



Financial Statements

STATEMENTS OF FINANCIAL POSITION—DECEMBER 31, 2018 AND 2017

	2018	2017
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 3,532,410	\$ 3,264,774
Restricted cash	443,923	269,626
Accounts receivable	2,371,508	2,508,679
Pledges receivable	1,485,666	125,891
Prepaid expenses	134,390	250,129
TOTAL CURRENT ASSETS	\$ 7,967,897	\$ 6,419,099
NET PROPERTY AND EQUIPMENT	\$ 1,278,824	\$ 1,768,849
Other Assets:		
Investments	\$ 12,743,272	\$ 14,677,916
Deposits	160,630	160,630
TOTAL OTHER ASSETS	12,903,902	14,838,546
TOTAL ASSETS	\$ 22,150,623	\$ 23,026,494
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 407,560	\$ 410,243
Deferred revenue	3,574,525	4,208,341
Deferred rent - current portion	239,860	208,264
Funds held for others	300,543	275,172
TOTAL CURRENT LIABILITIES	\$ 4,522,488	\$ 5,102,020
Deferred Rent - noncurrent	939,951	1,267,706
TOTAL LIABILITIES	\$ 5,462,439	\$ 6,369,726
Net assets without donor restrictions:		
Board designated	\$ 13,128,022	\$ 14,402,744
Undesignated	870,366	1,133,394
Net assets with donor restrictions	2,689,796	1,120,630
TOTAL NET ASSETS	\$ 16,688,184	\$ 16,656,768
TOTAL LIABILITIES AND NET ASSETS	\$ 22,150,623	\$ 23,026,494

STATEMENT OF ACTIVITIES—YEARS ENDED DECEMBER 31, 2018 AND 2017

	2018	2017
REVENUE		
Contributions	\$ 672,407	\$ 626,261
In-kind contributions	141,061	44,720
Sponsorship revenue	2,416,000	2,464,360
Grant revenue	-	(39,100)
Fee for service revenue	9,252,311	8,427,582
Investment income	(1,274,722)	2,126,986
Other revenue	217,363	246,230
Net assets released from restrictions	3,186,606	3,048,757
TOTAL SUPPORT AND REVENUE	\$ 14,611,026	\$ 16,945,796
EXPENSES		
Program services:		
Leadership - EIG	\$ 3,394,323	\$ 3,522,326
Leadership - Agency/FFS	2,103,231	1,560,340
Leadership - Open Enrollment	1,821,345	1,913,446
Government Effectiveness	1,588,964	1,726,688
Workforce and Engagement	1,158,282	1,020,345
Federal Executive Networks	183,355	106,088
Presidential Transition	774,487	1,730,552
Communications	1,926,672	1,620,645
Government Affairs	664,860	591,837
Other Program Services	-	289,590
TOTAL PROGRAM SERVICE EXPENSES	\$ 13,615,519	\$ 14,081,857
Supporting services:		
Operations	\$ 1,374,643	\$ 1,106,204
Development	1,158,614	1,187,458
TOTAL SUPPORTING SERVICES EXPENSES	2,533,257	2,293,662
TOTAL EXPENSES	\$ 16,148,776	\$ 16,375,519
CHANGES IN NET ASSETS	\$ (1,537,750)	\$ 570,277

