

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

INDEPENDENT AUDITOR'S REPORT
AND
FINANCIAL STATEMENTS

For the Year Ended
June 30, 2017

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

INDEPENDENT AUDITOR'S REPORT AND FINANCIAL STATEMENTS
For the Year Ended June 30, 2017

TABLE OF CONTENTS

	<u>PAGE</u>
INDEPENDENT AUDITOR'S REPORT	1 - 2
 FINANCIAL STATEMENTS	
Statements of Financial Position	3
Statements of Activities	4
Statements of Changes in Net Assets	5
Statements of Functional Expenses	6
Statements of Cash Flows	7
 NOTES TO FINANCIAL STATEMENTS	 8 - 13
 SUPPLEMENTAL SCHEDULES	
Combining Statements of Financial Position (Schedule I).....	15
Combining Statements of Activities (Schedule II).....	16

Independent Auditor's Report

To the Management
United Cerebral Palsy Association of San Luis Obispo County, Inc.
San Luis Obispo, California

Report on the Financial Statements

I have audited the accompanying financial statements of United Cerebral Palsy Association of San Luis Obispo County, Inc. (a non-profit organization) which comprise the statements of financial position as of June 30, 2017, and the related statements of activities, changes in net assets, functional expenses, 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 the financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audits. I conducted my audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audits 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 risks of material misstatement of the financial statement, 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.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of United Cerebral Palsy Association of San Luis Obispo County, Inc. as of June 30, 2017, and the results of its operations and its cash flows for the year then ended, in accordance with accounting principles generally accepted in the United States of America.

Supplemental Information

My audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The combining statements listed in the table of contents are presented for purposes of additional analysis and are 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 my opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

CROSBY COMPANY
Certified Public Accountant
San Luis Obispo, California

November 28, 2017

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

STATEMENTS OF FINANCIAL POSITION
June 30, 2017
(With comparative totals for June 30, 2016)

ASSETS

Current assets:

Cash and cash equivalents
Accounts receivable
Prepaid expenses
Deposit

Total current assets

Property and equipment:

Property and equipment, net accumulated depreciation of \$5,148,462
for June 30, 2017 and \$4,791,412 for June 30, 2016, respectively.

Total assets

	<u>2017</u>	<u>2016</u>
	\$ 67,867	\$ 65,720
	481,856	381,342
	47,671	53,179
	15,735	14,839
	613,129	515,080
	426,180	702,548
	\$ 1,039,309	\$ 1,217,628

LIABILITIES AND NET ASSETS

Current liabilities:

Accounts payable
Accrued expenses
Deposits
Deferred revenue
Line of credit
Loans payable - current portion

Total current liabilities

Long-term liabilities:

Loans payable - net current portion

Total long-term liabilities

Total liabilities

Net assets:

Temporarily restricted
Unrestricted

Total net assets

Total liabilities and net assets

	\$ 319,079	\$ 237,749
	294,478	270,879
	-	43,870
	111,653	84,573
	191,152	74,940
	17,024	128,325
	933,386	840,336
	10,670	23,733
	10,670	23,733
	944,056	864,069
	5,000	5,000
	90,253	348,559
	95,253	353,559
	\$ 1,039,309	\$ 1,217,628

The accompanying notes are an integral part of this financial statement

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

STATEMENTS OF ACTIVITIES
For the Year Ended June 30, 2017
(With comparative totals for June 30, 2016)

	<u>2017</u>	<u>2016</u>
<i>Revenue, gains and support:</i>		
Transportation	\$ 4,736,545	\$ 4,569,354
Program income	845,140	904,064
Grant income	432,648	574,558
Contributions	11,691	13,255
Special event, net expenses of \$18, 298 for June 30, 2017 and \$16,052 for June 30, 2016, respectively.	15,175	24,220
Investment income	87	24
Gain on sale of equipment	100	(5,364)
Other income	15,365	6,177
Total revenue, gains and support	6,056,751	6,086,288
<i>Functional expenses:</i>		
Program services	5,917,552	6,283,927
Management and general	381,801	354,662
Fundraising	15,704	9,403
Total expenses	6,315,057	6,647,992
Change in net assets	\$ (258,306)	\$ (561,704)

The accompanying notes are an integral part of this financial statement

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

STATEMENTS OF CHANGES IN NET ASSETS
For the Year Ended June 30, 2017
(With comparative totals for June 30, 2016)

Net assets - June 30, 2015:	\$ 915,263
Change in net assets	(561,704)
Net assets - June 30, 2016:	353,559
Change in net assets	(258,306)
Net assets - June 30, 2017:	<u>\$ 95,253</u>

The accompanying notes are an integral part of this financial statement

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

STATEMENTS OF FUNCTIONAL EXPENSES
For the Year Ended June 30, 2017
(With comparative totals for June 30, 2016)

	Year Ended June 30, 2017				2016 Totals
	Program Services	Management & General	Fund Raising	Totals	
Expenses:					
Salaries and wages	\$ 2,414,551	\$ 190,312	\$ 3,216	\$ 2,608,079	\$ 2,659,010
Payroll taxes	165,962	16,214	310	182,486	187,202
Employee benefits	310,486	53,376	452	364,314	385,106
Accounting	5,145	59,771	819	65,735	64,836
Advertising and marketing	30,541		3,516	34,057	42,541
Bank charges	8,928			8,928	9,498
Computer expense	15,557	3,109	985	19,651	16,011
Depreciation	357,050			357,050	583,329
Insurance	234,613	8,340	949	243,902	229,961
Interest	31,650			31,650	35,526
Legal and professional	14,796	4,288		19,084	7,134
Licenses and fees	9,620			9,620	10,594
Membership dues	4,194			4,194	6,359
Miscellaneous expense	870			870	5,327
Occupancy	92,133	6,628	801	99,562	94,504
Parking expense	935			935	1,603
Postage	492	271	895	1,658	2,850
Printing	5,297	895	645	6,837	9,855
Program expense	263,818			263,818	93,993
Repairs and maintenance	301,432			301,432	322,754
Risk management	3,694			3,694	4,975
Supplies	9,818	2,783	982	13,583	19,327
Telephone and communication	54,397	5,702	291	60,390	61,867
Tour expense	147,986			147,986	275,981
Training and education	4,610	1,659	152	6,421	8,961
Transportation	1,324,980		1,691	1,324,980	1,405,668
National share and awards	103,997	28,453		134,141	48,468
Total expenses	\$ 5,917,552	\$ 381,801	\$ 15,704	\$ 6,315,057	\$ 6,593,240

The accompanying notes are an integral part of this financial statement

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

STATEMENTS OF CASH FLOWS
For the Year Ended June 30, 2017
(With comparative totals for June 30, 2016)

	2017	2016
Cash flows from operating activities:		
Change in net assets	\$ (258,306)	\$ (561,704)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	357,050	553,460
(Gain) loss on disposal of equipment	(100)	5,364
Changes in assets and liabilities		
Decrease in accounts receivable	(100,514)	(15,047)
(Increase) decrease in prepaid expenses	5,508	(5,672)
Increase in deposits	(896)	(567)
Increase in accounts payable	81,330	117,534
Increase in accrued expenses	23,599	64,820
Increase (decrease) in deposits	(43,870)	17,754
Increase in deferred revenue	27,080	25,160
Net cash flows provided by operating activities	90,881	201,102
Cash flows from investing activities:		
Purchase of equipment	(80,682)	(69,583)
Proceeds from disposal of equipment		11,550
Net cash flows used by investing activities	(80,682)	(58,033)
Cash flows from financing activities:		
Proceeds from line of credit	116,212	74,607
Payment on long-term notes	(124,364)	(172,743)
Net cash flows used by financing activities	(8,152)	(98,136)
Net change in cash and cash equivalents:	2,047	44,933
Cash and cash equivalents at beginning of period:		
Cash and cash equivalents	65,720	20,787
Cash and cash equivalents at end of period:		
Net cash and cash equivalents	\$ 67,867	\$ 65,720

Supplemental schedule of noncash investing and financing activities:
Interest paid

\$ 31,650	\$ 22,550

The accompanying notes are an integral part of this financial statement

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE 1: HISTORY AND ORGANIZATION

United Cerebral Palsy Association of San Luis Obispo County, Inc. (UCP) is a non-profit, non-stock corporation, public benefit organization organized under the laws of the State of California, in 1994, and is dedicated to further, by public education, the knowledge of the causes and treatments of Cerebral Palsy and other developmental disabilities and to promote public awareness of the capabilities of people with such disabilities; to provide community access for developmentally disabled people and their families; to solicit, collect and otherwise raise money for the above purposes. Originally, the organization was borne out of a transfer of assets and associated liabilities from United Cerebral Palsy Association of California, Inc.

Description of Programs

1. **United Cerebral Palsy** program offers services for individuals with Cerebral Palsy and other developmental disabilities, designed to provide and allow them to be a part of the community. Services offered for children and their families include respite care, social facilitation, sibling support groups, family advocacy network, parents helping parents, and programs allowing parents time away from home. Adults services include Community Interaction Program (CIP) transportation, leisure club events, tours, weeklong camp, and informational and referral services in San Luis Obispo County.
2. **Ride-On** program was established to fulfill the need for social service transportation. Rides are available to the disabled as well as non-disabled persons. Fees are charged at the same rate for each passenger.
3. **Transportation Management Association (TMA)** program uses Ride-On vehicles to encourage group transportation with vanpools and shuttles to reduce traffic congestion and air pollution throughout San Luis Obispo County.

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Accounting

The financial statements are presented on the accrual basis of accounting. The financial resources are maintained in accordance with the principles of fund accounting.

The **unrestricted operating fund** is utilized to record contributions, fund-raising, fees and other forms of unrestricted revenue and expenditures related to the general operations and fund-raising efforts of the Organization.

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

The *temporarily restricted fund* is utilized to record resources received by the Organization that are temporarily restricted as to use by the donor or grantor. When the restriction expires, the net assets of this fund are reclassified to unrestricted net assets.

Estimates

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

Cash and Cash Equivalents

Cash and cash equivalents includes all liquid investments including money market accounts and certificates of deposits.

Accounts Receivable

Management has determined that an allowance for doubtful accounts receivable would be zero based on the organization's credit policies, prior collection experience, and the type of customers associated with UCP.

Property and Equipment

Property and equipment are recorded at cost and at fair market value at the date of gift, for items contributed. Repairs and maintenance are charged to expense when incurred. Depreciation expense is calculated on the straight-line method over the useful life of the related asset.

Income Tax

UCP is recognized by the Internal Revenue Service as a qualified section 501(c)(3), non-profit organization, and as such, is not liable for Federal income or State franchise tax.

Functional Allocation of Expenses

The costs of providing the various programs and activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE 2: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Donor Imposed Restrictions

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily or permanently restricted support that increases those net asset classes. However, if a restriction is fulfilled in the same time periods in which the contribution is received, the Organization reports the support as unrestricted.

NOTE 3: PROPERTY AND EQUIPMENT

Summaries of fixed assets by major classifications are as follows:

	June 30, <u>2016</u>	<u>Additions</u>	<u>Deletions</u>	June 30, <u>2017</u>
Vehicles	\$ 4,935,309	\$	\$	\$ 4,935,309
Furniture and equipment	<u>558,651</u>	<u>80,682</u>	<u> </u>	<u>639,333</u>
	5,493,960	<u>\$ 80,682</u>	<u>\$</u>	5,574,642
Less: accumulated depreciation	<u>(4,791,412)</u>	<u>\$ (357,050)</u>	<u>\$</u>	<u>(5,148,462)</u>
Total property and equipment	<u>\$ 702,548</u>			<u>\$ 426,180</u>

Depreciation expense for the year ended June 30, 2017 was \$357,050.

NOTE 4: DONATED MATERIALS AND SERVICES

UCP receives donations of time and services from members of the community and volunteers. The value of these donations is not reflected in the accompanying financial statements since no objective basis is available to measure the value of these services. In-kind donations of fixed assets and supplies used directly by the organization are valued at their appraised values at the time of the receipt.

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE 5: ACCRUED EXPENSES

Accrued expenses at June 30, 2017 consist of the following:

Accrued salaries	\$	127,608
Accrued vacation		165,584
Accrued employee benefits		<u>1,287</u>
Total accrued expenses	\$	<u><u>294,479</u></u>

Compensated absences are calculated using vacation days earned at the individual employee's current hourly rate. Full-time UCP employees can earn up to 150 hours of paid leave time per year, depending on years of service.

NOTE 6: CONCENTRATIONS

The Tri Counties Regional Center provides funds for transportation services provided by the Organization. Total Tri Counties Regional Center funding for the year ended June 30, 2017 was \$2,250,000, which represents approximately 38% of the Organization's total support revenue sources.

The Organization maintains its cash in several financial institutions. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. There were no uninsured cash balances at June 30, 2017.

NOTE 7: LINE OF CREDIT

A line of credit was established with Rural Community Assistance Corporation of California for \$300,000. This line of credit had a \$191,152 balance at June 30, 2017 and is due December 31, 2017. The current interest rate is fixed at 6.875%.

NOTE 8: COMPARATIVE FINANCIAL 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 U.S. Generally Accepted Accounting Principles (GAAP). Accordingly, such information should be read in conjunction with the chapter's financial statements for the year ended June 30, 2016, from which the summarized information was derived.

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE 9: NOTES PAYABLE

Notes payable consist of the following:

	June 30, <u>2016</u>	<u>Additions</u>	<u>Payments</u>	June 30, <u>2017</u>
Heritage Oaks Bank (four notes), various dates, secured by equipment, monthly payments of \$4,467.39, include interest at 6.25% to 6.5%, due dates from October 2015 through April 2019.	\$ 39,340	\$ -	\$ 16,374	\$ 22,966
Crossroads (six notes), various dates, secured by equipment, monthly payments of \$6,331.78, include interest at 5.48% to 7%, due June 2016 through June 2017.	50,540		50,540	-
Union Bank (three notes), various dates, secured by equipment, monthly payments of \$5,960.40, include interest at 5.5% to 6.5%, due dates from January 2017 through July 2017.	62,178		57,450	4,728
	<u>152,058</u>	<u>-</u>	<u>124,364</u>	<u>27,694</u>
Total notes payable	\$ <u>152,058</u>	\$ <u>-</u>	\$ <u>124,364</u>	\$ <u>27,694</u>
Current notes payable	\$ <u>128,325</u>			\$ <u>17,024</u>
Long-term notes payable	\$ <u>23,733</u>			\$ <u>10,670</u>

Required principal and interest payments for the next two years are as follows:

Year Ending June 30,	<u>Principal</u>	<u>Interest</u>	<u>Total</u>
2018	\$ 17,024	\$ 1,090	\$ 18,114
2019	<u>10,670</u>	<u>304</u>	<u>10,974</u>
Totals	\$ <u>27,694</u>	\$ <u>1,394</u>	\$ <u>29,088</u>

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

NOTES TO FINANCIAL STATEMENTS

June 30, 2017

NOTE 10: LEASE COMMITMENTS

The Organization leases facilities under four separate lease agreements; the Corporate office, the storage yard, and the vehicle maintenance facilities.

The storage yard, vehicle maintenance facilities, South County office and ranch facilities leases are on a month to month basis. Currently the monthly rent is \$800, \$1,690, and \$650, respectively.

The Corporate office lease was dated April 1, 2009 and expired March 31, 2014. A five year renewal option was exercised on April 1, 2014, extending the lease through March 31, 2019. The monthly payments are currently \$6,350.

Minimum future lease payments are, as follows:

Year Ending June 30,	Payment <u>Total</u>
2018	\$ 73,605
2019	<u>56,844</u>
Totals	\$ <u>130,449</u>

NOTE 11: SUBSEQUENT EVENTS

UCP has evaluated events subsequent to June 30, 2017, to assess the need for potential recognition or disclosures in the financial statements. Such events were evaluated through November 28, 2017, the date these financial statements were available to be issued. Based upon this evaluation, it was determined that no other subsequent events occurred that require recognition or additional disclosure in the financial statements.

SUPPLEMENTAL SCHEDULES

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

SUPPLEMENTAL SCHEDULE I
COMBINING STATEMENTS OF FINANCIAL POSITION
June 30, 2017

(With comparative totals for June 30, 2016)

	Year Ended June 30, 2017				2016 Totals
	United Cerebral Palsy	Ride-On	Transportation Management Association	Totals	
ASSETS					
Current assets:					
Cash and cash equivalents	\$ 55,218	\$ 11,024	\$ 1,625	\$ 67,867	\$ 65,720
Accounts receivable	66,087	379,463	36,306	481,856	381,342
Prepaid expenses	-	47,671		47,671	53,179
Due from other funds			1,024,095	1,024,095	1,038,040
Deposit		15,735		15,735	14,839
Total current assets	121,305	453,893	1,062,026	1,637,224	1,553,120
Property and equipment:					
Property and equipment, net of accumulated depreciation		426,180		426,180	702,548
Total assets	\$ 121,305	\$ 880,073	\$ 1,062,026	\$ 2,063,404	\$ 2,255,668
LIABILITIES AND NET ASSETS					
Current liabilities:					
Accounts payable	\$ 22,686	\$ 293,734	\$ 2,659	\$ 319,079	\$ 237,749
Accrued expenses	64,894	219,092	10,492	294,478	270,879
Due to other funds	251,223	772,872		1,024,095	1,038,040
Deposits	-		-	-	43,870
Deferred revenue	111,653			111,653	84,573
Line of credit		191,152		191,152	74,940
Loans payable - current portion		17,024		17,024	128,325
Total current liabilities	450,456	1,493,874	13,151	1,957,481	1,878,376
Long-term liabilities:					
Loans payable - net current portion		10,670		10,670	23,733
Total long-term liabilities	-	10,670	-	10,670	23,733
Total liabilities	450,456	1,504,544	13,151	1,968,151	1,902,109
Net assets:					
Temporarily restricted	5,000			5,000	5,000
Unrestricted	(334,151)	(624,471)	1,048,875	90,253	348,559
Total net assets	(329,151)	(624,471)	1,048,875	95,253	353,559
Total liabilities and net assets	\$ 121,305	\$ 880,073	\$ 1,062,026	\$ 2,063,404	\$ 2,255,668

The accompanying notes are an integral part of this financial statement

**UNITED CEREBRAL PALSY ASSOCIATION
OF SAN LUIS OBISPO COUNTY, INC.**

SUPPLEMENTAL SCHEDULE II
COMBINING STATEMENTS OF ACTIVITIES
For the Year Ended June 30, 2017
(With comparative totals for June 30, 2016)

	Year Ended June 30, 2017				2016 Totals
	United Cerebral Palsy	Ride-On	Transportation Management Association	Totals	
Revenue, gains and support:					
Transportation		\$ 4,143,958	\$ 592,587	\$ 4,736,545	\$ 4,569,354
Program income	845,140			845,140	904,064
Grant income	151,067	304,117	(22,536)	432,648	574,558
Contributions	11,691			11,691	13,255
Special event net expenses	15,175			15,175	24,220
Investment income	11	76		87	24
Gain (loss) on sale of equipment		100		100	(5,364)
Other income	4,789	9,789	787	15,365	6,177
Total revenue, gains and support	1,027,873	4,458,040	570,838	6,056,751	6,086,288
Expenses:					
Salaries and wages	404,287	2,114,286	89,506	2,608,079	2,678,450
Payroll taxes	22,080	153,786	6,620	182,486	190,880
Employee benefits	22,124	336,106	6,084	364,314	429,814
Accounting	10,278	48,861	6,596	65,735	64,737
Advertising and marketing	15,671	16,911	1,475	34,057	35,814
Bank charges	1,420	1,190	6,318	8,928	12,084
Computer expense	866	18,785		19,651	21,485
Depreciation		357,050		357,050	553,460
Insurance		243,902		243,902	237,344
Interest	459	31,181	10	31,650	22,550
Legal and professional	1,120	16,626	1,338	19,084	7,000
Licenses and fees		9,620		9,620	8,668
Membership dues	1,034	2,360	800	4,194	10,866
Miscellaneous expense	92	778		870	5,542
Occupancy	19,550	63,242	16,770	99,562	99,096
Parking expense		16	919	935	860
Postage	480	1,160	18	1,658	2,252
Printing	2,060	4,307	470	6,837	11,962
Program expense	263,818			263,818	187,547
Repairs and maintenance	5,590	289,691	6,151	301,432	304,994
Risk management		3,694		3,694	8,561
Supplies	3,452	10,023	108	13,583	10,618
Telephone and communication	2,010	57,773	607	60,390	52,521
Tour expense	147,986			147,986	237,203
Training and education	1,193	5,228		6,421	7,733
Transportation	83,069	828,244	413,667	1,324,980	1,400,709
National share and awards	48,828	85,313		134,141	45,242
Total expenses	1,057,467	4,700,133	557,457	6,315,057	6,647,992
Change in net assets	(29,594)	(242,093)	13,381	(258,306)	(561,704)
Net assets - beginning of period	(299,557)	(382,378)	1,035,494	353,559	915,263
Net assets - end of period	\$ (329,151)	\$ (624,471)	\$ 1,048,875	\$ 95,253	\$ 353,559

The accompanying notes are an integral part of this financial statement