# FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION

FOR THE YEAR ENDED DECEMBER 31, 2016

TOGETHER WITH INDEPENDENT AUDITORS' REPORT

# FINANCIAL STATEMENTS AND SUPPLEMENTARY INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2016

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December 18, 2017

#### INDEPENDENT AUDITORS' REPORT

Board of Directors Onward! A Legacy Foundation Cortez, Colorado

We have audited the accompanying financial statements of **Onward!** A Legacy Foundation (a Colorado nonprofit corporation), which comprise the statement of financial position as of December 31, 2016, and the related statements of activities and cash flows for the year 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 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.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 auditors' 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 entity'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 entity'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 audit opinion.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Onward! A Legacy Foundation as of December 31, 2016, and the changes in its net assets and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

#### Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses is presented for purposes 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.

#### Report on Summarized Comparative Information

We have previously audited the Onward! A Legacy Foundation's financial statements for the year ended December 31, 2015, and we expressed an unmodified audit opinion on those audited financial statements in our report dated October 17, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

TAYLOR, ROTH AND COMPANY, PLLC CERTIFIED PUBLIC ACCOUNTANTS

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# STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2016 (WITH COMPARATIVE TOTALS FOR 2015)

		2016								2015	
	Unrestricted		Temporarily Restricted		Permanently Restricted		Total			Total	
Assets		400 400	_								
Cash and cash equivalents	\$	109,600	\$	645	\$	-	\$	110,245	\$	190,369	
Accounts receivable		100,816		-		-		100,816		1,756	
Grants receivable		11,113		-		-		11,113		8,064	
Pledge receivable		-				200,000		200,000		<b>-</b>	
Prepaid expenses		2,443		724		<b>-</b>	_	3,167		2,512	
Investments (Note 3)		427,260	1,5	05,041		211,166		,143,467	1	,931,944	
Total assets	\$	651,232	\$ 1,5	06,410	\$	411,166	\$ 2	,568,808	<u>\$ 2</u>	2,134,645	
<u>Liabilities and net assets</u> Liabilities											
Accounts payable	\$	2,914	\$	_	\$	_	\$	2,914	\$	2,763	
Payroll-related accruals		4,342		_		-	·	4,342	•	4,184	
Deferred revenue		· -		_		_		, -		900	
Agency funds payable (Note 4)		557,047						557,047		389,678	
Total liabilities		564,303						564,303		397,525	
Net assets											
Unrestricted			•								
Operating		74,909		-		-		74,909		63,350	
Board-designated											
endowment (Note 5)		12,020		_		-		12,020		12,020	
Temporarily restricted (Note 6)		-	1,5	06,410		-	1,	,506,410	1	,450,894	
Permanently restricted (Note 7)						411,166		411,166		210,856	
Total net assets		86,929	1,5	06,410		411,166	2	,004,505	1	,737,120	
Total liabilities and net assets	\$	651,232	\$ 1,5	06,410	\$	411,166	\$ 2,	,568,808	\$ 2	2,134,645	

# STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2016 (WITH COMPARATIVE TOTALS FOR 2015)

			2015				
	Unrestricte		emporarily Restricted	Permanently Restricted		Total	Total
Revenue and other support							
Contributions	\$ 7,603		149,502	\$ 200,310	\$	357,415	\$ 141,974
Investment income	12,038	3	161,032	-		173,070	(11,827)
Grants		-	58,507	-		58,507	23,252
Governmental grants and contracts		•	51,854	<b>.</b>		51,854	72,253
Special events		-	19,508	-		19,508	18,024
Less: direct cost of special events			(8,065)	-		(8,065)	(7,736)
Program fees	14,411		-	-		14,411	17,680
In-kind contributions (Note 8)	29,343	}	-	-		29,343	25,798
Net assets released from							
restrictions (Note 9)	376,822	<u> </u>	(376,822)				
Total revenue and other support	440,217	<u>′                                    </u>	55,516	200,310		696,043	279,418
Expense							
Program services							
Programs	183,989	)	-	-		183,989	180,374
Donor advised funds	78,280	)	-	-		78,280	67,400
Scholarship funds	75,743	;	-	-		75,743	91,295
Endowment funds	16,857	<u> </u>				16,857	10,991
Total program expense Supporting services	354,869	)	-	-		354,869	350,060
General and administrative	66,506	-				66 506	£1 000
	=		-	-		66,506	51,998
Fund-raising	7,283	<u> </u>				7,283	6,315
Total expense	428,658		-			428,658	408,373
Change in net assets	11,559	)	55,516	200,310		267,385	(128,955)
Net assets, beginning of year	75,370	<u> </u>	1,450,894	210,856	1	1,737,120	1,866,075
Net assets, end of year	\$ 86,929	<u> </u>	1,506,410	\$ 411,166	\$ 2	2,004,505	\$ 1,737,120

The accompanying notes are an integral part of these financial statements

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 2016 (WITH COMPARATIVE TOTALS FOR 2015)

	2016	2015
Cash flows from operating activities		
Change in net assets	\$ 267,385	\$ (128,955)
Adjustments to reconcile change in net assets	, ==:,,===	+ (===,,==)
to net cash provided by operating activities		
(Gains)losses on investments	(139,845)	84,054
Changes in operating assets and liabilities		
(Increase)decrease in accounts receivable	(99,060)	33
(Increase)decrease in grants receivable	(3,049)	8,863
(Increase)decrease in pledge receivable	(200,000)	-
(Increase)decrease in prepaid expenses	(655)	(243)
Increase(decrease) in accounts payable	151	(866)
Increase(decrease) in payroll-related accruals	158	2,129
Increase(decrease) in deferred revenue	(900)	900
Increase(decrease) in agency funds payable	167,369	(23,861)
Net cash provided(used) by operating activities	(8,446)	(57,946)
Cash flows from investing activities		
(Reinvestment) of investment earnings	(73,234)	(69,293)
(Purchases)redemptions or sale of investments	(98,813)	108,777
Proceeds from investments	100,369	70,000
Net cash provided(used) by investing activities	(71,678)	109,484
Net increase(decrease) in cash and cash equivalents	(80,124)	51,538
Cash and cash equivalents, beginning of year	190,369	138,831
Cash and cash equivalents, end of year	\$ 110,245	\$ 190,369

# NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 2016

#### NOTE 1 - NATURE OF ACTIVITIES

Onward! A Legacy Foundation (the Organization) is a not-for-profit organization located in Cortez, Colorado. The mission of the Organization is to provide opportunities to develop and maintain a sustainable resource base that will enhance the quality of life for residents in the Four Corners' communities. The Organization focuses its efforts on scholarships, civic beautification, social services, art and culture, and organization development. To achieve this mission, the Organization invests donor funds responsibly to preserve capital, provide growth, and earn income for grant making. The Organization is supported primarily by contributions and investment income.

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES

#### 1. Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting and accordingly reflect all significant receivables, payables, and other liabilities.

#### 2. Basis of Presentation

The Organization is required to report information regarding its financial position and activities according to three classes on net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

#### 3. Cash and Cash Equivalents

The Organization considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

#### 4. Restricted and Unrestricted Revenue

Contributions received are recorded as increases in unrestricted, temporarily restricted, or permanently restricted net assets, depending on the existence and/or nature of any donor restrictions.

The Organization's unrestricted assets consist of general funds, board-designated funds, and miscellaneous funds. Unrestricted miscellaneous funds are grass-roots activities organized by community groups which partner with the Organization in order to take advantage of the Organization's tax-exempt status and back office capabilities. The Organization takes responsibility for all aspects of the programs to ensure operations and management of funds are consistent with the mission and tax-exempt purpose of the Organization. The Organization retains final decision-making authority over these funds. Accordingly, these funds are recorded as unrestricted support when received.

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES (continued)

#### 4. Restricted and Unrestricted Revenue (concluded)

The Organization's temporarily restricted assets consist of donor advised funds, scholarship funds, and fiscal funds that are restricted for grant-making, scholarships for individuals, or fiscal sponsorship of certain activities. Based on the nature of the underlying agreements, these contributions are reported as temporarily restricted support when received. As the funds are spent for the intended purposes, the restrictions are released. The Organization receives advice from donors of donor advised funds regarding identifying grantees; however, the Organization retains final decision-making authority over these funds. The Organization considers donor advised funds restricted for grant-making purposes. An administrative fee is charged to these funds, based on agreements with the donors, which is recorded as unrestricted revenue by the general fund of the Organization.

#### 5. Donations

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of 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 Organization reports gifts of land, buildings, and equipment as unrestricted support unless the 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 donor stipulations regarding how long those long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

#### 6. Accounts, Grants, and Pledges Receivable

The Organization has not recorded an allowance for doubtful accounts as management believes receivables are fully collectible.

#### 7. Grants

Grants are not recorded as expense until distributed since the Organization reserves the right to rescind any unpaid grants.

#### 8. Estimates

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

#### 9. Income Taxes

The Organization has received an Internal Revenue Service exemption from federal income taxes under Section 501(c)(3). Accordingly, no provision or liability for income taxes has been provided in the accompanying financial statements.

#### NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES (concluded)

#### 10. Functional Reporting of Expenses

For the year ended December 31, 2016, the costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

#### 11. Fair Value Measurements

The Organization follows the provisions of the Fair Value Measurements and Disclosures Topic of FASB ASC, which require use of a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value into three levels: quoted market prices in active markets for identical assets and liabilities (Level 1); inputs other than quoted market prices that are observable for the asset or liability, either directly or indirectly (Level 2); and unobservable inputs for the asset or liability (Level 3).

#### 12. Summarized Prior-Year Information

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended December 31, 2015, from which the summarized information was derived.

#### 13. Reclassifications

Certain accounts in the prior-year financial statements have been reclassified for comparative purposes to conform to the presentation of the current year financial statements.

#### 14. Subsequent Events

Management has evaluated subsequent events through December 18, 2017, the date the financial statements were available to be issued.

#### NOTE 3 - <u>INVESTMENTS</u>

Investments are carried at market value and consisted of the following:

				1	Unrealized
		Cost	Fair	Ap	preciation
<u>Description</u>		Basis	 Value	(De	preciation)
Equities and equity funds	\$	1,017,109	\$ 1,307,114	\$	290,005
Corporate bonds and bond funds		662,394	638,529		(23,865)
Preferred stock		175,824	163,559		(12,265)
Government bonds		30,426	28,491		(1,935)
Certificates of deposit	_	5,774	 5,774		_
Total	\$_	1,891,527	\$ 2,143,467	\$	251,940

#### NOTE 3 - INVESTMENTS (continued)

Investment returns are summarized as follows:

<u>Description</u>		Amount
Interest and dividends	\$	73,234
Realized gains(losses)		(8,339)
Unrealized gains(losses)		148,184
Subtotal		213,079
Less: allocations to agency funds		(40,009)
Total	_\$_	173,070

The following table summarizes the levels in the fair value hierarchy into which the Organization's investments fall as of December 31, 2016:

<u>Description</u>	Total	Level 1	1	Level 2		Level 3
Equities	\$ 1,307,114	\$ 1,307,114	\$	_	\$	_
Corporate bonds	638,529	638,529		-		_
Preferred stock	163,559	163,559		-		_
Government bonds	28,491	28,491		-		-
Certificates of deposit	5,774	5,774			_	
Total	\$ 2,143,467	\$ 2,143,467	\$	<u>-</u>	\$	<u>-</u>

The Organization follows the Fair Value Measurements and Disclosures Topic of FASB ASC which requires enhanced disclosures about assets and liabilities that are measured and reported at fair value. The standard establishes a hierarchal disclosure framework which prioritizes and ranks the level of market price observability used in measuring investments at fair value. Market price observability is impacted by a number of factors, including the type of investment and the characteristics specific to the investment. Investments with readily available active quoted prices or for which fair value can be measured from actively quoted prices generally will have a higher degree of market price observability and a lesser degree of judgment used in measuring fair value.

Investments measured and reported at fair value are classified and disclosed in one of the following categories:

<u>Level 1</u> — Quoted prices are available in active markets for identical investments as of the reporting date. The Organization has investments in equities, mutual funds, corporate fixed income bonds, government securities, and certificates of deposit in this category.

<u>Level 2</u> – Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date. Fair value is determined through the use of models or other valuation methodologies. The Organization does not have any investments in this category.

<u>Level 3</u> – Pricing inputs are unobservable for the investment and include situations where there is little, if any, market activity for the investment. The inputs into the determination of fair value require significant management judgment or estimation. The Organization does not have any investments in this category.

#### NOTE 3 - INVESTMENTS (concluded)

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, an investment's level within the fair value hierarchy is based on the lowest level of input that is significant to the fair value measurement.

#### NOTE 4 - AGENCY FUNDS PAYABLE

When the Organization accepts a contribution from a donor and agrees to transfer those assets, the return on investment of those assets, or both to an entity specified by the donor, professional standards require that a liability be recorded, rather than a contribution. The Organization refers to such funds as agency funds. A liability is reported for these funds held for others and is included in the Statement of Financial Position as *Agency funds payable*. Receipts and disbursements related to these funds are excluded from revenues and expenses of the Organization.

#### NOTE 5 - BOARD-DESIGNATED ENDOWMENT

The principal invested in the board-designated endowment is intended to be held in perpetuity, with the income used exclusively for grant-making and other charitable works. Because the Board has control, the board-designated endowment is designated as unrestricted net assets. See Note 10 for additional information on the endowment funds.

#### NOTE 6 - TEMPORARILY RESTRICTED NET ASSETS

At year-end, temporarily restricted net assets are available for the following purposes:

<u>Description</u>	Amount
Donor advised funds	\$ 689,378
Scholarship funds	596,842
Fiscal funds and other sponsored direct programs	169,836
Endowment funds - investment income (Note 10)	50,354
Total	\$ 1,506,410

#### NOTE 7 - PERMANENTLY RESTRICTED NET ASSETS

At year-end, permanently restricted net assets are available for the following purposes:

Description	 Amount
Hoover Endowed Scholarship Fund	\$ 200,000
General Fund Endowment	105,920
Searle Community Endowment Fund	64,327
Cortez Public Library Endowment Fund	40,919
Total	\$ 411,166

See Note10 for additional information on the endowment funds.

#### NOTE 8 - IN-KIND CONTRIBUTIONS AND RELATED PARTIES

The Organization's Executive Director owns an accounting firm, Forth & Associates, located in Cortez, Colorado, which is where the Organization's office is located. Forth & Associates provides the office space, office equipment, and general office support for the Organization. The Organization paid the Executive Director \$9,000 during 2016. The Organization paid Forth and Associates \$6,075 during 2016 for general bookkeeping and office support. The difference between these payments and the value of the time spent working on activities of the Organization is recorded as an in-kind contribution of professional services. During the year ended December 31, 2016, the in-kind contribution recorded was \$29,131.

Certain members of the Board of Directors and/or their immediate relatives are distribution advisors to certain funds held by the Organization.

#### NOTE 9 - <u>NET ASSETS RELEASED FROM RESTRICTIONS</u>

During the year, net assets were released from donor restrictions by incurring expenses satisfying the restricted program purposes:

Description		Amount
Fiscal funds and other sponsored direct programs	\$	199,420
Scholarship funds		82,266
Donor advised funds		78,280
Endowment funds		16,856
Total	_\$_	376,822

#### NOTE 10 - ENDOWMENT FUNDS

The Organization's endowments consist of three individual funds established for a variety of purposes and, as required by generally accepted accounting principles, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors ensures that in all aspects of institutional funds management, the Organization acts in compliance with the Uniform Prudent Management of Institutional Funds Act (UPMIFA) as stated in Colorado Revised Statutes 15-1-1101 through 1110, as well as all other applicable state and federal laws. The "prudent investor rule" states that in managing its institutional funds, the Organization and its agents shall act in good faith with the care that an ordinarily prudent person in a like position would exercise under similar circumstances. In the preservation of the endowment fund, primary consideration is given to donor intent as expressed in a gift instrument and as expressly enumerated in prudence factors in UPMIFA.

#### NOTE 10 - ENDOWMENT FUNDS (continued)

The Organization classifies as permanently restricted net assets the original value of gifts donated to the permanent endowment and the original value of subsequent gifts to the permanent endowment. In accordance with the Foundation's interpretation of UPMIFA, any remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as unrestricted net assets or temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the donor's intent as stated in the gift instrument. In making a determination to appropriate or accumulate donor-restricted endowment funds, the Organization shall act in good faith and if relevant, considers the following factors: (1) the duration and preservation of the endowment fund; (2) the purposes of the institution and the endowment fund; (3) general economic conditions; (4) the possible effect of inflation or deflation; (5) the expected total return from income and the appreciation of investments; (6) other resources of the institution; and (7) the investment policy of the institution.

Endowment Investment Objective. The Organization's primary objectives in managing endowments are to create a steady stream of revenue to support its mission, to preserve the purchasing power of the endowment in perpetuity, and to achieve the highest total return with a reasonable level of risk.

Endowment Spending Policy. The Organization has adopted investment and spending polices, approved by the Board of Directors, for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of these endowment assets over the long-term. The Organization's spending and investment policies work together to achieve this objective. The investment policy establishes an achievable return objective through diversification of asset classes. The current long-term return objective is to return 5%, net of investment fees. Actual returns in any given year may vary from this amount. To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places an emphasis on corporate bonds and equity-based investments to achieve its long-term return objectives within prudent risk parameters.

Originally contributed endowment principal is maintained in permanently restricted net assets; accumulated net earnings and appreciation and depreciation on related investments are recorded in unrestricted or temporarily restricted net assets as specified by the donor.

Endowment asset composition as of December 31, 2016, consisted of donor-restricted and board-designated funds. From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Organization to retain as a fund of perpetual duration. There were no deficiencies as of December 31, 2016. Endowment assets are included with investments on the statement of financial position.

## NOTE 10 - ENDOWMENT FUNDS (concluded)

Changes in endowment assets as of December 31, 2016, are as follows:

<u>Description</u>		estricted Board- esignated	mporarily Restricted		manently Restricted		Total
Endowment assets, beginning of year	\$	12,020	\$ 40,609	\$	210,856	\$	263,485
Contributions Investment income Appropriation of endowment	•	-	26,602		200,310		200,310 26,602
assets for expenditure		<u>-</u>	 (16,857)				(16,857)
Total	\$	12,020	\$ 50,354	_\$_	411,166	_\$_	473,540

# NOTE 11 - CONCENTRATION OF RISK

The Organization holds investments in two brokerage accounts that are subject to market value fluctuation.

SUPPLEMENTARY INFORMATION	

# SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED DECEMBER 31, 2016 (WITH COMPARATIVE TOTALS FOR 2015)

			2016	•		<del></del>			2015
	Program Services				Supporting Services				
		Donor	C-111			General	<b>1</b>		
	D.,,	Advised	Scholarship	Endowment	T . 4 . 1	and	Fund-	Personal of	<b>7</b> 0 ( 1)
	Programs	Funds	Funds	Funds	Total	Admin	raising	Total 7 100 52 6	Total
Salaries	\$ 82,746	\$ -	\$ -	\$ -	\$ 82,746	\$ 25,790	\$ -	\$ 108,536	\$ 77,447
Payroll taxes and benefits	7,000			<del>-</del> ,	7,000	2,321	No. of the second second	9,321	6,808
Grants and scholarships	28,500	75,300	67,886	16,800	188,486			188,486	200,229
Program supplies	42,871	2,980	879	<b>-</b> .	46,730	<u>-</u>		46,730	42,952
Professional services - in-kind (Note 8)	_			· · · · · · · · · · · · · · · · · · ·		21,848	7,283	29,131	25,260
Accounting services		=	. <u>-</u>		-	12,050		12,050	11,965
Professional services	4,540	: =	1,925	<u>-</u>	6,465	126		6,591	
Meals	5,791			<u>-</u> :	5,791	72		5,863	6,328
Travel	3,523	=	<b>-</b>	<u>-</u>	3,523	<u> </u>	·	3,523	3,255
Occupancy	2,387		<u>-</u>		2,387		-	2,387	2,559
Insurance	444	<u> </u>	tuta Kanada terba <del>T</del> ati	-	444	1,093	_	1,537	1,390
Dues and subscriptions	1,034	<b>-</b>	125		1,159	209	<b>4</b> ,	1,368	1,899
Website development	1,115	<b>=</b>	_		1,115	131	<u>-</u>	1,246	2,329
Marketing and advertising	88	<del>-</del>		52	140	18	en en en <u>e</u> e	158	2,757
Contract labor		-	_	<u> </u>		<u>-</u>	-	<b>-</b>	11,380
Supplies			en film og grenne en	· · · · · · · · · · · · · · · · · · ·	_	-	-	<del>-</del>	1,986
All other	3,950		4,928	5	8,883	2,848	-	11,731	9,829
Total	\$ 183,989	\$ 78,280	\$ 75,743	\$ 16,857	\$ 354,869	\$ 66,506	\$ 7,283	\$ 428,658	\$ 408,373