



THE PIEDMONT ENVIRONMENTAL COUNCIL

Financial Statements



For the Years Ended December 31, 2014 and 2013



**and
Report Thereon**



C O N T E N T S

	Page
INDEPENDENT AUDITOR'S REPORT	1 and 2
FINANCIAL STATEMENTS	
Statements of Financial Position	3
Statements of Activities	4
Statements of Cash Flows	5
Notes to Financial Statements	6 - 12
SUPPLEMENTARY INFORMATION	
Statement of Functional Expenses	13

INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of
The Piedmont Environmental Council
Warrenton, Virginia

Report on the Financial Statements

We have audited the accompanying financial statements of The Piedmont Environmental Council (the "Organization"), which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Basis for Qualified Opinion

As described in Note 1 to the financial statements, The Piedmont Environmental Council has not consolidated the financial statements of The Piedmont Foundation into these financial statements, which is required by accounting principles generally accepted in the United States of America.

Qualified Opinion

In our opinion, except for the effects of not consolidating The Piedmont Foundation as explained in the Basis for Qualified Opinion paragraph, the financial statements referred to above present fairly, in all material respects, the financial position of The Piedmont Environmental Council as of December 31, 2014 and 2013, and the changes in net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Other Matters

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The statement of functional expenses is presented for the purpose of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Gount, Hyde & Barbour, P.C.

Winchester, Virginia
April 3, 2015

THE PIEDMONT ENVIRONMENTAL COUNCIL

STATEMENTS OF FINANCIAL POSITION

as of December 31, 2014 and 2013

Assets	2014	2013
Current Assets		
Cash and cash equivalents	\$ 2,318,724	\$ 1,631,526
Corporate equity securities, at fair market value	--	10,133
Grants, pledges and other receivables	855,144	773,085
Notes receivable	1,809,300	2,109,300
Prepaid expenses and other assets	38,484	23,905
Total current assets	<u>5,021,652</u>	<u>4,547,949</u>
 Long-Term Assets		
Land held for conservancy, at cost	4,204,661	4,608,881
Net property and equipment	660,006	220,802
Land	76,206	76,206
Total long-term assets	<u>4,940,873</u>	<u>4,905,889</u>
 Total assets	<u>\$ 9,962,525</u>	<u>\$ 9,453,838</u>
 Liabilities and Net Assets		
 Current Liabilities		
Accounts payable and accrued expenses	\$ 589,645	\$ 612,677
Payable to The Piedmont Foundation	--	3,785
Notes payable	1,800,000	1,800,000
Total current liabilities	<u>2,389,645</u>	<u>2,416,462</u>
 Net Assets		
Unrestricted	1,618,971	1,479,833
Temporarily restricted	5,953,909	5,557,543
Total net assets	<u>7,572,880</u>	<u>7,037,376</u>
 Total liabilities and net assets	<u>\$ 9,962,525</u>	<u>\$ 9,453,838</u>

The accompanying notes are an integral part of these Financial Statements.

THE PIEDMONT ENVIRONMENTAL COUNCIL

STATEMENTS OF ACTIVITIES

For the Years Ended December 31, 2014 and 2013

	- - - - - 2014 - - - - -			- - - - - 2013 - - - - -		
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total 2014</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total 2013</u>
Revenue and Support						
Contributions and grants	\$ 3,580,109	\$ 1,710,645	\$ 5,290,754	\$ 3,591,307	\$ 3,086,366	\$ 6,677,673
Special events	382,697	--	382,697	338,879	--	338,879
Less: costs benefiting contributors	<u>(119,800)</u>	<u>--</u>	<u>(119,800)</u>	<u>(114,874)</u>	<u>--</u>	<u>(114,874)</u>
Special events, net of costs benefiting contributors	262,897	--	262,897	224,005	--	224,005
Interest and dividends	54,436	--	54,436	54,431	--	54,431
Net unrealized and realized gains (losses)	(2,050)	--	(2,050)	(546)	--	(546)
Other	14,479	--	14,479	67,138	--	67,138
Net assets released from restrictions:						
Satisfaction of program restrictions	<u>1,314,279</u>	<u>(1,314,279)</u>	<u>--</u>	<u>2,539,071</u>	<u>(2,539,071)</u>	<u>--</u>
Total revenue and support	<u>5,224,150</u>	<u>396,366</u>	<u>5,620,516</u>	<u>6,475,406</u>	<u>547,295</u>	<u>7,022,701</u>
Expenses						
Program Services:						
Conservation, stewardship and habitat	1,715,605	--	1,715,605	2,226,784	--	2,226,784
County issues and planning	1,137,950	--	1,137,950	849,801	--	849,801
Policy	641,175	--	641,175	608,661	--	608,661
Farms and food	293,436	--	293,436	431,373	--	431,373
Transportation and growth management	320,078	--	320,078	388,249	--	388,249
Outreach and education	<u>402,308</u>	<u>--</u>	<u>402,308</u>	<u>260,634</u>	<u>--</u>	<u>260,634</u>
Total program services	<u>4,510,552</u>	<u>--</u>	<u>4,510,552</u>	<u>4,765,502</u>	<u>--</u>	<u>4,765,502</u>
Supporting Services:						
Development and fundraising	343,997	--	343,997	375,446	--	375,446
General and administrative	<u>230,463</u>	<u>--</u>	<u>230,463</u>	<u>288,532</u>	<u>--</u>	<u>288,532</u>
Total supporting services	<u>574,460</u>	<u>--</u>	<u>574,460</u>	<u>663,978</u>	<u>--</u>	<u>663,978</u>
Total expenses	<u>5,085,012</u>	<u>--</u>	<u>5,085,012</u>	<u>5,429,480</u>	<u>--</u>	<u>5,429,480</u>
Change in net assets	139,138	396,366	535,504	1,045,926	547,295	1,593,221
Net assets, beginning of year	<u>1,479,833</u>	<u>5,557,543</u>	<u>7,037,376</u>	<u>433,907</u>	<u>5,010,248</u>	<u>5,444,155</u>
Net assets, end of year	<u>\$ 1,618,971</u>	<u>\$ 5,953,909</u>	<u>\$ 7,572,880</u>	<u>\$ 1,479,833</u>	<u>\$ 5,557,543</u>	<u>\$ 7,037,376</u>

The accompanying notes are an integral part of these Financial Statements.

THE PIEDMONT ENVIRONMENTAL COUNCIL

STATEMENTS OF CASH FLOWS

For the Years Ended December 31, 2014 and 2013

	2014	2013
Cash Flows From Operating Activities		
Change in net assets	\$ 535,504	\$ 1,593,221
Adjustments to reconcile change in net assets to net cash (used in) operating activities:		
Depreciation	27,047	28,014
Easement valuation adjustments on land held for conservancy	404,220	811,000
In-kind donations and other noncash items	(1,542,314)	(3,476,917)
Unrealized and realized losses on investments, net	2,050	546
Changes in assets and liabilities:		
(Increase) in receivables	(82,059)	(93,655)
Decrease (increase) in prepaid expenses and other assets	(14,579)	34,627
(Decrease) in accounts payable and accrued expenses	(23,032)	(60,714)
Net cash (used in) operating activities	(693,163)	(1,163,878)
Cash Flows Provided by Investing Activities		
Capital expenditures on office building	(466,251)	(19,020)
Proceeds from sale of land held for conservancy	-	1,009,780
Notes receivable (advances) repayments	300,000	(300,000)
Proceeds from sale of corporate equity securities	1,550,397	1,390,103
Net cash provided by investing activities	1,384,146	2,080,863
Cash Flows Provided by Financing Activities		
Proceeds from lines of credit	1,759,103	987,761
Principal payments on lines of credit	(1,762,888)	(983,976)
Net cash provided by (used in) financing activities	(3,785)	3,785
Increase in cash and cash equivalents	687,198	920,770
Cash and Cash Equivalents		
Beginning of year	1,631,526	710,756
End of year	\$ 2,318,724	\$ 1,631,526
Supplemental Cash Flow Information		
Interest paid	\$ 60,762	\$ 55,793
Noncash contributions	\$ 1,542,314	\$ 1,376,917
Noncash property donation	\$ -	\$ 2,100,000

The accompanying notes are an integral part of these Financial Statements.

THE PIEDMONT ENVIRONMENTAL COUNCIL

Notes to Financial Statements

1. Organization and Summary of Significant Accounting Policies

Organization

The Piedmont Environmental Council (the Council) was founded in 1972. The Council was organized to provide positive programs and professional planning assistance designed to preserve the traditional character and visual order of the countryside, towns and villages of the northern Piedmont region of Virginia, while providing for orderly economic progress sensitive to conservation of the land, water, air and other natural resources, as a legacy to generations to come.

Omission of the Foundation

The Council has elected to issue a separate statement for the Council, omitting the assets, liabilities and net assets, revenues and expenses, and cash flows of The Piedmont Foundation, Inc. (the Foundation), a separate corporation, albeit a related party. This was purposely done because a consolidated statement serves no purpose and is expensive to issue and have audited. Under accounting principles generally accepted in the United States of America, the Council and the Foundation are required to issue consolidated statements because the Directors of the Council elect the Directors of the Foundation. Audited financial statements for the Foundation are available under separate cover.

Cash and Cash Equivalents

Cash and cash equivalents include funds in checking accounts and money market funds. Cash on deposit at December 31, 2014 and 2013 may exceed the federally insured limit at times during the year.

Property and Equipment

Property and equipment are recorded at cost or, if donated, at fair market value on the date of donation, and are being depreciated using the straight-line method over the estimated economic useful life of three to thirty-one and one-half years with no salvage value. Maintenance and repairs are charged to expense when incurred, whereas major improvements are capitalized. Upon the retirement or disposal of assets, the cost and accumulated depreciation are eliminated from the accounts and the resulting gain or loss is charged to revenue and expenses.

Land and Land Interests

- **Land Held for Conservancy** is recorded at cost or, if donated, at the estimated fair market value of the land, as if restricted by an easement, on the date of the donation. The Council intends to place conservation easements or other restrictions on such property and resell or donate it to conservation buyers or other conservation organizations. Such lands are subsequently written down for declines in market values with the corresponding charge to operations. Upon sale, gains and losses are reported as increases and decreases, respectively, in the Statements of Activities.

- **Conservation easements** are intangible assets representing restrictions on the development of real property, conveyed by a property owner to the Council. The Council occasionally accepts and holds or co-holds these easements in order to protect the owned property in perpetuity. Conservation easements, by their nature, have no market value, as they cannot be sold or exchanged for remuneration. Thus, when the Council accepts an easement, either as a sole holder or as a co-holder, no revenue or expense is recorded. The Council holds or co-holds 53 conservation easements totaling 7,651 acres as of December 31, 2014.

Classification of Net Assets

The net assets of the Council are reported as follows:

- Unrestricted net assets represent the portion of expendable funds that are available for support of the Council's operations.
- Temporarily restricted net assets are those assets that have been specifically restricted by donors or grantors for various programs or future periods.
- Permanently restricted net assets are those assets that are restricted from use of the principal donated amount. The Council has no permanently restricted net assets as of December 31, 2014 or 2013.

Revenue Recognition

Contributions are recognized as revenue when they are received or unconditionally pledged.

The Council reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

The Council reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how these long-lived assets must be maintained, the Council reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Grants and pledges receivable represent amounts committed by donors that have not been received by the Council. All grants and pledges are expected to be collected within one year, or have been appropriately discounted if the terms of the receipt of grant funds extend beyond 12 months.

Contributions of services shall be recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation.

Membership dues are recognized as contributions and not dues since benefits received by members do not exceed benefits received by the general public from the Council’s efforts.

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. Contributions that are restricted by the donor and for which the restrictions do not fully expire in the reporting period are reported as temporarily restricted net assets in the Statement of Activities.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the Statement of Functional Expenses. Certain costs are allocated to the programs and supporting services based on actual aggregated salary expenses.

Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Advertising

The Council follows the policy of charging the cost of advertising to expense as incurred. Advertising expense was \$18,032 and \$11,386 for 2014 and 2013, respectively.

Fair Value Measurements

The carrying amounts of the Council’s financial instruments approximate their fair value.

2. Property and Equipment

The Council’s property and equipment consisted of the following at December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
Building and improvements	\$ 1,036,366	\$ 589,919
Furniture and equipment	<u>58,605</u>	<u>79,527</u>
Total property and equipment	1,094,971	669,446
Less accumulated depreciation	<u>(434,965)</u>	<u>(448,644)</u>
Net property and equipment	<u>\$ 660,006</u>	<u>\$ 220,802</u>

Depreciation expense was \$27,047 and \$28,014 for 2014 and 2013, respectively.

3. Lines of Credit and Notes Payable

The Council has a \$300,000 line of credit with Branch Banking and Trust, which expires on July 31, 2016. Funds drawn against this line accrued interest at the prime rate or 3.25% (whichever is higher) and are secured by a deed of trust. As of December 31, 2014 and 2013, the Council had no outstanding balance on this line of credit and interest expense was \$3,127 in 2014 and \$36 in 2013.

A second line of credit with Branch Banking & Trust for \$1,200,000 was closed in May of 2013.

The Council also had a \$670,000 line of credit with the Foundation, a related party, which was closed in May of 2013. Funds drawn against this unsecured line accrue interest at the average of 1) the Vanguard Admiral Money Market fund interest rate and 2) the Prime Rate less 0.25%. As of December 31, 2014 and 2013, the Council had no outstanding balance on this line of credit. Interest expense for this line of credit for 2014 and 2013 was \$0.

A second line of credit with the Foundation, for \$1,000,000 was reduced from \$1,200,000 in June of 2013. It has no expiration date and is callable upon 5 days written notice from the Foundation's Board of Directors. Funds drawn against this unsecured line accrued interest at the average of 1) the Vanguard Admiral Money Market fund interest rate and 2) the Prime Rate less 0.25%. As of December 31, 2014 and 2013, the Council had an outstanding balance of \$0 and \$3,785 respectively, on this line of credit. Interest expense for 2014 and 2013 was \$4,287 and \$1,758, respectively.

The Council entered into a loan agreement to borrow up to \$3,500,000 from a charitable trust, originally due on July 29, 2011 and subsequently extended to July 31, 2016. The note bears simple interest of 3% through July 31, 2012 due at maturity and interest accrued beginning on August 1, 2012 due quarterly, in arrears. In 2005, \$1,800,000 was advanced under this loan agreement, which was outstanding as of December 31, 2014 and 2013. The Council then loaned these funds to another entity (Gilbert's Corner, LLC) for the purpose of acquiring and limiting the development of land near Gilbert's Corner in Loudoun County, Virginia. The collateral and personal loan guarantees provided by the LLC and its general partner were accepted by the charitable trust as collateral on the Council's loan obligation. The loan agreement with the charitable trust also states that to the extent the Council is unable to collect its loan to the LLC, it will not have to repay the loan to the charitable trust. Interest expense on this note was \$54,000 in 2014 and 2013, offset by an equal amount of interest income on the note receivable described in Note 4 below.

4. Notes Receivable

The Council entered into an agreement with Gilbert’s Corner, LLC to loan the LLC up to \$3,500,000, originally due on July 29, 2011, subsequently extended to July 31, 2016 with simple interest of 3% due at maturity. The funds were to be used by the LLC to acquire and protect property near Gilbert’s Corner in Loudoun County, Virginia. The loan is secured by certain of the borrower’s assets and a guarantee by the general partner of the LLC. In 2005, \$1,800,000 was advanced under this loan agreement. In 2011, an additional \$9,300 was advanced, increasing the outstanding balance to \$1,809,300, the balance as of December 31, 2014 and 2013. Interest income from this note was \$54,276 in 2014 and 2013.

In 2013 the Council sold property and accepted a non- interest bearing note of \$300,000 as partial payment. The note was secured by the property and paid in full in 2014.

5. Post-Retirement Benefits

The Council has an employee retirement plan pursuant to Section 403(b) of the Internal Revenue Code. All permanent full-time employees who have successfully completed 12 months of service and 1,000 hours of work are eligible to participate in the plan. Employee contributions to the employee retirement plan are voluntary and are made with pre-tax payroll deductions of up to approximately 20% of participating employees’ compensation. Under the retirement plan, the Council may also contribute. The employer contribution for the 2014 and 2013 fiscal years was \$116,082 and \$121,283, respectively, which was included in salaries and benefits in the accompanying statement of functional expenses. Individual contracts under the plan provide for full and immediate vesting of both the employer's and employee's contributions.

6. Temporarily Restricted Net Assets

The Council receives grants and contributions from foundations, individuals, corporations, and The Piedmont Foundation as funding for certain programs and activities. A portion of these services will be performed during subsequent fiscal years; consequently, revenue from these grants and contributions is recognized as temporarily restricted revenue until the services are provided or the restrictions on the funds have been satisfied.

Temporarily restricted net assets at December 31, 2014 and 2013 are available for future expenditures in the following areas:

	<u>2014</u>	<u>2013</u>
Conservation	\$ 4,160,886	\$ 4,571,200
Farms and food	99,946	121,780
Transportation and growth management	61,169	153,515
Environmental education	27,902	72,706
County issues and planning	151,194	108,419
Policy	20,941	27,503
Plant and equipment	1,431,871	502,308
General	-	112
Total	<u>\$ 5,953,909</u>	<u>\$ 5,557,543</u>

Temporarily restricted assets available for conservation issues as of December 31, 2014 and 2013 include \$119,820 that was received from the Foundation in support of land conservancies.

7. Allocation of Joint Costs

The Council's policy is to allocate joint costs of informational materials and brochures that include fundraising appeals. No significant allocations were required during fiscal years ending December 31, 2014 and 2013.

8. Income Taxes

Under Section 501(c)(3) of the Internal Revenue Code, the Council is exempt from federal taxes on income other than net unrelated business income. As of December 31, 2014 and 2013, no provision for taxes was made, as the Council had no unrelated business income.

9. Related Party Transactions

During May of 2000, The Piedmont Foundation, a 501(c)(3) organization, became active. The Foundation's Board Members are elected by the Council's Board of Directors, thus making the two organizations related parties under accounting principles generally accepted in the United States of America. The Foundation was organized to support the activities of the Council, which includes holding and managing endowment funds, land conservation funds, major grants and other assets that may be contributed to the Foundation.

Related party transactions include:

- Foundation contributions totaling \$519,093 in 2014 and \$316,299 in 2013 to the Council in support of the Council's programs, development efforts, and general operations.
- Payment by the Foundation of a management fee of \$54,860 in 2014 and \$51,732 in 2013 for administrative and accounting services provided by the Council.
- As of December 31, 2014 and 2013, the Council owed the Foundation \$0 and \$3,785, respectively, on credit lines described in Note 3.
- As of December 31, 2014 the Foundation owed the Council \$39,119 which is included in Grants, pledges and other receivables on the Statements of Financial Position.

Former or current Board Members of the Council control or manage Gilbert's Corner, LLC, which borrowed \$1,809,300 on a \$3,500,000 note payable to the Council (see Note 4). The funds allowed the LLC to acquire land adjacent to Gilbert's Corner in Loudoun County, Virginia. The LLC plans to limit development of this property through conservation easements or other means and then sell the property to pay off the note. The Council's Board Members that control the LLC have agreed that, should there be any profit or other financial benefits as a result of this transaction, such profits will be donated to the Council.

10. Net Assets Released from Donor Restrictions

Net assets were released from donor restrictions during the years ended December 31, 2014 and 2013, by incurring expenses satisfying the restricted purposes or by the occurrence of other events specified by donors. Net assets were released during 2014 and 2013 in the following areas:

	<u>2014</u>	<u>2013</u>
Conservation	\$ 475,584	\$ 1,839,033
County issues	36,060	80,691
General operations	112	35,083
Transportation and growth management	116,346	389,834
Farms and food	90,034	85,067
Environmental education	63,227	41,868
Policy	53,631	48,475
Plant and equipment	<u>479,285</u>	<u>19,020</u>
	<u>\$ 1,314,279</u>	<u>\$ 2,539,071</u>

11. Commitments and Contingencies

Future minimum lease payments as of December 31, 2014 required under noncancellable operating leases expiring through 2017 are as follows:

**Year Ending
December 31,**

2015	\$ 166,068
2016	40,482
2017	<u>338</u>
Total	<u>\$ 206,888</u>

Rental expense, including month-to-month leases for the years ended December 31, 2014 and 2013 was \$146,023 and \$125,303, respectively.

12. Subsequent Events

The Council has evaluated all subsequent events through April 3, 2015, the date the financial statements are available. The Council has determined there are no subsequent events that require recognition or disclosure.

13. Commitments

As of December 31, 2014 the Council had a commitment of \$2,100,000 for construction of an addition and renovation of its office in Warrenton, Virginia.

THE PIEDMONT ENVIRONMENTAL COUNCIL

Statement of Functional Expenses

For the Year Ended December 31, 2014 with Comparative Totals for 2013

	Program Services						Supporting Services		Total 2014	Total 2013	
	Conservation, Stewardship and Habitat	County Issues and Planning	Policy	Farms and Food	Transportation and Growth Management	Outreach and Education	Total Program Services	Development and Fundraising			General and Administrative
Salaries and benefits	\$ 703,374	\$ 727,712	\$ 490,012	\$ 188,774	\$ 235,140	\$ 284,629	\$ 2,629,641	\$ 271,296	\$ 205,036	\$ 3,105,973	\$ 3,179,893
Professional fees	404,013	171,033	52,010	14,560	30,358	41,154	713,128	17,022	7,627	737,777	581,821
Development Rights Retired	404,220	--	--	--	--	--	404,220	--	--	404,220	811,000
Scholarships and donations	1,250	11,999	--	200	--	--	13,449	--	--	13,449	19,062
Printing, copying, and publications	10,586	9,035	5,027	26,468	2,820	8,567	62,503	18,029	46	80,578	108,457
Occupancy	16,430	87,813	24,185	3,975	18,818	6,118	157,339	5,713	4,317	167,369	149,117
Postage expense	4,432	3,939	1,872	23,403	1,640	3,573	38,859	3,239	474	42,572	51,031
Travel	27,239	19,168	5,871	8,867	1,884	8,848	71,877	5,910	941	78,728	85,853
Event services	3,626	23,358	5,312	159	3,800	1,886	38,141	60	36	38,237	69,939
Conferences and meetings	11,615	8,232	3,401	2,102	1,103	1,920	28,373	2,064	640	31,077	17,141
Telephone and internet	10,637	14,027	10,719	2,634	6,941	4,196	49,154	3,777	2,876	55,807	51,981
Web-based services	7,561	9,120	7,249	1,274	5,646	24,178	55,028	1,707	1,290	58,025	59,009
Office expenses and supplies	12,659	22,343	20,531	14,611	3,528	6,422	80,094	5,068	2,604	87,766	63,794
Dues and subscriptions	6,857	9,478	2,340	2,258	1,264	1,067	23,264	1,099	625	24,988	32,469
Depreciation	6,125	6,337	4,267	1,644	2,048	2,479	22,900	2,362	1,785	27,047	28,014
Insurance	9,869	4,285	3,045	1,233	1,170	1,757	21,359	1,568	1,112	24,039	15,399
Interest	55,679	1,737	1,170	451	561	679	60,277	648	489	61,414	55,793
Advertising	11,679	1,962	1,687	309	1,677	311	17,625	403	4	18,032	11,386
Taxes and other expenses	7,754	6,372	2,477	514	1,680	4,524	23,321	4,032	561	27,914	38,321
Total expenses	\$ 1,715,605	\$ 1,137,950	\$ 641,175	\$ 293,436	\$ 320,078	\$ 402,308	\$ 4,510,552	\$ 343,997	\$ 230,463	\$ 5,085,012	\$ 5,429,480