

Statement of Activities

Years Ended December 31, 2020 and 2019

	2020	2019
REVENUE		
Contributions	\$ 4,309,232	\$ 763,635
In-kind contributions	2,805,921	159,579
Sponsorship revenue	2,434,817	2,662,844
Grant revenue	-	-
Fee for service revenue	8,553,937	9,480,274
Investment income	2,152,359	2,118,371
Other revenue	72,418	211,590
PPP loan	1,570,000	
Net assets released from restrictions	5,774,120	3,186,207
TOTAL SUPPORT AND REVENUE	\$ 27,672,804	\$ 18,582,500
EXPENSES		
Program services:		
Leadership - EIG	\$ 3,296,530	\$ 3,465,362
Leadership - Agency/FFS	1,824,382	2,046,579
Leadership - Open Enrollment	1,632,759	1,404,856
Government Effectiveness	2,702,563	2,505,449
Workforce and Engagement	1,789,473	1,333,401
Federal Executive Networks	174,047	165,689
Presidential Transition	4,639,177	579,211
Communications	2,507,438	1,971,560
Government Affairs	1,103,993	683,684
TOTAL PROGRAM SERVICE EXPENSES	\$ 19,670,362	\$ 14,155,791
Supporting services:		
Operations	\$ 1,606,003	\$ 1,629,795
Development	1,052,070	1,152,555
TOTAL SUPPORTING SERVICES EXPENSES	2,658,073	2,782,350
TOTAL EXPENSES	\$ 22,328,435	\$ 16,938,141
CHANGES IN NET ASSETS	\$ 5,344,369	\$ 1,644,359

