

# **THE ACCESS FUND**

FINANCIAL STATEMENTS  
AND SUPPLEMENTARY INFORMATION

FOR THE YEAR ENDED DECEMBER 31, 2017

TOGETHER WITH INDEPENDENT AUDITORS' REPORT

**THE ACCESS FUND**  
**FINANCIAL STATEMENTS**  
**AND SUPPLEMENTARY INFORMATION**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

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May 22, 2018

INDEPENDENT AUDITORS' REPORT

Board of Directors  
The Access Fund  
Boulder, Colorado

We have audited the accompanying financial statements of **The Access Fund** (a nonprofit organization), which comprise the statement of financial position as of December 31, 2017, 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 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. 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 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 The Access Fund as of December 31, 2017, 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 Summarized Comparative Information***

We have previously audited The Access Fund's 2016 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated March 27, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

***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 on page 13 is presented for 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.

  
TAYLOR, ROTH AND COMPANY, PLLC  
CERTIFIED PUBLIC ACCOUNTANTS

**THE ACCESS FUND**  
**STATEMENT OF FINANCIAL POSITION**  
**DECEMBER 31, 2017**  
**(WITH COMPARATIVE TOTALS FOR 2016)**

	2017	2016
<u>Assets</u>		
Cash and cash equivalents - unrestricted	\$ 617,377	\$ 97,646
Cash and cash equivalents - temporarily restricted	530,064	285,106
Donations receivable	127,725	66,509
Loans receivable - temporarily restricted (Note 3)	741,756	826,217
Prepaid expenses	11,226	8,970
Inventory (Note 4)	72,664	76,108
Inventory - land - temporarily restricted (Note 4)	152,994	152,994
Security deposit	17,046	17,046
Investments (Note 5)	460,327	399,972
Net property and equipment (Note 6)	228,642	209,525
	\$ 2,959,821	\$ 2,140,093
 <u>Liabilities and net assets</u>		
<u>Liabilities</u>		
Accounts payable	\$ 116,341	\$ 40,608
Payroll liabilities	67,726	31,066
Grants payable	6,759	5,513
Fiscal agent liability	49,051	21,962
Line of credit (Note 7)	-	-
Note payable (Note 8)	200,000	-
Lease commitments (Note 9)	12,513	-
	452,390	99,149
 <u>Net assets</u>		
<u>Unrestricted</u>		
Operating	728,975	442,102
Board designated reserve (Note 10)	125,000	125,000
Net investment in fixed assets	228,642	209,525
Temporarily restricted (Note 11)	1,424,814	1,264,317
	2,507,431	2,040,944
<b>Total liabilities and net assets</b>	<b>\$ 2,959,821</b>	<b>\$ 2,140,093</b>

The accompanying notes are an integral part of these financial statements

**THE ACCESS FUND**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**  
**(WITH COMPARATIVE TOTALS FOR 2016)**

	2017			2016
	Unrestricted	Temporarily Restricted	Total	Total
<u>Revenue and other support</u>				
Membership	\$ 697,319	\$ -	\$ 697,319	\$ 577,324
Corporations	371,767	284,172	655,939	549,013
Individuals	448,423	224,797	673,220	280,608
Contract	171,781	224,023	395,804	239,643
Special event income	196,364	120,600	316,964	263,339
Foundations	114,965	48,000	162,965	166,628
Land conservation campaign	-	63,023	63,023	71,778
Investment income	39,669	-	39,669	30,180
Merchandise sales (net of cost of goods sold)	19,972	-	19,972	13,303
Other	16,442	-	16,442	-
In-kind (Note 12)	152,296	-	152,296	101,264
Net assets released from restrictions (Note 10)	804,118	(804,118)	-	-
<b>Total revenue and other support</b>	<b>3,033,116</b>	<b>160,497</b>	<b>3,193,613</b>	<b>2,293,080</b>
<u>Expense</u>				
Program services				
Stewardship and conservation	1,185,799	-	1,185,799	856,268
Climbing management policy	439,224	-	439,224	339,993
Education	106,780	-	106,780	204,875
Local support and mobilization	120,051	-	120,051	174,767
Land acquisition and protection	140,044	-	140,044	96,944
<b>Total program services</b>	<b>1,991,898</b>	<b>-</b>	<b>1,991,898</b>	<b>1,672,847</b>
Management and general	253,946	-	253,946	182,854
Fund-raising	481,282	-	481,282	417,947
<b>Total expense</b>	<b>2,727,126</b>	<b>-</b>	<b>2,727,126</b>	<b>2,273,648</b>
<b>Change in net assets</b>	<b>305,990</b>	<b>160,497</b>	<b>466,487</b>	<b>19,432</b>
Net assets, beginning of year	776,627	1,264,317	2,040,944	2,021,512
<b>Net assets, end of year</b>	<b>\$1,082,617</b>	<b>\$1,424,814</b>	<b>\$2,507,431</b>	<b>\$2,040,944</b>

The accompanying notes are an integral part of these financial statements

**THE ACCESS FUND**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**  
**(WITH COMPARATIVE TOTALS FOR 2016)**

	2017	2016
<u>Cash flows from operating activities</u>		
Change in net assets	\$ 466,487	\$ 19,432
Adjustments to reconcile change in net assets to net cash provided by operating activities		
Depreciation	51,315	55,808
Loss on disposal of land	-	574
Unrealized and realized loss(gain) on investments	(19,893)	(9,426)
<u>Changes in operating assets and liabilities</u>		
(Increase)decrease in accounts and loans receivable	23,245	(381,822)
(Increase)decrease in prepaid expenses	(2,256)	(11,515)
(Increase)decrease in inventory	3,444	89,092
Increase(decrease) in accounts payable	75,733	23,743
Increase(decrease) in payroll liabilities	36,660	4,362
Increase(decrease) in fiscal agent liabilities	27,089	18,292
Increase(decrease) in grants payable	1,246	1,182
Net cash provided(used) by operating activities	663,070	(190,278)
<u>Cash flows from investing activities</u>		
(Additions) to fixed assets	(70,432)	(49,532)
Sale (purchase) of investments	(30,235)	63,460
(Reinvestment) of interest and dividends	(10,227)	(12,173)
Net cash provided(used) by investing activities	(110,894)	1,755
<u>Cash flows from financing activities</u>		
Borrowing on note payable	212,513	(100,000)
Net cash provided by financing activities	212,513	(100,000)
Net increase(decrease) in cash and cash equivalents	764,689	(288,523)
Cash and cash equivalents, beginning of year	382,752	671,275
Cash and cash equivalents, end of year	\$ 1,147,441	\$ 382,752
<u>Supplemental disclosure of information:</u>		
Cash paid during the period for interest	\$ 515	\$ 115
Assets acquired by capital lease	\$ 14,684	\$ -

The accompanying notes are an integral part of these financial statements

**THE ACCESS FUND**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2017**

**NOTE 1 - NATURE OF ACTIVITIES**

The Access Fund (the Organization, dba Access Fund) is a national nonprofit organization dedicated to keeping climbing areas open and conserving the climbing environment. Preserving the opportunity to climb and the diversity of the climbing experience are fundamental to the mission of Access Fund. Working in cooperation with climbers, other recreational users, public land managers, and private landowners, Access Fund promotes responsible use and sound management of climbing resources throughout the United States. Access Fund encourages an ethic of personal responsibility, self regulation, strong conservation values, and minimum impact practices among climbers. The Organization is primarily supported through contributions from corporations, individuals, and membership dues.

- Stewardship and Conservation – The Access Fund helps organize volunteer events across the country. Our signature stewardship program, Adopt a Crag, unites local climbing communities in partnerships with land managers to conserve their local climbing areas. Our Access Fund/Jeep Conservation Team travels the country nine months of the year, assessing climbing area conservation needs, working with locals to address those needs, and providing stewardship best practices training.
- Land Acquisition and Protection – The Access Fund Climbing Conservation Loan Program is the first-ever revolving loan program that provides local climbing organizations and other agencies with the funds and expertise to act quickly to save threatened climbing areas. The Climbing Preservation Grant Program funds projects across the United States that preserve or enhance climbing access and opportunities and conserve the climbing environment. In special circumstances, Access Fund will hold endangered property on behalf of the climbing community. As of 12/31/17, Access Fund retained 3 holdings and 7 easements. Currently, in 2018, AF now has 5 holdings and 7 easements.
- Climbing Policy and Advocacy – Access Fund works with legislators, members of the administration, state agencies, tribal governments, and officials from the US Forest Service, National Park Service, and Bureau of Land Management to make sure that climbers’ interests are represented in public land planning. We work directly with these officials to educate and advocate for management strategies that balance climbing access with resource conservation, responsible placement and replacement of fixed anchors, sustainable care and management of climbing areas, and recognition of the social and economic benefits of climbing. Access Fund also works with local and regional land managers on climbing management planning and stewardship of climbing areas.
- Education – Access Fund advances climber education through the lens of minimum impact behaviors so that climbers become better stewards of the nation’s climbing resources. Through social media outreach, print publications, and the Vertical Times Newsletter, we provide up-to-date news on policy, area reports, events, action alerts, grants, and more.
- Local Support and Mobilization – Access Fund works to empower local advocates to join together and form local climbing organizations. Access Fund supports these local groups with grants, one-on-one guidance when an access issue occurs, educational resources, stewardship programs, and consulting on political, legal, and regulatory issues. The Access Fund regularly hosts conferences and summits, which bring together land managers and climbers from across the country to share best practices in climbing stewardship, land conservation, policy, local support and mobilization, and volunteer management.



NOTE 1 - NATURE OF ACTIVITIES - (Concluded)

- Risk Management and Landowner Support – Access Fund works with private and public landowners on tools and strategies to mitigate both real and perceived risks of climbing—giving them the confidence and protections they need to open their land to public access. Access Fund works to strengthen state recreational use statutes and helps landowners implement waiver systems and other types of access agreements to mitigate risks.

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 of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

3. Cash and Cash Equivalents

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

4. Donations

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.

5. Accounts Receivable

The Organization states accounts receivable at the amount management expects to collect from outstanding balances. Management has elected to write off bad debts utilizing the direct method and write off bad debts as they are incurred.

6. Capitalization and Depreciation

The Organization follows the practice of capitalizing all expenditures for property and equipment, at cost, in excess of \$500. The fair value of donated assets is similarly capitalized. Depreciation of property and equipment is provided over the estimated useful lives of the respective assets on a straight-line basis.

7. 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.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND PROCEDURES – (Continued)

8. 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.

9. Functional Reporting of Expenses

For the year ended December 31, 2017, 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.

10. 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, 2016, from which the summarized information was derived.

11. Reclassifications

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

12. Subsequent Events

Management has evaluated subsequent events through May 22, 2018, the date the report was available for distribution.

13. Fair Value Measurement

The Organization is subject to the provisions of the Fair Value Measurements and Disclosures accounting standard. This standard requires 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).

14. Conservation Easements

The Organization holds conservation easements on two properties in California. The Organization is responsible for monitoring the easements to ensure that their conditions are being followed. If any conditions of the easements are not followed, legal action by the Access Fund may be necessary.

NOTE 3 - LOANS RECEIVABLE

The Organization makes loans to local climbing organizations to purchase property. Each loan is charged annual interest of 0% - 5% and is secured by the property and other financial assets. Management believes the present value discount is not material to these financial statements. Management has evaluated these loans and does not believe an allowance for doubtful accounts is needed. The remaining amounts of the loans are to be received as follows:

<u>Fiscal Year</u>	<u>Amount</u>
2018	\$ 270,959
2019	106,191
2020	139,606
2021	<u>225,000</u>
Total	<u>\$ 741,756</u>

NOTE 4 - INVENTORY

The Organization has inventory that consists of land held for sale, t-shirts, water bottles, books and hats, and is stated at the lower of cost or market.

NOTE 5 - INVESTMENTS

At year-end, investments are stated at their fair values (level 1 input) and consist of:

<u>Description</u>	<u>Cost</u>	<u>Fair Value</u>	<u>Appreciation (Depreciation)</u>
Cash and cash equivalents	\$ 4,415	\$ 4,415	\$ -
Stocks, bonds, and mutual funds	365,718	395,519	29,801
Exchange traded funds	<u>48,946</u>	<u>60,266</u>	<u>11,320</u>
Total	<u>\$ 419,079</u>	<u>\$ 460,200</u>	<u>\$ 41,121</u>
		0	

Investment income and account activity is summarized as follows:

<u>Description</u>	<u>Amount</u>
Beginning balance	<u>\$ 399,972</u>
Additions	151,134
Withdrawals	<u>(120,899)</u>
Net additions	<u>30,235</u>
Interest and dividends	10,227
Net appreciation	19,918
Fees	<u>(25)</u>
Investment return	<u>30,120</u>
Balance, end of year	<u>\$ 460,327</u>

Additionally, during the year, the Organization earned interest income of \$9,549 on its cash, cash equivalents and loans receivable.

NOTE 6 - PROPERTY AND EQUIPMENT

Property and equipment consist of the following:

<u>Description</u>	<u>Amount</u>
Land	\$ 27,405
Website and database	196,753
Vehicles	124,134
Equipment	59,735
Furniture and fixtures	<u>2,404</u>
Total	410,431
Less: accumulated depreciation	<u>(181,789)</u>
Net property and equipment	<u>\$ 228,642</u>

Depreciation expense for the year was \$51,315.

NOTE 7 - LINE OF CREDIT

There is no current balance on a \$150,000 revolving line-of-credit at Wells Fargo Bank, at an interest rate prime plus 2 percent.

NOTE 8 - NOTES PAYABLE

In 2017, the Organization negotiated a promissory note to purchase a piece of land. The note is unsecured for the amount of \$200,000 with an initial interest rate of 0% for the first 12 months. The interest adjusts to 2.5% and accrues until maturity in 2019.

NOTE 9 - LEASE COMMITMENTS

The Organization leases office space in Boulder Colorado. Total lease payments on the lease are \$650,612 for the period 4/1/16 through 3/31/23. The lease is shared with the American Mountain Guides Association (AMGA). A memorandum of understanding exists between the organizations to split the cost of the lease with 51 percent being covered by The Access Fund. The future minimum lease payments below do not account for this memorandum.

<u>Fiscal Year</u>	<u>Amount</u>
2018	\$ 89,424
2019	92,240
2020	95,057
2021	97,873
2022	100,690
2023	<u>25,349</u>
Total	<u>\$ 500,633</u>

NOTE 9 - LEASE COMMITMENTS - CONTINUED

Additionally, the Organization has leased a copier and a postage meter. The future minimum lease payments remaining are as follows:

<u>Fiscal</u> <u>Year</u>	<u>Copier</u>	<u>Postage</u> <u>Meter</u>	<u>Amount</u>
2018	\$ 1,680	\$ 1,901	\$ 3,581
2019	1,680	1,901	3,581
2020	1,680	1,901	3,581
2021	<u>840</u>	<u>951</u>	<u>1,791</u>
Total	5,880	6,654	12,534
Less: amount representing interest	<u>(540)</u>	<u>(561)</u>	<u>(1,101)</u>
Present value of capital lease obligations	<u>\$ 5,340</u>	<u>\$ 6,093</u>	<u>\$ 11,433</u>

NOTE 10 - BOARD DESIGNATED RESERVE

The Board of Directors has designated an operating reserve of \$125,000, which is invested in stock and money market funds at Charles Schwab. Withdrawals require a majority vote of the Board of Directors. Earnings of the reserve may be used for operations of the Organization.

NOTE 11 - RECONCILIATION OF RESTRICTED NET ASSETS

During the year, net assets were released from donor restrictions by incurring expenses satisfying the restricted program purposes. The Organization ended the year with temporarily restricted net assets available for the following purposes:

<u>Description</u>	<u>Beginning</u> <u>Temporarily</u> <u>Restricted</u> <u>Net Assets</u>	<u>2017</u> <u>Income</u>	<u>2017</u> <u>Net Assets</u> <u>Released From</u> <u>Restrictions</u>	<u>Ending</u> <u>Temporarily</u> <u>Restricted</u> <u>Net Assets</u>
Land conservation campaign	\$ 1,110,638	\$ 42,015	\$ 4,864	\$ 1,147,789
Policy	-	396,710	285,677	111,033
Land stewardship	69,886	-	250	69,636
Access Fund education	52,788	41,000	60,059	33,729
Front Range Climbing Stewards	-	243,554	219,039	24,515
Pine Creek	-	15,000	-	15,000
Scholarship fund	3,939	7,741	1,866	9,814
Texas initiative	9,870	32,575	36,460	5,985
Summit Rock	6,559	-	-	6,559
Washington initiative	2,480	19,520	21,246	754
Bolting	8,157	2,500	10,657	-
Conservation Team	<u>-</u>	<u>164,000</u>	<u>164,000</u>	<u>-</u>
Total	<u>\$ 1,264,317</u>	<u>\$ 964,615</u>	<u>\$ 804,118</u>	<u>\$ 1,424,814</u>

NOTE 12 - IN-KIND CONTRIBUTIONS

Donated services and materials are reflected in the accompanying statements at their estimated values at date of receipt. The value of donated services and materials included in the financial statements and the corresponding expenses for the year are as follows:

<u>Description</u>	<u>Amount</u>
Donated products	\$ 132,930
Donated legal	<u>19,366</u>
Total	<u>\$ 152,296</u>

Additionally, The Organization has entered into a lawsuit against the United States government to preserve public lands. Legal services have been provided pro bono to benefit the entire group of litigants.

## **SUPPLEMENTARY INFORMATION**

**THE ACCESS FUND**  
**SCHEDULE OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**  
**(WITH COMPARATIVE TOTALS FOR 2016)**

	2017									2016
	Program Services					Supporting Services				
	Stewardship and Conservation	Climbing Management Policy	Education	Local Support & Mobilization	Land Acquisition & Protection	Total Program	Management and General	Fund- raising	Total	Total
Salaries	\$ 516,535	\$ 225,716	\$ 57,676	\$ 66,875	\$ 65,968	\$ 932,770	\$ 141,552	\$ 175,368	\$ 1,249,690	\$ 1,009,108
Payroll taxes and benefits	91,296	26,307	7,775	15,014	12,527	152,919	15,343	26,219	194,481	153,176
Professional and legal	37,456	64,258	4,458	2,298	17,550	126,020	22,867	6,877	155,764	95,179
In-kind	52,758	3,991	10,888	1,112	2,859	71,608	-	80,688	152,296	100,764
Land management	132,348	308	68	576	6,459	139,759	-	-	139,759	129,335
Travel	57,965	25,476	2,486	10,176	5,188	101,291	747	24,188	126,226	143,394
Conferences, events and trade show	10,450	2,140	539	2,673	3,387	19,189	-	80,733	99,922	110,182
Rent and utilities	20,709	7,860	1,749	2,189	2,494	35,001	27,609	17,501	80,111	73,346
Membership premiums and supplies	40,019	15,190	3,481	4,231	4,819	67,740	2,769	1,220	71,729	61,503
Printing	32,974	9,545	2,482	2,439	2,586	50,026	342	15,477	65,845	51,623
Grants	32,382	11,152	2,482	3,106	3,538	52,660	-	-	52,660	48,093
Equipment and software	16,809	14,359	1,484	1,766	2,052	36,470	5,278	8,949	50,697	34,588
Bank fees	22,905	8,692	1,935	2,503	2,841	38,876	1,968	4,989	45,833	27,544
Postage	16,708	5,759	1,270	1,894	1,869	27,500	7,843	7,343	42,686	42,180
Insurance	23,114	1,609	358	448	511	26,040	8,500	1,266	35,806	22,087
Direct mail	12,857	4,880	1,086	1,359	1,548	21,730	-	3,613	25,343	21,448
Office and program supplies	7,886	1,660	323	282	572	10,723	9,150	4,154	24,027	41,210
Design and editing	5,259	3,215	5,547	520	473	15,014	660	2,265	17,939	14,126
Bad debt	-	-	-	-	-	-	-	16,072	16,072	12,582
Accounting	3,284	5,634	391	202	1,539	11,050	2,005	601	13,656	12,370
Telephone	5,810	1,473	302	388	509	8,482	3,028	1,139	12,649	8,926
Interest	-	-	-	-	-	-	515	-	515	115
Other	-	-	-	-	755	755	1,250	100	2,105	4,961
	<u>1,139,524</u>	<u>439,224</u>	<u>106,780</u>	<u>120,051</u>	<u>140,044</u>	<u>1,945,623</u>	<u>251,426</u>	<u>478,762</u>	<u>2,675,811</u>	<u>2,217,840</u>
Depreciation	46,275	-	-	-	-	46,275	2,520	2,520	51,315	55,808
<b>Total</b>	<u><u>\$ 1,185,799</u></u>	<u><u>\$ 439,224</u></u>	<u><u>\$ 106,780</u></u>	<u><u>\$ 120,051</u></u>	<u><u>\$ 140,044</u></u>	<u><u>\$ 1,991,898</u></u>	<u><u>\$ 253,946</u></u>	<u><u>\$ 481,282</u></u>	<u><u>\$ 2,727,126</u></u>	<u><u>\$ 2,273,648</u></u>

The accompanying notes are an integral part of these financial statements