(a not-for-profit organization)

# FINANCIAL STATEMENTS

**Year Ended December 31, 2014** (with summarized comparative information for December 31, 2013)



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Accountants

## **INDEPENDENT AUDITORS' REPORT**

To Board of Directors Restore America's Estuaries Washington, D.C.

#### **Report on the Financial Statements**

We have audited the accompanying financial statements of Restore America's Estuaries (a nonprofit organization)(the Organization), which comprise the statement of financial position as of December 31, 2014, and the related statements of activities, functional expenses, 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 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 audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards,* issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from 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 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 Restore America's Estuaries as of December 31, 2014, 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.

## Other Reporting Required by Government Auditing Standards

In accordance with *Government Auditing Standards*, we have also issued our report dated **DATE** on our consideration of the Organization's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the Organization's internal control over financial reporting and compliance.

#### **Report on Summarized Comparative Information**

We have previously audited the Organization's 2013 financial statements, and our report dated May 30, 2014 expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2013, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Renner and Company, CPA, P.C.

Alexandria, Virginia May 26, 2015

# STATEMENT OF FINANCIAL POSITION

December 31, 2014 (with comparative information as of December 31, 2013)

ASSETS		
	2014	2013
CURRENT ASSETS	+ 0=< <0=	
Cash	\$ 376,635	\$ 75,057
Investments	314,194	111,980
Accounts receivable, net of allowance	75,466	79,229
Grants receivable	100,125	54,906
Pledges receivable	-	850
Prepaid expenses	1,706	187,784
TOTAL CURRENT ASSETS	868,126	509,806
OTHER ASSETS		
Long-term investments	331,939	627,213
Security deposit	4,452	4,452
TOTAL OTHER ASSETS	336,391	631,665
TOTAL ASSETS	1,204,517	1,141,471
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	156,769	116,329
Deferred revenue	-	115,000
TOTAL CURRENT LIABILITIES	156,769	231,329
LONG-TERM LIABILITIES		
Deferred rent	12,865	13,618
TOTAL LIABILITIES	169,634	244,947
NET ASSETS		
Unrestricted	705,953	871,558
Temporarily restricted	328,930	24,966
TOTAL NET ASSETS	1,034,883	896,524
TOTAL LIABILITIES AND NET ASSETS	\$ 1,204,517	\$ 1,141,471

# **STATEMENT OF ACTIVITIES**

Year Ended December 31, 2014

(with summarized comparative information for the year ended December 31, 2013)

		Temporarily		
SUPPORT AND REVENUE	Unrestricted	Restricted	Total	2013
Government grants	\$ 2,060,036	\$-	\$ 2,060,036	\$ 2,365,356
Grants and contributions	128,109	414,800	542,909	201,850
Conferences and meetings	779,435	-	779,435	65,588
Affiliate dues	49,500	-	49,500	49,500
Investment income	7,007	-	7,007	6,941
Other income	-	-	-	19,597
Net assets released from restriction,				
satisfaction of program restrictions	110,836	(110,836)		
TOTAL SUPPORT AND REVENUE	3,134,923	303,964	3,438,887	2,708,832
EXPENSES				
Program services	3,108,981	-	3,108,981	2,760,620
General and administrative	55,134	-	55,134	44,309
Fundraising	136,413		136,413	57,217
TOTAL EXPENSES	3,300,528	_	3,300,528	2,862,146
	0,000,010		0,000,010	2,002,110
CHANGE IN NET ASSETS	(165,605)	303,964	138,359	(153,314)
NET ASSETS, beginning of year	871,558	24,966	896,524	1,049,838
NET ASSETS, end of year	\$ 705,953	\$ 328,930	\$ 1,034,883	\$ 896,524

# STATEMENT OF FUNCTIONAL EXPENSES

Year Ended December 31, 2014

(with summarized comparative information for the year ended December 31, 2013)

		General and			
	Program	Administrative	Fundraising	Total	2013
Affiliate support	\$ 67,500	\$-	\$ -	\$ 67,500	\$ 79,000
NOAA/CRP member support	1,379,310	-	-	1,379,310	1,806,457
Payroll related costs	884,255	27,643	125,416	1,037,314	638,127
Professional fees	134,457	18,826	1,316	154,599	167,619
Office related expense	82,589	921	193	83,703	57,127
Travel	79,683	1,997	1,249	82,929	43,023
National Conference	421,904	-	-	421,904	813
Meeting, conference, staff development	14,326	203	2,931	17,460	41,648
Communications	18,149	655	-	18,804	8,812
Product production	22,276	1,175	335	23,786	9,628
Business related costs	2,105	3,634	4,343	10,082	8,457
Postage & delivery	1,297	80	80	1,457	1,145
Marketing & advertising	130	-	550	680	80
Other Expenses	1,000			1,000	211
TOTAL EXPENSES	\$ 3,108,981	\$ 55,134	\$ 136,413	\$ 3,300,528	\$ 2,862,147

# STATEMENT OF CASH FLOWS

Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

CASH FLOWS FROM OPERATING ACTIVITIES	2014	2013
Cash received from operations		
Support and revenue	\$ 3,275,569	\$ 2,681,071
Investment income	9,031	12,346
Total cash received from operations	3,284,600	2,693,417
Cash disbursed by operations		
Payment to suppliers and employees	3,074,763	2,873,247
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	209,837	(179,830)
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of investments	388,000	446,000
Purchase of investments	(296,259)	(346,726)
Security deposits paid	-	(4,452)
Security deposits refunded		4,151
NET CASH PROVIDED BY INVESTING ACTIVITIES	91,741	98,973
NET INCREASE (DECREASE) IN CASH	301,578	(80,857)
CASH, beginning of year	75,057	155,914
CASH, end of year	\$ 376,635	\$ 75,057

# STATEMENT OF CASH FLOWS

Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

RECONCILIATION OF CHANGE IN NET ASSETS TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	2014	2013
CHANGE IN NET ASSETS	\$ 138,359	\$ (153,314)
ADJUSTMENTS TO RECONCILE CHANGE IN NET ASSETS TO NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES Non-cash occupancy costs	(753)	11,490
Realized gains and unrealized losses on investments	1,319	5,405
NET ADJUSTMENTS	566	16,895
CHANGES IN ASSETS AND LIABILITIES AFFECTING OPERATIONS PROVIDING (USING) CASH		
ASSETS		
Accounts receivable Grants receivable Pledges receivable	4,613 (45,219) -	(36,564) 16,594 (850)
Prepaid expense	186,078 145,472	(186,064) (206,884)
LIABILITIES	40.440	40.472
Accounts payable and accrued expenses Deferred revenue	40,440 (115,000) (74,560)	48,473 115,000 163,473
NET CHANGES IN ASSETS AND LIABILITIES	70,912	(43,411)
NET CASH PROVIDED (USED) BY OPERATING ACTIVITIES	\$ 209,837	\$ (179,830)
NON-CASH INVESTING ACTIVITIES		
Decrease in fair value of investments Unrealized loss in market value of investments	\$ (1,319) 1,319 \$ -	\$ (5,598) 5,598 \$ -

# NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

#### 1. SIGNIFICANT ACCOUNT POLICIES, ORGANIZATION, AND PURPOSE

#### Nature of Activities

Restore America's Estuaries (RAE, the Organization) is a national 501(c)(3) nonprofit organization established in 1995 as an alliance of eleven community-based conservation organizations working to protect and restore the vital habitats of our nation's estuaries. The Organization is dedicated to working closely with community, private, and governmental organizations to preserve the nation's network of estuaries by protecting and restoring the lands and waters essential to the richness and diversity of coastal life.

#### **Basis of Accounting**

The Organization prepares its financial statements on the accrual basis of accounting. Consequently, revenue is recognized when earned and expenses are recognized when the obligation is incurred.

#### **Cash and Cash Equivalents**

As of December 31, 2014 and 2013, cash consisted of two checking accounts. Cash held within brokerage accounts are considered as investment holdings. All highly liquid investments available for current use within an initial maturity of three months or less are considered to be cash equivalents. There were no cash equivalents as of December 31, 2014 and 2013.

#### **Accounts and Grants Receivable**

Accounts and grants receivable are stated at the amount management expects to collect from outstanding balances. The Organization recognizes bad debts when, in the opinion of management, a specific account becomes uncollectible.

#### Investments

Investments are recorded at fair market value. Realized and unrealized gains and losses are included in investment income in the accompanying statement of activities.

# NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

## 1. SIGNIFICANT ACCOUNT POLICIES, ORGANIZATION, AND PURPOSE (Continued)

#### **Property and Equipment**

The Organization has adopted a capitalization policy to capitalize all purchases greater than \$5,000 that meet the criteria for capitalization. The Organization currently does not have any property and equipment. Routine repairs and maintenance are expensed as incurred.

#### **Fair Value Measurements**

The Organization applies generally accepted accounting principles (GAAP) for fair value measurements of financial assets and liabilities that are recognized or disclosed at fair value in the financial statements on a recurring basis. This application has no material impact on the Organization's financial statements.

#### **Deferred Revenue**

Amounts received in advance for governmental grant activities of the Organization are deferred and recognized in the year to which they apply.

#### **Net Assets**

The net assets of the Organization are divided into two classes: unrestricted and temporarily restricted.

**Unrestricted net assets** include unrestricted revenue and contributions received without donorimposed restrictions. These net assets are available for the operation of the Organization and include both internally designated and undesignated resources.

**Temporarily restricted net assets** include revenue and contributions subject to donor-imposed stipulations that will be met by the actions of the Organization and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying statement of activities and change in net assets as net assets released from restrictions.

## **NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014** (with comparative information for the year ended December 31, 2013)

#### 1. SIGNIFICANT ACCOUNT POLICIES, ORGANIZATION, AND PURPOSE (Continued)

#### **Revenue Recognition**

The Organization recognizes all unconditional contributed support in the period in which the commitment is made. When a donor restriction expires (i.e., 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 restriction.

Grants and cooperative agreements with federal and local government agencies are deemed to be exchange transactions and, accordingly, revenue is recognized when funds are utilized by the Organization to carry out the activity stipulated in the grant or cooperative agreement. Accordingly, amounts received but not recognized as revenue are classified in the statement of financial position as deferred revenue and amounts expended but not yet received are classified as accounts receivable. Conversely, revenues on fixed-price agreements are recorded as costs are incurred in relation to the grant agreements.

#### **Income Taxes**

The Organization is exempt from federal income taxes under 501(c)(3) of the Internal Revenue Code. The Organization conducts no taxable activities. Accordingly, no provision for income taxes has been provided in the financial statements.

The federal income tax returns of the Organization for the years ended 2012, 2013, and 2014 are subject to examination by the Internal Revenue Service, generally for three years after they were filed.

#### **Estimates**

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions about the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

#### **Government Grants**

The Organization participates in federal grant programs which are subject to financial and compliance audits by the federal agencies or their representatives. As such, there is a possibility that questioned costs might result from such an audit in the future. Management estimates that there are no material unallowable costs.

## NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

## 1. SIGNIFICANT ACCOUNT POLICIES, ORGANIZATION, AND PURPOSE (Continued)

## **Donated Goods and Services**

Donated goods and services are recorded at their estimated fair market value on the date of the receipt.

#### **Allocated Expenses**

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

#### Reclassifications

Certain 2013 financial statement amounts have been reclassified to conform to the 2014 presentation.

## 2. CASH

Cash as of December 31, 2014 and 2013, consisted of the following:

	2014		2013	
Checking accounts	\$	376,635	\$	75,057

The balances in a financial institution are insured by the Federal Deposit Insurance Corporation up to \$250,000 per depositor. The bank balances as of December 31, 2014 and 2013 not covered by FDIC deposit insurance were \$174,319 and \$0, respectively.

# NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

### 3. RECEIVABLES

Receivables as of December 31, 2014 and 2013 consisted of the following:

	 2014	2013		
Accounts receivable	\$ 75,466	\$	79,440	
Allowance for doubtful accounts	-	_	(211)	
	75,466		79,229	
Grants receivable	100,125		54,906	
Pledges receivable	-		850	
	\$ 175,591	\$	134,985	

## 4. INVESTMENTS

Investments as of December 31, 2014 and 2013 are comprised of the following:

	2014					
			Unrealized			
		Fair Market	Appreciation			
	Cost	Value	(Depreciation)			
Money market	\$ 204,714	\$ 204,714	\$ -			
Certificates of deposit	445,000	441,419	(3,581)			
	\$ 649,714	\$ 646,133	\$ (3,581)			
		2013				
			Unrealized			
		Fair Market	Appreciation			
	Cost	Value	(Depreciation)			
Money market	\$ 6,845	\$ 6,845	\$ -			
Certificates of deposit	733,000	732,348	(652)			
	<u>\$ 739,845</u>	\$ 739,193	\$ (652)			

## NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

#### 4. INVESTMENTS (CONTINUED)

Investment income (loss) consisted of the following for the year ended December 31:

	 2014	2013	
Interest and dividends Realized gains on investments Unrealized losses on investments	\$ 8,326 - (1,319)	\$	12,346 193 (5,598)
	\$ 7,007	\$	6,941

#### 5. FAIR VALUE MEASUREMENTS

The Organization records investments based on fair value on a recurring basis. Financial accounting and reporting standards define fair value as the price that would be received to sell an asset or paid to transfer a liability (i.e., the exit price) in an orderly transaction between market participants at the measurement date. The standard emphasizes that fair value is a market-based measurement, not an entity specific measurement. Therefore, a fair value measurement should be determined based on the assumptions that market participants would use in pricing the asset or liability. As a basis for considering market participant assumptions in fair value measurements, a fair value hierarchy was established that distinguishes between market participant assumptions based on market data obtained from sources independent from the reporting entity (observable inputs that are classified within level 1 and 2 of the hierarchy) and the reporting entity's own assumptions about market participant assumptions (unobservable inputs classified within level 3 of the hierarchy).

Level 1 - inputs utilize unadjusted quoted prices in active markets for identical assets or liabilities that the Organization has the ability to access at the measurement date.

Level 2 - inputs are inputs other than quoted prices included in Level 1 that are observable for the assets or liabilities, either directly or indirectly. Level 2 inputs may include quoted prices for similar assets or liabilities in active markets, as well as inputs that are observable for the assets or liabilities (other than quoted prices), such as interest rates, foreign exchange rates and yield curves that are observable at common quoted intervals.

Level 3 - inputs are unobservable inputs for the assets or liabilities, which are typically based on an entity's own assumptions, as there is little, if any, related market activity.

### NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

#### 5. FAIR VALUE MEASUREMENTS (continued)

The determination of the fair value level within which the entire fair value measurement falls is based on the lowest level input that is significant to the fair value measurement in its entirety. The Organization's assessment of the significance of the particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the assets or liabilities.

The following summarizes investments, measured at fair value on a recurring basis, aggregated by the level in the fair value hierarchy within which those measurements fall, as of December 31, 2014 and 2013:

	2014							
	F	Fair Value		Level 1		Level 2	Le	vel 3
Cash	\$	204,714	\$	204,714	\$	-	\$	-
Certificates of deposit	_	441,419	_	-		441,419	_	-
	\$	646,133	\$	204,714	\$	441,419	\$	-
				201	.3			
	F	air Value		Level 1		Level 2	Le	vel 3
Cash	\$	6,845	\$	6,845	\$	-	\$	-
Certificates of deposit		732,348		-		732,348		-
	\$	739,193	\$	6,845	\$	732,348	\$	-

#### 6. DEFERRED REVENUE

Certain amounts pertaining to corporate sponsorship for the 2014 biennial conference were received in advance in 2013. The amount of sponsorship received through December 31, 2013 that was related to this conference totaled \$115,000. As of December 31, 2014, there was no deferred revenue balance.

#### 7. RELATED PARTIES

The Organization receives contributions from member affiliates for support of advocacy programs. The President, CEO, or other comparable position of these affiliates are members of the Organization's Board of Directors. During the years ended December 31, 2014 and 2013, the Organization received \$49,500 each year from these member affiliates. In addition, during the years ended December 31, 2014 and 2013, the Organization awarded subgrants to these member affiliates totaling \$1,446,810 and \$1,885,457, respectively.

## NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

#### 8. REVENUE CONCENTRATION

Approximately 61% and 87% of the Organization's revenue for the years ended December 31, 2014 and 2013, respectively, was derived from grants and contracts awarded by agencies of the United States Government. The Organization has no reason to believe that relationships with these agencies will be discontinued in the foreseeable future. However, any interruption of these relationships (i.e., the failure to renew grant agreements or withholding of funds) would adversely affect the Organization's ability to finance ongoing operations.

#### 9. TEMPORARILY RESTRICTED NET ASSETS

A summary of activity in temporarily restricted net assets for the year ended December 31, 2014 and 2013 is as follows:

	2014							
					N	et assets		
	Balance		Suj	Support and		eased from	Balance	
	Dec 31, 2013		1	revenue	re	strictions	De	c 31, 2014
Purpose restrictions:								
Coastal blue carbon project	\$	19,966	\$	45,000	\$	(39,966)	\$	25,000
Affiliate support		-		67,500		(67,500)		-
Tampa Bay projects		5,000		251,000		(2,900)		253,100
Norcross		-		1,300		-		1,300
Accenture-GBF		-		50,000		(470)		49,530
	¢	24 066	\$	414 800	\$	(110.926)	¢	228 020
	\$	24,966	\$	414,800	\$	(110,836)	\$	328,930
				201	3			
					N	et assets		
	E	Balance	Support and		released from		Balance	
	Dec	: 31, 2012	1	revenue	restrictions		Dec 31, 2013	
Purpose restrictions:								
Wetland restoration	\$	25,000	\$	-	\$	(25,000)	\$	-
Affiliate support		-		79,000		(79,000)		-
Coastal blue carbon project		-		60,000		(40,034)		19,966
Tampa Bay projects		-		5,000		-		5,000
	\$	25,000	\$	144,000	\$	(144,034)	\$	24,966

## NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

#### **10. RETIREMENT PLAN**

The Organization maintains a qualified retirement plan and a voluntary 401(k) plan. Regular full-time employees are eligible for pension benefits and voluntary 401(k) plan upon completion of 90 days of continuous employment. Employees hired prior to March 2, 2009 are fully vested in the 401(k) plan employer contributions after 90 days of continuous employment. Employees hired after March 2, 2009 are fully vested in the 401(k) plan employer contributions after one year of continuous employment. The Organization contributes a percentage of the eligible employee's annual salary. Pension plan expense of the Organization under this plan was \$36,229 and \$41,798 for the years ended December 31, 2014 and 2013, respectively.

#### **11. DONATED SERVICES**

The Organization receives donated services from other environment focused organizations. During 2014, the donated services received supported RAE's 7th National Summit on Coastal and Estuarine Restoration and the 24th Biennial Meeting of the Coastal Society. The donated services have been recorded in the financial statements at their estimated fair value under the statement of activities. The amount of donated services recognized during 2014 and 2013 was \$32,800 and \$0, respectively.

#### **12. COMMITMENTS AND CONTINGENCIES**

#### **Convention Center**

The Organization has an agreement with Hilton New Orleans Riverside Hotel, which commenced on July 23, 2014. Under the terms of the contract, the Organization could be required to pay cancellation fees of \$58,560, if the contract is terminated prior to the start of the Annual Convention on December 7, 2016.

#### **Office Lease**

The Organization signed a five year office lease on March 11, 2013. The lease expires on March 31, 2018. Under the operating lease agreement, the Organization's rental payment for the first three months was waived. The Organization delivered to the landlord a security deposit in the amount of \$4,452, or the amount of one month's rent for the first year of the lease. The lease provides for annual fixed rent increases of 2.75% and requires the Organization to pay, as additional rent, a proportionate share of any increase over the base year of all taxes assessed on the property and operating expenses. Rent expense for the year ended December 31, 2014 was \$54,525.

## NOTES TO FINANCIAL STATEMENTS Year Ended December 31, 2014

(with comparative information for the year ended December 31, 2013)

## **12. COMMITMENTS AND CONTINGENCIES (Continued)**

#### **Office Lease (Continued)**

Future minimum lease payments and the letter of credit amount required under the lease as of December 31, 2014 are as follows:

2015 2016 2017	\$ 56,024 57,565 59,148
2017 2018	 59,148 14,887
	\$ 187,624

#### **13. SUBSEQUENT EVENTS**

In preparing the financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through May 26, 2015, the date the financial statements were available to be issued.