

Statements of Financial Position

December 31, 2020 and 2019

	2020	2019
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 9,454,299	\$ 4,498,165
Restricted cash	2,633,814	101,867
Accounts receivable	2,067,419	3,177,817
Pledges receivable - current portion	284,350	1,156,572
Prepaid expenses	290,503	290,503
TOTAL CURRENT ASSETS	\$ 14,805,149	\$ 9,224,924
Pledges receivable - non-current portion	\$ 100,000	-
NET PROPERTY AND EQUIPMENT	\$ 403,911	\$ 828,309
Other Assets:		
Investments	\$ 16,321,844	\$ 14,236,596
Deposits	13,842	13,842
TOTAL OTHER ASSETS	16,335,686	14,250,438
TOTAL ASSETS	\$ 31,644,746	\$ 24,303,671
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 501,735	\$ 466,386
Deferred revenue	4,616,816	4,289,544
Deferred rent - current portion	299,970	272,320
TOTAL CURRENT LIABILITIES	\$ 5,418,521	\$ 5,028,250
Deferred Rent - noncurrent	148,379	566,592
TOTAL LIABILITIES	\$ 5,566,900	\$ 5,594,842
Net assets without donor restrictions:		
Board designated	\$ 17,385,110	\$ 15,246,393
Undesignated	3,602,006	396,354
Net assets with donor restrictions	5,090,730	3,066,082
TOTAL NET ASSETS	\$ 26,077,846	\$ 18,708,829
TOTAL LIABILITIES AND NET ASSETS	\$ 31,644,746	\$ 24,303,671

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

