

Statements of Financial Position

December 31, 2019 and 2018

	2019	2018
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 4,498,165	\$ 3,532,410
Restricted cash	101,867	443,923
Accounts receivable	3,177,817	2,371,508
Pledges receivable	1,156,572	1,485,666
Prepaid expenses	290,503	134,390
TOTAL CURRENT ASSETS	9,224,924	\$ 7,967,897
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NET PROPERTY AND EQUIPMENT	\$ 828,309	\$ 1,278,824
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Other Assets:		
Investments	\$ 14,236,596	\$ 12,743,272
Deposits	13,842	160,630
TOTAL OTHER ASSETS	14,250,438	12,903,902
TOTAL ASSETS	24,303,671	\$ 22,150,623
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LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 466,386	\$ 407,560
Deferred revenue	4,289,544	3,574,525
Deferred rent - current portion	272,320	239,860
Funds held for others	-	300,543
TOTAL CURRENT LIABILITIES	\$ 5,028,250	\$ 4,522,488
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Deferred Rent - noncurrent	566,592	939,951
TOTAL LIABILITIES	\$ 5,594,842	\$ 5,462,439
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Net assets without donor restrictions:		
Board designated	\$ 15,246,393	\$ 13,128,022
Undesignated	396,354	870,366
Net assets with donor restrictions	3,066,082	2,689,796
TOTAL NET ASSETS	\$ 18,708,829	\$ 16,688,184
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TOTAL LIABILITIES AND NET ASSETS	\$ 24,303,671	\$ 22,150,623

Statement of Activities

Years Ended December 31, 2019 and 2018

	2019	2018
REVENUE		
Contributions	\$ 763,635	\$ 672,407
In-kind contributions	159,579	141,061
Sponsorship revenue	2,662,844	2,416,000
Grant revenue	-	-
Fee for service revenue	9,480,274	9,252,311
Investment income	2,118,371	(1,274,722)
Other revenue	211,590	217,363
Net assets released from restrictions	3,186,207	3,186,606
TOTAL SUPPORT AND REVENUE	\$ 18,582,500	\$ 14,611,026
EXPENSES		
Program services:		
Leadership - EIG	\$ 3,465,362	\$ 3,394,323
Leadership - Agency/FFS	2,046,579	2,103,231
Leadership - Open Enrollment	1,404,856	1,821,345
Government Effectiveness	2,505,449	1,588,964
Workforce and Engagement	1,333,401	1,158,282
Federal Executive Networks	165,689	183,355
Presidential Transition	579,211	774,487
Communications	1,971,560	1,926,672
Government Affairs	683,684	664,860
TOTAL PROGRAM SERVICE EXPENSES	\$ 14,155,791	\$ 13,615,519
Supporting services:		
Operations	\$ 1,629,795	\$ 1,374,643
Development	1,152,555	1,158,614
TOTAL SUPPORTING SERVICES EXPENSES	2,782,350	2,533,257
TOTAL EXPENSES	\$ 16,938,141	\$ 16,148,776
CHANGES IN NET ASSETS	\$ 1,644,359	\$ (1,537,750)

