

Statements of Financial Position

December 31, 2021 and 2020

	2021	2020
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 7,300,613	\$ 9,454,299
Restricted cash	1,365,791	365,267
Accounts receivable	4,297,322	2,633,814
Pledges receivable - current portion	200,000	2,067,419
Prepaid expenses	296,030	284,350
TOTAL CURRENT ASSETS	\$ 13,459,756	\$ 14,805,149
Pledges Receivable - Non-Current Portion	\$ 350,000	\$ 100,000
NET PROPERTY AND EQUIPMENT	\$ 65,334	\$ 403,911
Other Assets:		
Investments	\$ 16,418,936	\$ 16,321,844
Deposits	214,273	13,842
TOTAL OTHER ASSETS	16,663,209	16,335,686
TOTAL ASSETS	\$ 30,508,299	\$ 31,644,746
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$ 449,474	\$ 501,735
Deferred revenue	4,478,912	4,616,816
Deferred rent - current portion	-	299,970
TOTAL CURRENT LIABILITIES	\$ 4,928,386	\$ 5,418,521
Deferred Rent - noncurrent	-	148,379
TOTAL LIABILITIES	\$ 4,928,386	\$ 5,566,900
Net assets without donor restrictions:		
Board designated	\$ 19,240,362	\$ 17,385,110
Undesignated	2,346,019	3,602,006
Net assets with donor restrictions	3,993,532	5,090,730
TOTAL NET ASSETS	\$ 25,579,913	\$ 26,077,846
TOTAL LIABILITIES AND NET ASSETS	\$ 30,508,299	\$ 31,644,746

Statements of Activities

Years Ended December 31, 2021 and 2020

	2021	2020
REVENUE		
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
TOTAL SUPPORT AND REVENUE	\$ 22,828,433	\$ 29,697,452
EXPENSES		
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	-
TOTAL PROGRAM SERVICE EXPENSES	\$ 20,354,654	\$ 19,670,362
Supporting services:		
Operations	\$ 1,664,227	\$ 1,606,003
Development	1,307,485	1,052,070
TOTAL SUPPORTING SERVICES EXPENSES	2,971,712	2,658,073
TOTAL EXPENSES	\$ 23,326,366	\$ 22,328,435
CHANGES IN NET ASSETS	\$ (497,933)	\$ 7,369,017

