

# Statements of Activities

## Years Ended December 31, 2021 and 2020

	2021	2020
<b>REVENUE</b>		
Contributions	\$ 4,741,041	\$ 4,785,817
In-kind contributions	293,659	2,805,921
Sponsorship revenue	2,853,578	2,434,817
Grant revenue	2,476,137	7,322,183
Fee for service revenue	10,426,078	8,553,937
Investment income	1,855,252	2,152,359
Other revenue	182,688	72,418
Paycheck Protection Program loan	-	1,570,000
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$ 22,828,433</b>	<b>\$ 29,697,452</b>
<b>EXPENSES</b>		
Program services:		
Leadership - EIG	\$ 2,657,975	\$ 3,296,530
Leadership - Agency/FFS	2,167,601	1,824,382
Leadership - Open Enrollment	1,855,934	1,632,759
Government Effectiveness	2,314,003	2,702,563
Workforce and Engagement	2,693,650	1,789,473
Federal Executive Networks	236,137	174,047
Presidential Transition	1,645,698	4,639,177
Communications	4,695,459	2,507,438
Government Affairs	2,010,463	1,103,993
Research, Data and Performance Insights	77,734	-
<b>TOTAL PROGRAM SERVICE EXPENSES</b>	<b>\$ 20,354,654</b>	<b>\$ 19,670,362</b>
Supporting services:		
Operations	\$ 1,664,227	\$ 1,606,003
Development	1,307,485	1,052,070
<b>TOTAL SUPPORTING SERVICES EXPENSES</b>	<b>2,971,712</b>	<b>2,658,073</b>
<b>TOTAL EXPENSES</b>	<b>\$ 23,326,366</b>	<b>\$ 22,328,435</b>
<b>CHANGES IN NET ASSETS</b>	<b>\$ (497,933)</b>	<b>\$ 7,369,017</b>

