

**THE MANKIND PROJECT USA**

Financial Statements  
with Report of Independent Auditors  
Years ended December 31, 2020 and 2019

*Traveller &*

---

*Company, LLC*

*Certified Public Accountants  
500 North Marketplace Drive, Suite 202  
Centerville, Utah 84014*

# **The ManKind Project USA**

## **Financial Statements**

**December 31, 2020 and 2019**

### **Contents**

Report of Independent Auditors .....	1
Financial Statements:	
Statements of Financial Position .....	3
Statements of Activities.....	4
Statements of Functional Expenses .....	5 - 6
Statements of Cash Flows .....	7
Notes to Financial Statements .....	8



## **Report of Independent Auditors**

The Board of Directors of  
The ManKind Project USA  
Glendale, California

We have audited the accompanying financial statements of The ManKind Project USA (a nonprofit organization) which comprise the statements of financial position as of December 31, 2020 and 2019, and the related statements of activities, functional expenses and cash flows for the years then ended, and 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 audits. We conducted our audits 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 ManKind Project USA as of December 31, 2020 and 2019, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Traveller & Company, LLC*

October 8, 2021

**The ManKind Project USA**  
**Statements of Financial Position**  
**December 31, 2020 and 2019**

<b>Assets:</b>	<b>2020</b>	<b>2019</b>
Current assets:		
Cash and cash equivalents	\$ 1,528,175	\$ 1,111,924
Accounts receivable, net of allowance of \$3,860 and \$21,020 in 2020 and 2019, respectively	596	12,320
Prepaid expenses	14,758	78,015
Total current assets	1,543,529	1,202,259
Property and equipment, net	1,732	2,677
Total assets	\$ 1,545,261	\$ 1,204,936
<b>Liabilities:</b>		
Current Liabilities:		
Accounts payable and accruals	\$ 14,541	\$ 17,392
Deferred revenue	159,169	188,346
Accrued interest - notes payable	2,074	—
Notes payable - current portion	90,591	—
Total current liabilities	266,375	205,738
Notes payable - less current portion	148,264	—
<b>Net Assets:</b>		
Net assets without donor restrictions	512,481	454,181
Net assets with donor restrictions	618,141	545,017
Total net assets	1,130,622	999,198
Total liabilities and net assets	\$ 1,545,261	\$ 1,204,936

See accompanying notes to financial statements.

**The ManKind Project USA**  
**Statements of Activities**  
**For the years ended December 31, 2020 and 2019**

	2020			2019		
	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Total
Revenue						
Contributions	\$ 880,264	\$ 202,136	\$ 1,082,400	\$ 514,183	\$ 324,032	\$ 838,215
Program revenue						
Support fee income	87,548	—	87,548	455,150	—	455,150
Training and other project fees	505,536	—	505,536	1,807,402	—	1,807,402
Events registration	15,174	—	15,174	24,736	—	24,736
Total program revenue	608,258	—	608,258	2,287,288	—	2,287,288
Other revenue	4,221	—	4,221	12,244	—	12,244
Net assets released from restrictions	129,012	(129,012)	—	183,856	(183,856)	—
Total revenues	1,621,755	73,124	1,694,879	2,997,571	140,176	3,137,747
Functional expense:						
Program services	909,154	—	909,154	2,221,161	—	2,221,161
Management and general	557,756	—	557,756	623,714	—	623,714
Fundraising	96,545	—	96,545	121,938	—	121,938
Total functional expenses	1,563,455	—	1,563,455	2,966,813	—	2,966,813
Changes in net assets	58,300	73,124	131,424	30,758	140,176	170,934
Net assets - beginning of year	454,181	545,017	999,198	423,423	404,841	828,264
Net assets - end of year	\$ 512,481	\$ 618,141	\$ 1,130,622	\$ 454,181	\$ 545,017	\$ 999,198

See accompanying notes to financial statements. .

**The ManKind Project USA**  
**Statement of Functional Expenses**  
**For the year ended December 31, 2020**

	<u>Program Services Expenses</u>			Management and General	Fundraising	Total Expenses
	Training	Societies	Total			
Bad debt	\$ 2,490	\$ —	\$ 2,490	\$ —	\$ —	\$ 2,490
Bank charges	15,473	1,069	16,542	19,909	—	36,451
Conferences and meetings	441,285	15,483	456,768	—	—	456,768
Corporate registrations	—	—	—	9,489	—	9,489
Depreciation	—	—	—	945	—	945
Donor relations	—	—	—	—	4,724	4,724
Insurance	—	—	—	73,387	—	73,387
Marketing	4,046	147	4,193	17,883	—	22,076
Payroll taxes	—	—	—	34,946	—	34,946
Professional fees	148,372	24,285	172,657	103,570	89,172	365,399
Royalties/license fees	1,614	—	1,614	—	—	1,614
Salaries	97,391	—	97,391	260,332	—	357,723
Supplies	86,565	1,544	88,109	3,023	—	91,132
Travel	44,801	8,561	53,362	877	2,649	56,888
Utilities	16,028	—	16,028	—	—	16,028
Website	—	—	—	31,321	—	31,321
Interest	—	—	—	2,074	—	2,074
Total functional expenses	<u>\$ 858,065</u>	<u>\$ 51,089</u>	<u>\$ 909,154</u>	<u>\$ 557,756</u>	<u>\$ 96,545</u>	<u>\$ 1,563,455</u>

See accompanying notes to financial statements.

**The ManKind Project USA**  
**Statement of Functional Expenses**  
**For the year ended December 31, 2019**

	<u>Program Services Expenses</u>			Management and General	Fundraising	Total Expenses
	Training	Societies	Total			
Awards	\$ —	\$ —	\$ —	\$ 600	\$ —	\$ 600
Bad debt	28,505	—	28,505	—	—	28,505
Bank charges	15,395	1,063	16,458	44,055	2,605	63,118
Conferences and meetings	1,363,803	47,852	1,411,655	—	—	1,411,655
Corporate registrations	—	—	—	11,890	—	11,890
Depreciation	—	—	—	157	—	157
Donor relations	—	—	—	—	10,029	10,029
Insurance	359	—	359	96,184	—	96,543
Marketing	18,169	662	18,831	11,710	—	30,541
Payroll taxes	1,114	—	1,114	36,812	—	37,926
Professional fees	220,881	36,154	257,035	85,971	107,274	450,280
Royalties/license fees	7,637	—	7,637	—	—	7,637
Salaries	119,666	—	119,666	300,308	—	419,974
Supplies	169,275	3,019	172,294	2,346	—	174,640
Travel	152,703	29,180	181,883	4,862	2,030	188,775
Utilities	5,724	—	5,724	—	—	5,724
Website	—	—	—	28,819	—	28,819
<b>Total functional expenses</b>	<b>\$ 2,103,231</b>	<b>\$ 117,930</b>	<b>\$ 2,221,161</b>	<b>\$ 623,714</b>	<b>\$ 121,938</b>	<b>\$ 2,966,813</b>

See accompanying notes to financial statements.



**The ManKind Project USA**  
**Statements of Cash Flows**  
**December 31, 2020 and 2019**

<b>Operating activities:</b>	<u>2020</u>	<u>2019</u>
Changes in net assets	\$ 131,424	\$ 170,934
Adjustments to reconcile changes in net assets to net cash provided by (used in) operating activities:		
Allowance for doubtful accounts	(17,160)	(28)
Depreciation and amortization	945	157
Changes in assets and liabilities:		
Accounts receivable	28,884	23,564
Prepaid expenses	63,257	(26,121)
Accounts payable	(2,851)	(45,467)
Deferred revenue	(29,177)	16,887
Accrued interest	2,074	—
Net cash provided by operating activities	<u>177,396</u>	<u>139,926</u>
<b>Investing activities:</b>		
Purchases of fixed assets	—	(2,834)
Net cash used in investing activities	—	(2,834)
<b>Financing activities:</b>		
Loan proceeds	<u>238,855</u>	—
Net cash provided by financing activities	<u>238,855</u>	—
Net increase in cash and cash equivalents	416,251	137,092
Cash and cash equivalents at beginning of year	<u>1,111,924</u>	<u>974,832</u>
Cash and cash equivalents at end of year	<u>\$ 1,528,175</u>	<u>\$ 1,111,924</u>

See accompanying notes to financial statements.

The ManKind Project USA  
Notes to Financial Statements  
December 31, 2020 and 2019

## 1. Nature of Activities

The ManKind Project USA (the “Organization”) is an Illinois nonprofit corporation which provides education and training for men, to create a safer world by creating better men. The Organization serves as the umbrella organization for twenty-four U.S.-based local chapters.

## 2. Significant Accounting Policies

### Recently Issued Accounting Pronouncements

In February 2016, the FASB issued ASU No. 2016-02, *Leases (Topic 842)* (“ASU 2016-02”). ASU 2016-02 requires a lessee to recognize assets and liabilities on the balance sheet for all leases with lease terms greater than 12 months. ASU 2016-02 is effective for fiscal years, and interim periods within those years, beginning after December 15, 2020, and early adoption is permitted. Accordingly, ASU 2016-02 is effective for the Organization’s year ending December 31, 2021 using a modified retrospective approach. Management is determining the impact of ASU 2016-02 at this time.

### Basis of Presentation

The accounting policies of the Organization conform to U.S. generally accepted accounting principles. The financial statements of the Organization have been prepared on the accrual basis. The Organization follows the provisions of Financial Accounting Standards Board (FASB) *Accounting Standards Codification (ASC)* 958, “Financial Statements of Not-For-Profit Organizations”. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of the related cash flows.

### Net Assets

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

*Net assets without donor restrictions* – Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Organization. These net assets may be used at the discretion of the Organization’s management and Board of Directors.

*Net assets with donor restrictions* – Net assets subject to restrictions imposed by donors and/or grantors. Net assets with donor restrictions as of December 31, 2020 and 2019, were \$618,141 and \$545,017, respectively.

# The ManKind Project USA

## Notes to Financial Statements

### 2. Significant Accounting Policies (continued)

#### Net Assets (continued)

Revenues are reported as increases in unrestricted net assets unless their use is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Expirations of temporary restrictions on net assets (i.e., the donor-stipulated purpose has been fulfilled and/or the required time period has elapsed) are reported as net assets released from restrictions.

#### Cash and Cash Equivalents

Cash and cash equivalents consisted of deposit accounts in financial institutions.

#### Revenue recognition

Contributions consisted primarily of donations from foundations, businesses and the general public. Contributions are accrued when committed to the Organization by the donor.

Program revenue is recognized as revenue when earned. The amount of program revenue collected but unearned as of December 31, 2020 and 2019 is recorded as deferred revenue.

#### Functional Expenses

The Organization allocates its expenses on a functional basis among its programs and support services. Expenses that can be identified with a specific program or support service are allocated directly according to their natural expense classification. Other expenses that are common to several functions are allocated accordingly.

#### Income Tax

The Organization is exempt from federal and state income taxes under section 501(c)(3) of the Internal Revenue Code (“IRC”) and corresponding state provisions. Therefore, no provision has been made for federal income taxes in the accompanying financial statements. There was no unrelated business income for the years ended December 31, 2020 and 2019. In addition, the Organization has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the IRC.

Management believes the Organization has taken no tax positions that more likely than not would not be sustained upon examination by taxing authorities. Accordingly, no provision for income taxes has been made in the accompanying financial statements. The Organization’s federal and state income tax and informational returns for tax years ending December 31, 2017 and subsequent remain subject to examination by the Internal Revenue Service.

# The ManKind Project USA

## Notes to Financial Statements

### 2. Significant Accounting Policies (continued)

#### Fair Value Disclosure

At December 31, 2020 and 2019, the Organization's financial instruments approximate fair value.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles ("GAAP") 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 revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### Concentration of Risk

The Organization maintains cash in bank deposit accounts which, at times, exceed federally insured limits. To date, the Organization has not experienced a loss or a lack of access to its invested cash; however, no assurance can be provided that access to the Organization's cash will not be impacted by adverse conditions in the financial markets.

#### Property and Equipment

Purchases of property and equipment are recorded at cost. Donated items are recorded at fair value when received. Depreciation and amortization on both purchased and donated items are recorded using the straight-line method over the shorter of the estimated useful life of the related asset or the term of the lease for leasehold improvements as follows:

Computers	5 years
Software	3 years

Normal repairs and maintenance are expensed as incurred, whereas significant charges that materially increase values or extended useful lives are capitalized and depreciated over the estimated remaining useful lives of the related assets.

#### Commitments and Contingencies

In December 2019, a novel strain of coronavirus disease ("COVID-19") was first reported in Wuhan, China and the World Health Organization has since declared this to be a pandemic. The extend of COVID-19's effect on the Organization's future operational and financial performance will depend on future developments, including the duration, spread and intensity of the pandemic, all of which are uncertain and difficult to predict considering the rapidly evolving landscape.

# The ManKind Project USA

## Notes to Financial Statements

### 2. Significant Accounting Policies (continued)

#### Commitments and Contingencies (continued)

This pandemic may have a significant impact on the Organization's markets and customers, which in turn may have a material adverse effect on the Organization's business, results of activities, financial condition, and cash flows. As of the report date, Management is of the opinion that the Organization will successfully manage through the effects of this evolving situation.

#### Subsequent Events

The Organization has evaluated subsequent events through October 8, 2021, the date which the financial statements were available to be issued.

### 3. Liquidity Matters and Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the date of the statements of financial position, comprised the following as of December 31:

	<b>2020</b>	<b>2019</b>
Total cash available	\$ 1,528,175	\$ 1,111,924
Accounts receivable, net	596	12,320
Less restricted cash	<b>(739,522)</b>	<b>(641,990)</b>
Net cash available	<b>\$ 789,249</b>	<b>\$ 482,254</b>

The Organization regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to manage its available funds. The Organization relies on contributions, contracts, and grants to fund its operations. The Organization's source of liquidity is its cash and receivables.

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing activities.

In addition to financial assets available to meet general expenditures over the next 12 months, the Organization operates with a budget and anticipates recognizing sufficient revenue in the form of contributions or payments for services rendered to cover a substantial portion of operating expenditures. Refer to the Statements of Cash Flows which identifies the sources and uses of the Organization's cash and shows positive cash generated by operations for the years ended December 31, 2020 and 2019.

The ManKind Project USA  
Notes to Financial Statements

**4. Accounts Receivable**

Accounts receivable consisted of monies due from members and are deemed to be collectible.

**5. Property and Equipment**

Property and equipment are recorded at cost and consisted of the following at December 31:

	2020	2019
Furniture and fixtures	\$ 32,307	\$ 32,307
Less accumulated depreciation	(30,575)	(29,630)
	\$ 1,732	\$ 2,677

Depreciation expense for the years ended December 31, 2020 and 2019 was \$945 and \$157, respectively.

**6. Net Assets with Donor Restrictions**

Net assets with donor restrictions and net assets released from restrictions consisted of the following at December 31:

	Balance December 31, 2019	Revenue with donor restrictions	Net assets released from restriction	Balance December 31, 2020
Constituencies	\$ 31,494	\$ 15,943	\$ (4,531)	\$ 42,906
Support services	78,731	66,651	(57,821)	87,561
Area funds	434,792	119,542	(66,660)	487,674
	\$ 545,017	\$ 202,136	\$ (129,012)	\$ 618,141

  

	Balance December 31, 2018	Revenue with donor restrictions	Net assets released from restriction	Balance December 31, 2019
Constituencies	\$ 30,033	\$ 6,532	\$ (5,071)	\$ 31,494
Support services	69,636	54,350	(45,255)	78,731
Area funds	305,172	263,150	(133,530)	434,792
	\$ 404,841	\$ 324,032	\$ (183,856)	\$ 545,017

The ManKind Project USA  
Notes to Financial Statements

**7. Board Designated Net Assets**

Board designated net assets are included in unrestricted net assets and consisted of the following at December 31:

	<b>2020</b>	<b>2019</b>
UNY Elder Fund	\$ <b>585</b>	\$ 585
North American Leader Body Fund	<b>67,980</b>	65,211
New York MetroGBTQ Curriculum Fund	–	5,000
Lodge Keepers Society International Fund	<b>7,172</b>	7,172
Elder Fund	<b>1,781</b>	1,781
Multicultural Fund	<b>4,678</b>	4,928
MKP Resilience Fund	<b>150,000</b>	–
IT Infrastructure Fund	<b>50,000</b>	–
Board Travel	<b>1,204</b>	1,204
Unification Reserve Credits	<b>15,239</b>	24,624
Net Cash Available	<b>\$ 298,639</b>	\$ 110,505

**8. Notes Payable**

During 2020, the Organization received funding of \$88,855 under the Paycheck Protection Program. The amount was fully forgiven in 2021.

The Organization also received an Economic Injury Disaster Loan through the Small Business Administration in the amount of \$150,000. Monthly repayments on the loan began in July 2021 in the amount of \$641, including interest at 2.75%. Interest through December 31, 2020, of \$2,074 has been accrued and is included in the accompanying financial statements.

Future minimum principal payments are as follows:

<u>Year ending December 31:</u>	
2021	\$ 1,736
2022	3,544
2023	3,643
2024	3,744
2025	3,849
Thereafter	133,484
	<b>\$ 150,000</b>

FROM GENERAL LEDGER			%age			ON AUDIT REPORT				
GL Acct	Description	Balance	Program	Mgt	Fundraising	Program	Mgt	Fundraising	Total	Expense lines on report
8320 Advertising		4,193.32	100.00%	0.00%	0.00%	4,193	-	-	4,193	
7400 Marketing		17,882.26	0.00%	100.00%	0.00%	-	17,882	-	17,882	
		22,075.58				4,193	17,882	-	22,076	Marketing
7070 Award recognition		-	0.00%	100.00%	0.00%	-	-	-	-	Awards
Bad Debt		2,490.50	100.00%	0.00%	0.00%	2,491	-	-	2,491	Bad debt
6075 Bank & CC fees		4,366.83	0.00%	0.00%	100.00%	-	-	4,367	4,367	
7075 Bank & CC fees		15,542.86	0.00%	100.00%	0.00%	-	15,543	-	15,543	
8075 Bank & CC fees		16,541.63	100.00%	0.00%	0.00%	16,542	-	-	16,542	
		36,451.32				16,542	15,543	4,367	36,451	Bank charges
8070 Conference Registration		1,538.00	100.00%	0.00%	0.00%	1,538	-	-		
8150 Curriculum Development		0.00	100.00%	0.00%	0.00%	-	-	-		
8200 Food		33,282.21	100.00%	0.00%	0.00%	33,282	-	-		
8225 Leader fees		119,488.87	100.00%	0.00%	0.00%	119,489	-	-		
8250 Leader travel			100.00%	0.00%	0.00%	-	-	-		
8350 Site rental		188,537.41	100.00%	0.00%	0.00%	188,537	-	-		
8355 Site rental reimbursement		20,626.35	100.00%	0.00%	0.00%	20,626	-	-		
8360 Lodge rent		8,050.00	100.00%	0.00%	0.00%	8,050	-	-		
8375 Staff Development		0.00	100.00%	0.00%	0.00%	-	-	-		
8475 USA Support Fees		85,245.41	100.00%	0.00%	0.00%	85,245	-	-		
		456,768.25				456,768	-	-	456,768	Conferences and meetings
Contributions to centers		-				-	-	-	-	Contributions to centers
7200 Depreciation		944.67	0.00%	100.00%	0.00%	-	945	-	945	Depreciation and amortization
7275 Health insurance allowances		7,200.00	0.00%	100.00%	0.00%	-	7,200	-		
7300 Insurance		66,187.33	0.00%	100.00%	0.00%	-	66,187	-		
8301 Insurance		0.00	100.00%	0.00%	0.00%	-	-	-		
		73,387.33				-	73,387	-	-	Insurance
8510 Interest		-	0.00%	100.00%	0.00%	-	-	-	-	Interest
6125 Contract services		89,171.67	0.00%	0.00%	100.00%	-	-	89,172		
6000 Fundraising - other		0.00	0.00%	0.00%	100.00%	-	-	-		
7030 Accounting and bookkeeping		52,444.88	0.00%	100.00%	0.00%	-	52,445	-		
7035 Audit and tax services		8,636.35	0.00%	100.00%	0.00%	-	8,636	-		
7125 Contract services		36,660.90	0.00%	100.00%	0.00%	-	36,661	-		
7501 Payroll processing fees		2,665.55	0.00%	100.00%	0.00%	-	2,666	-		
7375 Legal		3,162.50	0.00%	100.00%	0.00%	-	3,163	-		
8125 Contract services		162,657.23	100.00%	0.00%	0.00%	162,657	-	-		
8330 Legal		10,000.00	100.00%	0.00%	0.00%	10,000	-	-		
		365,399.08				172,657	103,570	89,172	365,399	Legal and professional fees
6020 Donor relations		4,724.41	0.00%	0.00%	100.00%	-	-	4,724	4,724	Donor relations
7175 Corporate registrations		9,488.58	0.00%	100.00%	0.00%	-	9,489	-	9,489	Corporate registrations
7100 Board operating expenses		2,906.50	0.00%	100.00%	0.00%	-	2,907	-		
7475 Office supplies		-	0.00%	100.00%	0.00%	-	-	-		
7610 Supplies		116.64	0.00%	100.00%	0.00%	-	117	-		
8170 Donations given		26,801.21	100.00%	0.00%	0.00%	26,801	-	-		
8400 Supplies		61,307.93	100.00%	0.00%	0.00%	61,308	-	-		
85000 Other expenses		0.00	100.00%	0.00%	0.00%	-	-	-		



	91,132.28				88,109	3,023	-	-	Supplies
7500 Payroll fees - other	0.00								
7502 FSA Processing fee	0.00	0.00%	100.00%	0.00%	-	-	-	-	
7550 S&W - payroll taxes	34,945.71	0.00%	100.00%	0.00%	1,114	33,832	-	34,946	
8020 Payroll taxes	0.00	100.00%	0.00%	0.00%	-	-	-	-	
S&W program - payroll taxes	-	0.00%	100.00%	0.00%	-	-	-	-	
	34,945.71				1,114	33,832	-	34,946	Payroll taxes
8515 Penalties	-	0.00%	99.92%	0.00%	-	-	-	-	Penalties and fines
7575 Postage	-	24.91%	65.31%	9.96%	-	-	-	-	Postage
7600 Printing	-	0.00%	0.00%	100.00%	-	-	-	-	
8500 Printing	0.00	0.00%	0.00%	100.00%	-	-	-	-	
	-				-	-	-	-	Printing and publications
7450 MKPI fee	0.00	0.00%	100.00%	0.00%	-	-	-	-	
8425 Third party royalty fees	1,613.75	100.00%	0.00%	0.00%	1,614	-	-	-	
72209 Salaries - marketing	-	0.00%	100.00%	10.00%	-	-	-	-	
	1,613.75				1,614	-	-	1,614	Royalties
7050 S&W admin director	94,886.31	0.00%	100.00%	0.00%	-	94,886	-	-	
7125 S&W bookkeeper	-	0.00%	100.00%	0.00%	-	-	-	-	
7150 S&W communications director	-	0.00%	100.00%	0.00%	-	-	-	-	
7225 S&W executive director	0.00	0.00%	100.00%	0.00%	-	-	-	-	
7250 S&W finance director	53,593.29	0.00%	100.00%	0.00%	-	53,593	-	-	
7255 S&W Finance manager	0.00	0.00%	100.00%	0.00%	-	-	-	-	
7350 S&W IT director	53,453.22	0.00%	100.00%	0.00%	-	53,453	-	-	
7425 Marketing & Comm Director	58,399.06	0.00%	100.00%	0.00%	-	58,399	-	-	
8025 S&W program - center & training ops c	43,182.83	100.00%	0.00%	0.00%	43,183	-	-	-	
8040.01 AA - Florida	0.00	100.00%	0.00%	0.00%	-	-	-	-	
8040.02 AA - New England	0.00	100.00%	0.00%	0.00%	-	-	-	-	
8040.03 AA - Northwest	0.00	100.00%	0.00%	0.00%	-	-	-	-	
8040.04 AA - South Central	0.00	100.00%	0.00%	0.00%	-	-	-	-	
8275 S&W Program - membership relations	54,208.17	100.00%	0.00%	0.00%	54,208	-	-	-	
	357,722.88				97,391	260,332	-	357,723	Salaries
8325 Scholarships given	0.00	100.00%	0.00%	0.00%	-	-	-	-	Scholarships
8670 Telephone	0.00	100.00%	0.00%	0.00%	-	-	-	-	Telephone
6050 Travel	2,648.73	0.00%	0.00%	100.00%	-	-	2,649	-	
7120 Board travel	0.00	0.00%	100.00%	0.00%	-	-	-	-	
7625 Travel	876.93	0.00%	100.00%	0.00%	-	877	-	-	
8450 Travel	50,268.42	100.00%	0.00%	0.00%	50,268	-	-	-	
8455 Travel pool	3,094.10	100.00%	0.00%	0.00%	3,094	-	-	-	
	56,888.18				53,363	877	2,649	56,888	Travel
8675 Utilities expense	16,028.09	100.00%	0.00%	0.00%	16,028	-	-	16,028	
7330 IT - development & consulting	11,713.79	0.00%	100.00%	0.00%	-	11,714	-	-	
7335 IT infrastructure	19,607.25	0.00%	100.00%	0.00%	-	19,607	-	-	
	31,321.04				-	31,321	-	31,321	Website
	1,561,381.65				910,269.43	550,200.58	100,911.64	1,561,381.65	Total
	1,561,381.65		%age of total		58%	35%	6%	100%	