues in the period unconditional promises to give are received. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value on the date of donation.

Contributions made that are designated for future periods or stated by the donor for specific purposes are reported as temporarily restricted support. Contributions to be received after one year are discounted at an appropriate discount rate commensurate with the risks involved. Amortization of the discount is recorded as additional contribution revenue in accordance with donor-imposed restriction, if any, on the contributions.

During the year ended June 30, 2018, one donor comprises 14% of total contributions in the accompanying statements of activities and changes in net assets. During the year ended June 30, 2017, two donors comprise 27% of total contributions in the accompanying statements of activities and changes in net assets.

An allowance for uncollectible pledges receivable is provided based upon management's judgment, including such factors as prior collection history, type of contribution, the credit-standing of applicable donors, and the nature of fund-raising activity.

Realized and unrealized gains and losses and income on investments of endowment and similar funds are reported as follows:

Permanently restricted net assets - if the terms of the gift require they be added to the principal of a permanent endowment fund.

Temporarily restricted net assets - if the terms of the gift impose restrictions on their use and until appropriation for expenditure for all earnings on donor-restricted endowment funds.

Unrestricted net assets - in all other cases.

Cash and Cash Equivalents

Cash and cash equivalents include all highly-liquid investments with maturities at the date of purchase of three months or less, including cash held in the investment portfolio. The Foundation places its cash equivalents with high credit quality financial institutions located in the United States which, at times, may exceed federally insured limits. The Foundation has not experienced any losses on such accounts and believes it is not exposed to any significant credit risk on cash and cash equivalents.

Investments

The Foundation invests in corporate bond funds, equity securities, commodities funds, and private partnerships. These investments are carried at fair value in accordance with GAAP. Realized and unrealized gains and losses on investments are determined by comparison of the actual cost to the proceeds at the time of the disposition or market values as of the end of the financial statement period.

Investment income or loss (including realized and unrealized gains and losses on investments and interest and dividends less management fees) is included in the determination of change in net assets and is reported as revenues, gains, and support in the accompanying statements of activities and changes in net assets.

Investment securities are exposed to various risks, such as interest rate, market, and credit risk. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that the values of the investments will change in the near term and that such changes could materially affect the amounts reported in the accompanying statements of financial position.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Pledges Receivable

Contributions are recorded at their estimated fair value when received or made rather than in the period for which the pledges are designated. Unconditional promises to give are recorded as revenue when the promise is made.

To determine the net realizable value of contributions from the annual fundraising campaign, a loss provision is calculated as a percentage of pledges receivable. As described above, management assesses the risks of uncollectibility to determine a reasonable loss provision. If actual collection results differ significantly from expectations, contributions in a subsequent period may be adjusted accordingly. No such bad debt losses existed for the year ended June 30, 2018. Bad debt losses of \$360,031 are included in the accompanying statement of activities and changes in net assets for the year ended June 30, 2017.

Notes Receivable – Programmatic Investments

Notes receivable – programmatic investments are stated at the amount of unpaid principal, adjusted for an allowance for collectability, when deemed appropriate. The Foundation records an allowance when management determines that collectability is not probable. Management's estimate is based on review of the receivable comprising the notes receivable – programmatic investments balance and considers known and inherent risks, the estimated fair value of the underlying collateral, and current economic condition. The Foundation does not consider an allowance necessary at June 30, 2018 and 2017.

Beneficial Interests

The Foundation has beneficial interests in a charitable remainder trust and life insurance policies at June 30, 2018 and 2017.

The charitable remainder trust is held by a third-party trustee. Under the terms of the trust, the Foundation has an irrevocable right to receive assets upon the death of the donor which are designated for operations. As of the date of the trust agreement, the Foundation recognized a temporarily restricted contribution equal to the fair value of the assets to be received. Subsequent changes in the fair value of the trust assets to be received are included in temporarily restricted net realized gains on investments in the accompanying statements of activities and changes in net assets.

The life insurance policies are held by a third-party life insurance carrier. Under the terms of the policies, the Foundation has an irrevocable right to receive assets upon the deaths of the insured donors which are designated for the Foundation's general endowment and operations. As of the date of each policy, the Foundation recognized a temporarily restricted contribution equal to the cash surrender value of each policy. Subsequent changes in the fair values of the insurance policies are included in net realized and unrealized gains on investments in the accompanying statements of activities and changes in net assets.

Furniture and Equipment

Furniture and equipment are stated at purchase cost or at fair value on the date received (if by donation), less accumulated depreciation. Depreciation is provided on a straight-line basis over the estimated useful lives of the furniture and equipment which ranges from three to seven years. Minor replacements, repairs, and maintenance expenses are expensed as incurred while acquisitions of major additions and improvements are capitalized. The Foundation's policy is to expense repairs and maintenance, and all items under \$5,000.

Fair Value Measurements

In determining fair value, the Foundation uses various valuation approaches. GAAP establishes a fair value hierarchy for inputs used in measuring fair value. Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (i.e., the exit price) in an orderly transaction between market participants at the measurement date. GAAP emphasizes that fair value is a market-based measurement, not an entity-specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Fair Value Measurements (Continued)

As a basis for considering market participant assumptions in fair value measurements, GAAP establishes a three-tier hierarchy to distinguish between various types of inputs used in determining the value of the Foundation's financial instruments.

The fair value hierarchy is categorized into three levels based on the inputs as follows:

Level 1: Valuations are based on unadjusted quoted prices in active markets for identical assets or liabilities that the Foundation has the ability to access. Valuation adjustments and block discounts are not applied to Level 1 measurements. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these securities does not entail a significant degree of judgment.

Level 2: Valuations are based on quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.

Level 3: Valuations are based on inputs that are unobservable and significant to the overall fair value measurement.

Accordingly, the degree of judgment exercised by the Foundation in determining fair value is greatest for measurements categorized in Level 3. In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes, the level in the fair value hierarchy within which the fair value measurement in its entirety falls is determined based on the lowest level input that is significant to the fair value measurement.

Income Taxes

The Foundation is exempt from federal income taxes under Section 501(c)(3) of the United States Internal Revenue Code according to the United States Internal Revenue Service determination letter dated October 1985. Accordingly, no provision has been made for federal income tax.

GAAP requires the evaluation of tax positions taken or expected to be taken in the course of preparing the Foundation's financial statements to determine whether the tax positions are more likely than not of being sustained by the applicable tax authority. Tax positions not deemed to meet the more likely than not threshold would be recorded as a tax benefit or expenses in the current year. A reconciliation is not provided herein, as the beginning and ending amounts of unrecognized benefits are zero, with no interim additions, reductions, or settlements. However, the conclusions regarding the uncertainty in income taxes will be subjective to review and may be adjusted at a later date based on factors including, but not limited to, ongoing analysis of tax laws, regulations, and interpretations thereof.

The Foundation's informational returns filed in the U.S. federal jurisdiction are generally subject to examination for three years after the later of the due date or date of filing.

Grant Awards and Grants Payable

Grants are recognized as grants payable in the accompanying statements of financial position and program services expense in the accompanying statements of activities and change in net assets at the time recipients are entitled to such grants. Generally, this occurs when the Foundation's Board approves the specific grant or the grantee meets specific reporting and performance requirements outlined in the award. Grants that are conditioned on future certain events are expensed when those conditions are substantially met.

Deferred Revenues

Pledges received and cash receipts from ticket sales and tables sold for the annual special events are classified as deferred revenue and are recognized as revenue when the events occur. Women's leadership education class enrollment purchases are classified as deferred revenue and are recognized as revenue on a quarterly basis as the classes are conducted.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Advertising Costs

Advertising costs are expensed when incurred. Total advertising costs for the years ended June 30, 2018 and 2017 were \$39,432 and \$32,799, respectively, and are included in other program expenses and fundraising and special events expenses in the accompanying statements of activities and changes in net assets.

Donated Stock, Goods and Professional Services

Donated stock and goods are recorded at their estimated fair value when received. Contributions of services are recognized if the services received create or enhance nonfinancial assets or require specialized skills, are provided by individuals possessing these skills and would typically need to be purchased if not provided by donation.

Functional Allocation of Expenses

The costs of providing grants and other activities have been summarized on a functional basis in the accompanying statements of activities and changes in net assets. Accordingly, certain expenses have been allocated among the programs and supporting services benefited.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Prior Year Information

The accompanying financial statements and related footnotes 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 GAAP. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended June 30, 2017, from which the summarized information was derived.

Recent Accounting Pronouncements

In August 2016, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2016-14, *Not-for-Profit Entities (Topic 958): Presentation of Financial Statements for Not-for-Profit Entities*. The objective of this ASU is to improve the current net asset classification requirements and the information presented in financial statements and notes about a not-for-profit's liquidity, financial performance, and cash flows. The key provisions include net asset classes, investment return, expenses, liquidity and availability of resources, and statement of cash flows. The amendments in this ASU are effective for fiscal years beginning after December 15, 2017 and interim periods within fiscal years beginning after December 15, 2018. Early application of the amendments is permitted.

In May 2014, the FASB issued ASU No. 2014-09, *Revenue Recognition (Topic 606): Revenue from Contracts with Customers*. This ASU introduces a new five step revenue recognition model in which an entity should recognize 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. This standard is effective for fiscal years beginning after December 31, 2017, including interim periods within that reporting period. Early application of the amendments is permitted.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recent Accounting Pronouncements (Continued)

In February, 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)*. Under the new guidance, a lessee will be required to recognize assets and liabilities for leases with lease terms of more than 12 months. Consistent with current GAAP, the recognition, measurement, and presentation of expenses and cash flows arising from a lease by a lessee primarily will depend on its classification as a finance or operating lease. However, unlike current GAAP - which requires only capital leases to be recognized on the statement of financial position - the new ASU will require both types of leases to be recognized on the statement of financial position. ASU 2016-02 is effective for fiscal years beginning after December 15, 2019 and for interim periods within fiscal years beginning after December 15, 2020. Early application of the amendments in this ASU is permitted.

In June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958) Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. The FASB issued this ASU to clarify and improve the scope and the accounting guidance for contributions received and contributions made. The amendments in this ASU should assist entities in (1) evaluating whether transactions should be accounted for as contributions (nonreciprocal transactions) within the scope of Topic 958, Not-for-Profit Entities, or as exchange (reciprocal) transactions subject to other guidance and (2) determining whether a contribution is conditional. ASU 2018-08 is effective for the years beginning after December 15, 2019, and for all periods presented. Early application of the amendments in this ASU is permitted.

The Foundation is currently assessing the impact these recent accounting pronouncements will have on its financial statements.

2. INVESTMENTS

Investments at cost and fair value consist of the following as of June 30:

	2018		2017	
	Cost	Fair Value	Cost	Fair Value
Fixed income:				
Corporate bond funds	\$ 9,302,343	\$ 9,043,929	\$ 8,056,834	\$ 7,951,995
Equities:				
Equity securities	13,380,730	15,439,922	14,372,258	15,720,837
Commodities funds	400,505	405,868	388,868	376,850
Private partnership:				
Texas Women's Venture Fund II	264,519	108,763	264,519	109,180
Total investments	23,348,097	24,998,482	23,082,479	24,158,862
Cash and cash equivalents held in investment accounts	973,307	973,307	700,811	700,811
Total investments and cash and cash equivalents held in investment accounts	\$ 24,321,404	\$ 25,971,789	\$ 23,783,290	\$ 24,859,673

Return on investment consists of the following for the years ended June 30:

	2018	2017
Dividends and interest income on investments, net	\$ 441,829	\$ 379,400
Realized and unrealized gains on investments	1,288,627	1,225,674
	\$ 1,730,456	\$ 1,605,074

Investment advisory fees paid by the Foundation totaled \$99,993 and \$92,436 for the years ended June 30, 2018 and 2017, respectively and are netted against dividends and interest income on investments in the accompanying statements of activities and changes in net assets.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

2. INVESTMENTS (Continued)

Investments at fair value and cash and cash equivalents held in the investment accounts segregated by donor designation and net asset classes are as follows as of June 30:

	2018	2017
Endowments:		
Board designated quasi-endowment, unrestricted	\$ 1,801,522	\$ 1,513,959
Contributions, permanently restricted	8,696,386	8,024,558
Earnings, temporarily restricted	2,356,405	1,890,181
Donor-advised funds, unrestricted	10,501,056	10,341,934
Operating funds, unrestricted	479,309	871,654
Field-of-interest funds, unrestricted	2,028,348	2,108,207
Private partnership, unrestricted	108,763	109,180
Total	\$ 25,971,789	\$ 24,859,673

3. ENDOWMENTS

The Foundation has seven permanently restricted endowments which provide funding for grants and other operations of the Foundation. As required by GAAP, net assets associated with endowment funds are classified and reported on the existence or absence of donor-imposed restrictions.

Interpretation of Relevant Law

The Foundation's Board has interpreted the Texas Uniform Prudent Management of Institutional Funds Act ("TUPMIFA") 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. Accordingly, the Foundation classifies the original value of all endowment gifts as permanently restricted net assets. Accumulated net earnings on endowment funds are classified as temporarily restricted net assets until those amounts are appropriated for expenditure in accordance with any applicable donor designations and in a manner consistent with the standard of prudence prescribed by the TUPMIFA.

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

- (1) The duration and preservation of the fund.
- (2) The purposes of the Foundation and the donor-restricted endowment fund.
- (3) General economic conditions.
- (4) The possible effect of inflation and deflation.
- (5) The expected total return from income and the appreciation of investments.
- (6) Other resources of the Foundation.
- (7) The investment policies of the Foundation.

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 TUPMIFA requires the Foundation to retain as a fund of perpetual duration. In accordance with GAAP, deficiencies of this nature are reported in unrestricted net assets. These deficiencies would result from unfavorable market fluctuations that occurred shortly after the investment of new permanently restricted contributions and continued appropriation for certain programs that was deemed prudent by the Board of Trustees. Subsequent gains that restore the fair value of the assets of the endowment fund to the required level would be classified as an increase in unrestricted net assets. The Foundation has no funds with deficiencies at June 30, 2018 and 2017.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

3. ENDOWMENTS (Continued)

Strategies Employed for Achieving Objectives

To satisfy its long-term rate-of-return objectives, the Foundation relies on total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized), and current yield (interest and dividends). The Foundation's investment policy breaks out investable funds into three buckets: an endowment pool, donor-advised fund pool, and a short term pool. The donor-advised pool is further broken out into "A", for general investments, and "B", for investments focused on the Foundation's Gender Lens "Impact First" initiative. The Foundation invests these three pools based on the risk profile and liquidity needs of each pool.

The Foundation's investment policies establish the following target asset allocation ranges for its three investment pools:

	<u>Target</u>	<u>Range</u>
Endowment Pool:		
Gender Lens "Impact First"	10%	0% - 20%
Equity securities	54%	49% - 79%
Fixed income securities	25%	10% - 42%
Real asset securities	9%	0% - 19%
Cash and cash equivalents	2%	0% - 20%
Donor-Advised Pool "A":		
Gender Lens "Impact First"	10%	0% - 20%
Equity securities	36%	31% - 61%
Fixed income securities	43%	25% - 55%
Real asset securities	6%	0% - 16%
Cash and cash equivalents	5%	0% - 20%
Donor-Advised Pool "B":		
Gender Lens "Impact First"	50%	40% - 55%
Equity securities	12%	0% - 30%
Fixed income securities	32%	20% - 40%
Real asset securities	1%	0% - 10%
Cash and cash equivalents	5%	0% - 20%
Short Term Pool:		
Fixed income securities	95%	0% - 95%
Cash and cash equivalents	5%	0% - 20%

Return Objectives and Risk Parameters

The Foundation has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to grants and operations supported by its endowments while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Foundation must hold in perpetuity or for donor-specified uses as well as board-designated funds. Under this policy, as approved by the Foundation's Board, the endowment assets are invested in a manner that is intended to produce results that earn an average annual return equal to or greater than the annual spending rate policy for the endowment fund plus the rate of inflation, net of all fees, including investment management and related fees and expenses, over the long term while assuming a moderate level of investment risk. Actual returns in any given year may vary from this amount.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

3. ENDOWMENTS (Continued)

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Foundation has a policy with a stated goal of appropriating for distribution each year up to 5% of each endowment fund's average fair value over the prior twelve quarters as of the most recent fiscal year end. In establishing this policy, the Foundation considered the long term expected return on its endowment. Accordingly, over the long term, the Foundation expects the current spending policy to allow its endowment to grow at an average of 2% – 4% annually after its planned payouts. This is consistent with the Foundation'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.

Endowment net assets consisted of the following at June 30:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
<u>2018:</u>				
Donor restricted endowments	\$ -	\$ 2,356,405	\$ 9,351,246	\$ 11,707,651
Board designated quasi-endowment	<u>1,801,522</u>	<u>-</u>	<u>-</u>	<u>1,801,522</u>
Endowment net assets	<u>\$ 1,801,522</u>	<u>\$ 2,356,405</u>	<u>\$ 9,351,246</u>	<u>\$ 13,509,173</u>
<u>2017:</u>				
Donor restricted endowments	\$ -	\$ 1,890,181	\$ 8,679,418	\$ 10,569,599
Board designated quasi-endowment	<u>1,513,959</u>	<u>-</u>	<u>-</u>	<u>1,513,959</u>
Endowment net assets	<u>\$ 1,513,959</u>	<u>\$ 1,890,181</u>	<u>\$ 8,679,418</u>	<u>\$ 12,083,558</u>

Changes to endowment net assets are as follows for the years ended June 30, 2018 and 2017:

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets at June 30, 2016	\$ 1,450,064	\$ 1,644,838	\$ 8,068,010	\$ 11,162,912
Contributions	-	-	611,408	611,408
Investment returns:				
Net realized and unrealized gains	90,100	583,815	-	673,915
Dividends and interest income on investments, net	<u>29,235</u>	<u>191,218</u>	<u>-</u>	<u>220,453</u>
Total investment returns:	119,335	775,033	-	894,368
Appropriation of endowment assets for grant and operational expenditures	<u>(55,440)</u>	<u>(529,690)</u>	<u>-</u>	<u>(585,130)</u>
Endowment net assets at June 30, 2017	1,513,959	1,890,181	8,679,418	12,083,558
Contributions	196,421	-	671,828	868,249
Investment returns:				
Net realized and unrealized gains	103,704	674,848	-	778,552
Dividends and interest income on investments, net	<u>32,147</u>	<u>217,014</u>	<u>-</u>	<u>249,161</u>
Total investment returns:	135,851	891,862	-	1,027,713
Appropriation of endowment assets for grant and operational expenditures	<u>(44,709)</u>	<u>(425,638)</u>	<u>-</u>	<u>(470,347)</u>
Endowment net assets at June 30, 2018	<u>\$ 1,801,522</u>	<u>\$ 2,356,405</u>	<u>\$ 9,351,246</u>	<u>\$ 13,509,173</u>

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

4. PLEDGES RECEIVABLE

Pledges receivable consist of unconditional promises to give for the following purpose as of June 30:

	<u>2018</u>	<u>2017</u>
Donor-advised funds	\$ 1,099,782	\$ 1,717,713
Operations	1,523,845	2,207,584
Cooperative grant funding	2,467,904	2,315,000
Operating endowment, permanently restricted	<u>500,000</u>	<u>500,000</u>
	5,591,531	6,740,297
Less discount to net present value	(99,085)	(106,427)
Less allowance for uncollectible pledges	<u>(323,252)</u>	<u>(323,652)</u>
	<u>\$ 5,169,194</u>	<u>\$ 6,310,218</u>

The maturity of pledges receivable as of June 30, 2018 is as follows:

Less than one year	\$ 3,705,261
One to five years	<u>1,886,270</u>
	<u>\$ 5,591,531</u>

Pledges receivable are stated at the present value of estimated future cash flows using discount rates ranging from 3.02% to 3.23% for 2018 and discount rates ranging from 1.36% to 3.68% for 2017 and prior years.

Approximately 48% and 45% of gross pledges receivable are due from three donors at June 30, 2018 and 2017, respectively.

5. NOTES RECEIVABLE – PROGRAMMATIC INVESTMENTS

The Foundation has three outstanding notes receivable agreements as of June 30, 2018 and 2017 totaling \$200,000. These notes represent the Foundation's desire to increase programmatic investments.

Two of the note agreements were entered into as of February 13, 2015 with two micro-lending agencies. These notes had an initial face value of \$75,000 each, to be used to assist women entrepreneurs in Texas with small business loans. The Foundation earns interest of 2.5% per year on these notes, with interest payments to be made annually. Payments on the principal amount can be made at any time, with the full remaining balance due and payable on February 12, 2018. In February 2018, both of these notes were extended for one year, and the full remaining principal balance is due and payable on February 13, 2019.

The third note agreement was entered into as of August 26, 2016 with an initial face value of \$50,000 with a Dallas-based nonprofit organization that supports women internationally and locally. The Foundation earns interest of 5% per year on this note, with interest payments to be made monthly. Payments on the principal amount are due and payable in monthly payments beginning September 1, 2019, with a final balloon payment for remaining principal on September 1, 2021.

For the years ended June 30, 2018 and 2017, total interest was \$6,249 and \$6,073, respectively, and is recorded as interest income on notes receivable – programmatic investments in the accompanying statements of activities and changes in net assets.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

6. FAIR VALUE OF FINANCIAL INSTRUMENTS

The following table summarizes the carrying value which is considered to be the same as the estimated fair values, measured on a recurring basis by level within the fair value hierarchy, of financial instruments reported in the Foundation's statements of financial position as of June 30:

	<u>Total</u>	Quoted Prices in Active Markets For Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<u>2018:</u>				
Investments in hierarchy:				
Corporate bond funds	\$ 9,043,929	\$ 9,043,929	\$ -	\$ -
Equity securities	15,439,922	15,439,922	-	-
Commodities funds	405,868	405,868	-	-
Total investments in fair value hierarchy	24,889,719	<u>\$ 24,889,719</u>	<u>\$ -</u>	<u>\$ -</u>
Private partnership interest (a)	108,763			
Total investments	<u>\$ 24,998,482</u>			
Beneficial interests:				
Charitable remainder trust (a)	\$ 874,610			
Life insurance policies (b)	160,036			
Total beneficial interests	<u>\$ 1,034,646</u>			

(a) These investments are valued using the net asset value ("NAV") as a practical expedient, and therefore have not been classified in the fair value hierarchy.

(b) These life insurance policies are valued based on the cash surrender value as a practical expedient, and therefore have not been classified in the fair value hierarchy.

	<u>Total</u>	Quoted Prices in Active Markets For Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)
<u>2017:</u>				
Investments in hierarchy:				
Corporate bond funds	\$ 7,951,995	\$ 7,951,995	\$ -	\$ -
Equity securities	15,720,837	15,720,837	-	-
Commodities funds	376,850	376,850	-	-
Total investments in fair value hierarchy	24,049,682	<u>\$ 24,049,682</u>	<u>\$ -</u>	<u>\$ -</u>
Private partnership interest (a)	109,180			
Total investments	<u>\$ 24,158,862</u>			
Beneficial interests:				
Charitable remainder trust (a)	\$ 950,020			
Life insurance policies (b)	154,860			
Total beneficial interests	<u>\$ 1,104,880</u>			

(a) These investments are valued using NAV as a practical expedient, and therefore have not been classified in the fair value hierarchy.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

6. FAIR VALUE OF FINANCIAL INSTRUMENTS (Continued)

- (b) These life insurance policies are valued based on the cash surrender value as a practical expedient, and therefore have not been classified in the fair value hierarchy.

Following is a description of the valuation methodologies used for assets measured at fair value. As identified below, the Foundation has applied practical expedient and concluded that the NAV reported by the underlying fund approximates the fair value of the investment, unless it is probable that all or a portion of the investment will be sold for an amount different from the NAV. Aside from the presentation changes implemented with the adoption of ASU 2015-07, there have been no changes in the methodologies used as of June 30, 2018 and 2017:

Investments consist of the following:

Corporate bond funds, equity securities and commodities funds: Value based on quoted market prices using pricing information from various sources including pricing vendors, investment managers, and market conditions. The funds and securities above held by the Foundation utilize an investment strategy to diversify their portfolios and control risk through investing in diversified market-based securities appropriate to the purpose of each investment type.

Private partnership interest: The amounts reported for the Foundation's investments in private partnership interest investments are the estimates of the Foundation's investment managers, based on using the NAV of the Foundation's ownership interest in the partnership. The NAV are determined by the fund manager based upon the latest information available from the underlying funds, using fair value estimation techniques, substantiated, in part, by the investments' audited financial statements and supported by the due diligence of the Foundation's management. However, given the inherent limitations in any estimation technique, the values presented herein are not necessarily indicative of the amount that the Foundation could realize in a current transaction. Future events could affect the estimates of fair value and could be material to the financial statements. The partnership holds a portfolio of investments in debt and debt-related securities in privately held lower middle market women-led companies in the greater southwestern United States. Further, the partnership may make equity and equity-related portfolio investments in companies in which the partnership shall generally have influence on the management, operations, and strategic direction of the business. The Foundation has committed funds to this private partnership which will be called at various points over a three-year period by the partnership. The Foundation will be considered to be in default should contributions not be funded as requested. There is no obligation on the Foundation to make any additional contributions in excess of the total capital commitment. The Foundation cannot sell or transfer its interest in this private partnership without the written consent of the general partner of the private partnership. Distributions may be received from the private partnership as declared by the general partner. The term of this private partnership will continue until the tenth anniversary of the closing date, subject to the right to extend the term for up to two additional one year periods.

Private equities are limited partnership interests that contain subscription agreements that require future capital contributions. Total limited partnership interests and capital commitments are as follows at June 30:

	<u>2018</u>	<u>2017</u>
Total contributed	\$ 310,000	\$ 310,000
Total return of capital	<u>(45,481)</u>	<u>(45,481)</u>
	264,519	264,519
Unrealized losses	<u>(155,756)</u>	<u>(155,339)</u>
Total private equities	<u>\$ 108,763</u>	<u>\$ 109,180</u>
Commitments	\$ 500,000	\$ 500,000
Contributed	(310,000)	(310,000)
Commitments released after close of investment period	<u>(190,000)</u>	<u>-</u>
Remaining commitments	<u>\$ -</u>	<u>\$ 190,000</u>

Beneficial interest in charitable remainder trust: Valued based on quoted market prices for the underlying investments, discounted to present value using a historical 20-year U.S. treasury rate.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

6. FAIR VALUE OF FINANCIAL INSTRUMENTS (Continued)

Beneficial interest in life insurance policies: Valued based on present value estimate of remaining beneficial interests at the end of each of the policies by the third party carrier of each policy.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Foundation believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

7. GRANTS PAYABLE

Grants authorized but unpaid at year-end are reported as liabilities. Grants to be paid in more than one year are discounted using rates ranging from 2.52% to 2.68%.

The following is a summary of grants authorized and payable at June 30:

2019	\$	1,371,912
2020		738,103
2021		423,435
2022		50,000
Thereafter		-
Gross grants authorized but unpaid		<u>2,583,450</u>
Less: Discount on long-term grants		<u>(42,151)</u>
Net grants authorized but unpaid	\$	<u>2,541,299</u>

Amortization of discounts on grants payable is reported in the statement of activities in the same program service functional expense classification in which the promise to give was initially reported.

8. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets are expendable to support the following purposes as of June 30:

	<u>2018</u>	<u>2017</u>
Grants, research, and operations	\$ 7,860,295	\$ 7,734,316
Donor-advised funds	<u>1,099,782</u>	<u>1,287,634</u>
	<u>\$ 8,960,077</u>	<u>\$ 9,021,950</u>

9. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets include contributions that the donor intended to be held in perpetuity as endowments, the income from which is expendable to support the following as of June 30:

	<u>2018</u>	<u>2017</u>
General endowment	\$ 5,859,820	\$ 5,854,645
Operating endowment	1,338,733	1,338,733
Suzanne Ahn, M.D. speaker endowment (Annual luncheon)	1,182,540	1,182,540
Virginia Whitehill endowment	66,653	-
Dayton endowment	500,000	-
Crockett endowment	<u>403,500</u>	<u>303,500</u>
	<u>\$ 9,351,246</u>	<u>\$ 8,679,418</u>

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

10. NET ASSETS RELEASED FROM RESTRICTIONS

The sources of net assets released from temporary donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of events specified by donors were as follows at June 30:

	2018	2017
Future operations	\$ 1,846,347	\$ 1,761,145
Donor-advised funds	643,620	894,750
Grants and program services	2,164,464	2,578,720
	\$ 4,654,431	\$ 5,234,615

11. OPERATING LEASES

In June 2012, the Foundation executed a non-cancelable operating lease for their main office space that expires April 30, 2020. Minimum future rental payments under this lease and other non-cancelable operating leases are as follows for the years ended June 30:

2019	\$ 116,543
2020	97,794
2021	300
	\$ 214,637

Rental expense of \$111,437 and \$119,748 for the years ended June 30, 2018 and 2017, respectively, is included in total program and supporting services expenses in the accompanying statements of activities and changes in net assets.

12. EMPLOYEE BENEFIT PLAN

The Foundation has a tax deferred annuity plan under Section 403(b) of the Code, which is available to all eligible full-time and part-time employees after meeting certain eligibility requirements. Under the plan, participating employees make voluntary contributions for the plan under a salary reduction agreement and the Foundation makes matching contributions based on years of service up to a certain percentage of the employees' contributions. The employer may also make non-elective contributions to the plan unrelated to the employee's elective deferrals up to a certain percentage.

The Foundation contributed \$54,327 and \$55,464 during the years ended June 30, 2018 and 2017, respectively.

13. REVOLVING LINE OF CREDIT

The Foundation opened a line of credit agreement with a financial institution as of August 12, 2016. At June 30, 2018, \$4,000,000 is available under this line. Interest will be charged at LIBOR plus 0.75% and the line is secured by the cash and investments held by the financial institution on behalf of the Foundation. No activity took place on the line of credit for the years ended June 30, 2018 and 2017. No amount was outstanding on the line of credit at June 30, 2018 and 2017.

14. RELATED PARTY TRANSACTIONS

Related parties include members of the Board of Directors, the advisory council, and Foundation staff. The advisory council is comprised of 47 individuals who are appointed by the Board of Directors. The advisory council exists to provide guidance and expertise to the Foundation. Revenues from related parties consists of contributions from board members, advisory council members, and Foundation staff and represents approximately 4% and 35% of total revenues for the years ended June 30, 2018 and 2017, respectively.

Total pledges receivable from related parties were \$382,511 and \$4,607,299 as of June 30, 2018 and 2017, respectively. This represented 7% and 68% of pledges receivable at June 30, 2018 and 2017, respectively.

Total deferred revenues from related parties were \$24,667 and \$172,650 as of June 30, 2018 and 2017, respectively.

Dallas Women's Foundation
NOTES TO FINANCIAL STATEMENTS

14. RELATED PARTY TRANSACTIONS (Continued)

The Foundation also holds beneficial interests in assets gifted from related parties for an irrevocable charitable remainder trust and irrevocable life insurance policy. These beneficial interests from related parties, prior to being discounted to present value, totaled \$964,412 and \$1,090,625 as of June 30, 2018 and 2017, respectively.

15. SUBSEQUENT EVENTS

As of November 2018, Dallas Women's Foundation has changed its name to Texas Women's Foundation in order to better impact the lives of women and girls statewide.

Management has evaluated subsequent events through November 13, 2018, the date the financial statements were available to be issued.

SUPPLEMENTARY INFORMATION

Dallas Women's Foundation
STATEMENT OF FUNCTIONAL EXPENSES
Year Ended June 30, 2018
(with comparative totals for the year ended June 30, 2017)

	Supporting Services			Total 2018	Total 2017
	Program services	Fundraising and special events	Management and general		
Grant awards	\$ 6,761,032	\$ -	\$ -	\$ 6,761,032	\$ 4,505,118
Salaries, payroll taxes and benefits	878,979	762,126	404,723	2,045,828	1,928,318
Accounting, legal and other professional fees	8,528	7,925	70,964	87,417	98,038
Consulting fees	273,986	64,748	23,246	361,980	232,635
Donated goods and services	44,530	113,954	50,690	209,174	111,924
Bank and service fees	-	28,674	327	29,001	21,127
Copying, printing and design	37,449	45,543	5,245	88,237	95,592
Travel, meals and cultivation	81,875	24,588	18,472	124,935	80,864
Training and conference fees	10,384	290	2,514	13,188	36,723
Dues and subscriptions	18,937	6,336	1,841	27,114	19,630
Supplies	14,634	5,563	3,275	23,472	13,756
Postage and delivery	7,325	13,348	407	21,080	19,891
Digital media	3,425	2,488	-	5,913	8,582
Photography	3,862	4,469	-	8,331	2,701
Event venue	17,150	8,348	-	25,498	15,575
Speaker	28,230	-	-	28,230	-
Display, signage and advertising	25,197	14,235	-	39,432	25,566
Appreciation gifts	10,717	9,108	2,514	22,339	10,417
Audio-visual equipment, external	-	-	-	-	435
Computer, software, hosting and maintenance	40,972	44,310	7,792	93,074	100,525
Rent, utilities and other facilities expenses	81,396	67,799	28,595	177,790	184,386
Sponsored events	15,533	29,644	6,071	51,248	61,426
Miscellaneous	2,340	38,046	315	40,701	40,381
	<u>\$ 8,366,481</u>	<u>\$ 1,291,542</u>	<u>\$ 626,991</u>	<u>\$ 10,285,014</u>	<u>\$ 7,613,610</u>

See Independent Auditor's Report.