

Indiana Association of Realtors

August 2016

EXECUTIVE SUMMARY

Balance Sheet

- The Association's cash balances decreased during August by \$212,000 with ending balance of \$2,103,000 due mostly to some large invoices being paid for CoreLogic, Ziplogix, Digitec Interactive, Meltwater News and Bank of American credit card payments.
- Total accounts receivable increased by \$13,000 due mostly to the expected return of the wire transfer transaction occurring in mid-August.
- Prepaid expenses increased by \$46,000 due to the addition of post-retirement health insurance invoice for Ms. Ressler, Meltwater News annual subscription, and Ziplogix forms for Q3.
- The amounts Due from One Forty Three LLC increased by \$15,000 during the month due to insurance expenses paid by IAR - \$14,000 of this increase was a correction for earlier in the year due to property insurance for The Realtor Building being charged to IAR rather than 143 LLC. Balance at month end was \$3,232,000.
- The amount Due from ISRE decreased by \$17,000 during the month resulting in an ending balance of \$409,000. There was a payment of \$108,000 from ISRE to IAR during the month.
- IAR investments decreased by \$18,000 for the month with an ending balance of \$1,823,000 and RDF investments decreased by \$6,000 with an ending balance of \$1,457,000.
- Accounts payable increased by \$5,000 due to various invoices received during the month.
- Dues payable decreased by \$268,000, from \$1,373,000 to \$1,104,000, in August due to the amortization of dues received in August and prior months. This balance will be amortized over the remaining months in 2016 and recognized as income.

Income Statement

- Net income of \$87,000 was recorded for the month, which represents net income from operations of \$111,000 and investment loss of \$23,000. August's net income is above the budgeted net income of \$50,000 by \$37,000 (75%)
- Net income YTD was \$606,000 vs a budgeted net loss of (\$159,000), resulting in a positive variance of \$765,000. Net income YTD in the prior year was \$317,000.
- Membership income for the current month was \$328,000, which is above the monthly budget of \$291,000 by \$38,000 or 13%. Membership income YTD was \$2,514,000, which is above the YTD budget of \$2,279,000 by \$235,000 or 10%. Membership income for current YTD is \$105,000 higher than the prior year or 4%.
- Total income for the month was \$350,000, which is above the monthly budget of \$302,000 by \$48,000 or 16%. The over budget position is due to membership dues, SAPP, and registration fees.
- Total income YTD was \$2,610,000, which is above the YTD budget of \$2,383,000 by \$227,000 or 10%.
- Total income YTD was above the prior year YTD income of \$2,592,000 by \$18,000 or less than 1%.
- Total expenses for the month are \$240,000, which are below the monthly budget of \$254,000 by \$15,000 or 6%. The under budget position is due mostly to insurance expense, which is negative for the month due to a correction for earlier in the year for property insurance for The Realtor Building being charged to IAR rather than 143 LLC.

- Total expenses YTD are \$2,191,000 and are under budget by \$368,000 or 14%, mostly due to \$227,000 of Temporary Office Costs included in the YTD budget in anticipation of moving to the new building which is postponed until 2017.
- Expenses YTD are below the prior year by \$74,000 or 3%.

Indiana Association of Realtors, Inc.
Balance Sheet (Summary)

August 31, 2016

	08/31/2016	07/31/2016	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts	2,102,704	2,315,099	(212,395)
Total Checking/Savings	<u>2,102,704</u>	<u>2,315,099</u>	<u>(212,395)</u>
Other Current Assets			
1200 - Accounts Receivable	25,728	12,510	13,218
1300 - Other Current Assets	119,318	73,692	45,625
Total Other Current Assets	<u>145,046</u>	<u>86,202</u>	<u>58,843</u>
Total Current Assets	<u>2,247,750</u>	<u>2,401,301</u>	<u>(153,552)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.	43,481	43,482	0
Total Fixed Assets	<u>43,481</u>	<u>43,482</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable	3,641,029	3,642,777	(1,749)
1500 - Investments	3,533,344	3,541,687	(8,342)
Total Other Assets	<u>7,174,373</u>	<u>7,184,464</u>	<u>(10,091)</u>
Total ASSETS	<u>9,465,604</u>	<u>9,629,247</u>	<u>(163,643)</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	60,662	55,927	4,735
Total Accounts Payable	<u>60,662</u>	<u>55,927</u>	<u>4,735</u>
Other Current Liabilities			
2025 - Other Current Liabilities	84,572	71,626	12,945
2100 - Payroll Liabilities	275,307	275,308	0
2400 - Deferred Dues & Other Revenue	1,104,219	1,372,658	(268,440)
Total Other Current Liabilities	<u>1,464,098</u>	<u>1,719,592</u>	<u>(255,495)</u>
Total Current Liabilities	<u>1,524,760</u>	<u>1,775,519</u>	<u>(250,760)</u>
Total Liabilities	<u>1,524,760</u>	<u>1,775,519</u>	<u>(250,760)</u>
NET ASSETS			
3010 - Unrestricted Net Assets	6,186,231	6,053,686	132,546
3020 - REALTORS Defense Fund	1,667,496	1,658,321	9,175
Net Income	87,117	141,721	(54,604)
Total Net Assets	<u>7,940,844</u>	<u>7,853,728</u>	<u>87,117</u>
Total LIABILITIES & NET ASSETS	<u>9,465,604</u>	<u>9,629,247</u>	<u>(163,643)</u>

Indiana Association of Realtors, Inc.
Balance Sheet (Detail)

August 31, 2016

	08/31/2016	07/31/2016	Difference
ASSETS			
Current Assets			
Checking/Savings			
1000 - Cash Accounts			
1010 - Petty Cash	120	120	0
1020 - IAR Checking	1,201,405	1,425,613	(224,207)
1029 - First Merchants Checking	16,141	766,035	(749,895)
1040 - Transmittal Checking Account	48,047	35,102	12,946
1050 - PayPal	14,193	500	13,692
1110 - First Merchants CDARS	750,000	0	750,000
1118 - REALTORS Federal Credit Union	267,658	267,404	254
1125 - IAR-Prof Standards Escrow	15,250	15,000	250
1199 - Cash Owed (to) by RDF	(210,110)	(194,675)	(15,435)
Total 1000 - Cash Accounts	<u>2,102,704</u>	<u>2,315,099</u>	<u>(212,395)</u>
Total Checking/Savings	2,102,704	2,315,099	(212,395)
Other Current Assets			
1200 - Accounts Receivable			
1200 - Accounts Receivable	9,931	9,751	179
1211 - Dues Receivable	5,043	2,759	2,284
1220 - Other Receivables	9,840	0	9,840
1250 - Employee Advances	914	0	915
Total 1200 - Accounts Receivable	<u>25,728</u>	<u>12,510</u>	<u>13,218</u>
1300 - Other Current Assets			
1310 - Prepaid Expense	107,764	62,139	45,625
1340 - Postage Deposits	589	588	0
1350 - Other Deposits	10,965	10,965	0
Total 1300 - Other Current Assets	<u>119,318</u>	<u>73,692</u>	<u>45,625</u>
Total Other Current Assets	<u>145,046</u>	<u>86,202</u>	<u>58,843</u>
Total Current Assets	<u>2,247,750</u>	<u>2,401,301</u>	<u>(153,552)</u>
Fixed Assets			
1600 - Fixed Assets, Net of Deprec.			
1605 - Land, Buildings & Equipment			
1630 - Furniture, Fixtures & Equipmen	249,421	249,422	0
Total 1605 - Land, Buildings & Equipment	<u>249,421</u>	<u>249,422</u>	<u>0</u>
1655 - Accumulated Depreciation			
1680 - Accum. Depreciation - FF&E	(205,940)	(205,940)	0
Total 1655 - Accumulated Depreciation	<u>(205,940)</u>	<u>(205,940)</u>	<u>0</u>
Total 1600 - Fixed Assets, Net of Deprec.	<u>43,481</u>	<u>43,482</u>	<u>0</u>
Total Fixed Assets	<u>43,481</u>	<u>43,482</u>	<u>0</u>
Other Assets			
1203 - Intercompany Loans Receivable			
1203 - Due From 143 LLC	3,231,747	3,216,672	15,076
1260 - Due from ISRE	409,282	426,105	(16,825)
Total - 1203 - Intercompany Loans Receivable	<u>3,641,029</u>	<u>3,642,777</u>	<u>(1,749)</u>
1500 - Investments			
1510 - SEI Investments	1,822,723	1,840,241	(17,518)
1520 - Realtor's Defense Fund Assets			
1525 - Realtors Defense Fund Invest	1,457,386	1,463,646	(6,259)
1599 - Cash Owed by (to) IAR	210,110	194,675	15,435
Total 1520 - Realtor's Defense Fund Assets	<u>1,667,496</u>	<u>1,658,321</u>	<u>9,176</u>

Indiana Association of Realtors, Inc.
Balance Sheet (Detail)

August 31, 2016

	08/31/2016	07/31/2016	Difference
1530 - Cambridge Ventures L.P.	94,458	94,458	0
1540 - Alerus - 457(b) Investments	174,401	174,401	0
1810 - Investment in ISRE	(225,734)	(225,734)	0
Total 1500 - Investments	<u>3,533,344</u>	<u>3,541,687</u>	<u>(8,342)</u>
1700 - Capitalized Lease Costs			
Total 1700 - Capitalized Lease Costs	<u>0</u>	<u>0</u>	<u>0</u>
Total Other Assets	<u>7,174,373</u>	<u>7,184,464</u>	<u>(10,091)</u>
Total ASSETS	<u>9,465,604</u>	<u>9,629,247</u>	<u>(163,643)</u>
LIABILITIES & NET ASSETS			
Liabilities			
Current Liabilities			
Accounts Payable			
2010 - Accounts Payable	60,662	55,927	4,735
Total Accounts Payable	<u>60,662</u>	<u>55,927</u>	<u>4,735</u>
Other Current Liabilities			
2025 - Other Current Liabilities			
2040 - Accrued Payables	36,525	36,525	0
2080 - RPAC Payable	48,047	35,101	12,945
Total 2025 - Other Current Liabilities	<u>84,572</u>	<u>71,626</u>	<u>12,945</u>
2100 - Payroll Liabilities			
2120 - Post Retirement Benefit Obliga	100,906	100,907	0
2150 - 457 Plan Liabilities	174,401	174,401	0
Total 2100 - Payroll Liabilities	<u>275,307</u>	<u>275,308</u>	<u>0</u>
2400 - Deferred Dues & Other Revenue			
2410 - Dues Payable, Even Year	1,104,219	1,372,658	(268,440)
Total 2400 - Deferred Dues & Other Revenue	<u>1,104,219</u>	<u>1,372,658</u>	<u>(268,440)</u>
Total Other Current Liabilities	<u>1,464,098</u>	<u>1,719,592</u>	<u>(255,495)</u>
Total Current Liabilities	<u>1,524,760</u>	<u>1,775,519</u>	<u>(250,760)</u>
Total Liabilities	<u>1,524,760</u>	<u>1,775,519</u>	<u>(250,760)</u>
NET ASSETS			
3010 - Unrestricted Net Assets	6,186,231	6,053,686	132,546
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Total Net Assets	<u>7,940,844</u>	<u>7,853,728</u>	<u>87,117</u>
Total LIABILITIES & NET ASSETS	<u>9,465,604</u>	<u>9,629,247</u>	<u>(163,643)</u>

Indiana Association of Realtors, Inc.
Budget Performance (Summary)

August 31, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>	<u>Prior YTD Actual</u>
Ordinary Income/Expense						
Income						
4000 - Membership Income	328,402	290,723	2,513,601	2,278,510	3,441,400	2,408,691
4200 - Contract Fees & Event Income	14,045	2,500	21,085	23,500	70,000	16,850
4300 - Royalties, Rent & Product Sales	0	1,250	6,058	10,000	15,000	2,933
4900 - Other Income	7,600	7,642	69,093	71,133	101,700	163,201
Total Income	<u>350,047</u>	<u>302,115</u>	<u>2,609,837</u>	<u>2,383,143</u>	<u>3,628,100</u>	<u>2,591,675</u>
Expense						
5000 - Personnel Costs	130,558	136,318	1,050,792	1,114,548	1,734,824	1,004,154
5300 - Travel & Entertainment	16,739	9,900	182,171	148,747	245,647	161,023
5600 - Professional Fees	28,425	23,083	167,208	212,166	304,499	224,456
5700 - Technology & Equipment	40,142	46,417	340,151	371,331	557,000	357,863
5900 - Office Costs	(7,597)	4,551	51,820	41,289	72,048	59,795
6100 - Facility Costs	11,156	7,485	88,786	289,731	322,169	91,138
7100 - Programmatic Costs	20,089	26,541	309,785	381,319	640,424	366,244
Total Expense	<u>239,512</u>	<u>254,295</u>	<u>2,190,713</u>	<u>2,559,131</u>	<u>3,876,611</u>	<u>2,264,673</u>
Net Ordinary Income	110,535	47,820	419,124	(175,988)	(248,511)	327,002
Other Income/Expense						
Other Income						
4800 - Investment Income	(23,418)	2,083	186,592	16,666	25,000	(10,124)
Total Other Income	<u>(23,418)</u>	<u>2,083</u>	<u>186,592</u>	<u>16,666</u>	<u>25,000</u>	<u>(10,124)</u>
Net Other Income	<u>(23,418)</u>	<u>2,083</u>	<u>186,592</u>	<u>16,666</u>	<u>25,000</u>	<u>(10,124)</u>
Net Income	<u>87,117</u>	<u>49,903</u>	<u>605,716</u>	<u>(159,322)</u>	<u>(223,511)</u>	<u>316,878</u>

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

August 31, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense					
Income					
4000 - Membership Income					
4002 - Membership Dues	258,533	238,952	1,980,616	1,868,715	2,824,523
4020 - Shared Fees, Local Boards	7,371	7,500	58,462	60,000	90,000
4021 - State Application Fee (even years)	34,400	18,333	258,096	146,667	220,000
4030 - RDF Dues	28,098	25,938	216,427	203,128	306,877
Total 4000 - Membership Income	<u>328,402</u>	<u>290,723</u>	<u>2,513,601</u>	<u>2,278,510</u>	<u>3,441,400</u>
4200 - Contract Fees & Event Income					
4101 - Sponsorship Income	500	2,500	1,500	20,000	30,000
4201 - Registration Income	13,545	0	19,585	3,500	40,000
Total 4200 - Contract Fees & Event Income	<u>14,045</u>	<u>2,500</u>	<u>21,085</u>	<u>23,500</u>	<u>70,000</u>
4300 - Royalties, Rent & Product Sales					
4301 - Royalty Income	0	1,250	6,058	10,000	15,000
Total 4300 - Royalties, Rent & Product Sales	<u>0</u>	<u>1,250</u>	<u>6,058</u>	<u>10,000</u>	<u>15,000</u>
4900 - Other Income					
4900 - Other Income	250	0	2,053	10,000	10,000
4901 - Grant Income-Temp Restricted	0	0	9,990	0	0
4910 - RECP Income	7,100	7,100	56,800	56,800	85,200
4920 - Professional Standards Income	250	542	250	4,333	6,500
Total 4900 - Other Income	<u>7,600</u>	<u>7,642</u>	<u>69,093</u>	<u>71,133</u>	<u>101,700</u>
Total Income	350,047	302,115	2,609,837	2,383,143	3,628,100
Expense					
5000 - Personnel Costs					
5010 - Compensation	103,802	109,381	814,923	875,048	1,312,575
5020 - Bonus Pool	0	0	24,000	24,000	99,000
5030 - Contract Labor / Temp Help	2,400	458	9,030	3,667	5,500
5100 - Benefits & Taxes					
5110 - Health & Life Insurance	6,200	8,334	47,877	66,666	100,000
5115 - Wellness Benefit	346	166	2,976	1,334	2,000
5120 - Dental Insurance	611	667	4,674	5,333	8,000
5125 - Disability Insurance	830	1,250	6,854	10,000	15,000
5130 - Retirement Benefits	5,173	5,000	36,689	40,000	60,000
5140 - Post-Employment Benefits	1,802	1,667	14,337	13,333	20,000
5150 - Workers Compensation Insuranc	450	583	3,410	4,667	7,000
5160 - Payroll Taxes	6,049	6,667	61,569	53,333	80,000
5170 - Professional Development	0	395	1,840	3,167	4,750

NO ASSURANCE IS PROVIDED. SEE SELECT INFORMATION.

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

August 31, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
5180 - Dues & Subscriptions	2,895	1,750	22,613	14,000	20,999
Total 5100 - Benefits & Taxes	<u>24,356</u>	<u>26,479</u>	<u>202,839</u>	<u>211,833</u>	<u>317,749</u>
Total 5000 - Personnel Costs	130,558	136,318	1,050,792	1,114,548	1,734,824
5300 - Travel & Entertainment					
5310 - Staff Travel Costs					
5310 - Staff Travel	950	542	12,397	9,833	14,500
5320 - Staff Lodging	1,397	1,667	18,410	28,433	43,499
5330 - Staff Mileage	534	945	7,087	8,991	13,150
5340 - Staff Meals	1,018	1,625	10,987	15,600	25,199
5350 - Staff Hospitality	70	1,084	1,622	12,366	17,750
5360 - Conference Registration Fees	3,524	0	12,204	2,725	8,600
Total 5310 - Staff Travel Costs	<u>7,493</u>	<u>5,863</u>	<u>62,707</u>	<u>77,948</u>	<u>122,698</u>
5410 - Leadership Travel					
5410 - Board / Volunteer Travel	1,026	591	14,001	12,483	19,850
5420 - Board / Volunteer Lodging	4,684	1,146	50,139	27,317	49,250
5430 - Board / Volunteer Mileage	1,887	759	6,963	8,466	13,599
5440 - Board / Volunteer Meals	1,102	1,000	43,038	16,400	24,750
5450 - Board / Volunteer Hospitality	547	374	3,953	4,800	8,500
5460 - Conference Registration Fees	0	167	1,370	1,333	7,000
Total 5410 - Leadership Travel	<u>9,246</u>	<u>4,037</u>	<u>119,464</u>	<u>70,799</u>	<u>122,949</u>
Total 5300 Travel & Entertainment	16,739	9,900	182,171	148,747	245,647
5600 - Professional Fees					
5610 - Legal Services	5,200	2,042	15,639	16,333	24,499
5620 - Audit & Tax Services	0	0	22,075	27,500	27,500
5630 - Accounting Services	17,219	11,666	78,298	93,334	140,000
5640 - Other Consulting Services	4,506	7,875	39,196	62,999	94,500
5650 - President's Stipend	1,500	1,500	12,000	12,000	18,000
Total 5600 - Professional Fees	<u>28,425</u>	<u>23,083</u>	<u>167,208</u>	<u>212,166</u>	<u>304,499</u>
5700 - Technology & Equipment					
5710 - Technology Consulting Service	39,241	44,333	330,369	354,664	532,000
5720 - Equipment Repairs & Maintenance	0	84	748	667	1,000
5730 - Small Equipment Purchases	274	500	577	4,000	6,000
5740 - Equipment > \$1000	0	833	1,374	6,667	10,000
5750 - Equipment Lease Payments	444	458	3,910	3,666	5,500
5760 - Software & Licensing Fees	183	209	3,173	1,667	2,500
Total 5700 - Technology & Equipment	<u>40,142</u>	<u>46,417</u>	<u>340,151</u>	<u>371,331</u>	<u>557,000</u>
5900 - Office Costs					

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

August 31, 2016

	1 Month Actual	1 Month Budget	YTD Actual	YTD Budget	Annual Budget
5910 - Telephone	3,524	2,083	26,466	16,666	25,000
5920 - Postage	1	133	593	1,067	1,600
5930 - Office Supplies	189	521	2,513	4,167	6,250
5932 - Kitchen Supplies	406	250	3,043	2,000	3,000
5934 - Bathroom Supplies	0	84	0	666	1,000
5940 - Printing	0	391	1,039	3,134	4,699
5950 - Liability Insurance	(13,984)	625	2,279	5,000	7,500
5960 - Licenses and Fees	0	167	0	1,333	2,000
5970 - Bank & Credit Card Fees	1,143	89	11,774	5,590	18,499
5980 - Miscellaneous	1,124	208	4,113	1,666	2,500
Total 5900 - Office Costs	(7,597)	4,551	51,820	41,289	72,048
6100 - Facility Costs					
6110 - Office Rent & Parking	10,406	7,402	81,962	59,211	88,816
6115 - Other temp office costs	0	0	0	227,353	227,353
6120 - Utilities	119	0	947	0	0
6170 - Property Insurance	631	83	5,050	667	1,000
6180 - Property Taxes	0	0	827	2,500	5,000
Total 6100 - Facility Costs	11,156	7,485	88,786	289,731	322,169
7100 - Programmatic Costs					
7110 - Facility Rental	1,791	208	17,295	3,166	7,000
7120 - Catering	2,842	2,167	62,406	55,484	94,250
7130 - Honorarium/Speaker Fees	1,500	1,666	20,235	22,333	37,000
7140 - Speaker Travel	0	342	1,666	5,233	7,600
7150 - Plaques & Awards	0	0	4,582	0	7,000
7160 - Event Sponsorships	0	1,042	6,040	8,333	12,500
7210 - Website Development / Hosting	1,625	2,916	13,000	23,334	34,999
7215 - Clipping Service	0	250	0	2,000	3,000
7220 - Internet Communications	2,030	834	13,992	6,666	10,000
7225 - Publications	499	554	9,097	5,433	7,650
7240 - Video Production & Editing	0	0	1,150	1,500	3,000
7250 - Media / Public Relations Proj	0	0	125	500	500
7260 - Advertising/Marketing	0	0	1,093	0	0
7310 - Other Program Costs	177	11,812	20,597	97,500	150,250
7320 - Grants	8,125	0	23,750	16,250	32,500
7330 - Electronic Forms	0	0	72,757	80,588	161,175
7410 - Marketing Research	0	2,084	0	16,666	25,000
7420 - Outreach	1,500	583	2,000	4,667	7,000
7430 - Legislative Issues	0	417	0	3,333	5,000
7440 - Issue Research	0	0	40,000	15,000	15,000
7450 - Legislative Advocacy	0	1,666	0	13,333	20,000

Indiana Association of Realtors, Inc.
Budget Performance (Detail)

August 31, 2016

	<u>1 Month Actual</u>	<u>1 Month Budget</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total 7100 - Programmatic Costs	20,089	26,541	309,785	381,319	640,424
Total Expense	239,512	254,295	2,190,713	2,559,131	3,876,611
Net Ordinary Income	110,535	47,820	419,124	(175,988)	(248,511)
Other Income/Expense					
Other Income					
4800 - Investment Income					
4810 - Interest & Dividend Income	3,850	2,083	26,451	16,666	25,000
4815 - Unrealized Gains/Losses	(39,263)	0	69,134	0	0
4820 - Realized Gains/Losses	11,995	0	103,189	0	0
4830 - Investment Management Fees	0	0	(12,182)	0	0
Total 4800 - Investment Income	(23,418)	2,083	186,592	16,666	25,000
Total Other Income	(23,418)	2,083	186,592	16,666	25,000
Net Other Income	(23,418)	2,083	186,592	16,666	25,000
Net Income	87,117	49,903	605,716	(159,322)	(223,511)

Indiana Association of Realtors, Inc.
Selected Information
August 2016 Financial Statements

The monthly financial statements for Indiana Association of Realtors are presented on the accrual basis in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP). These financial statements have not been subjected to an audit, review, or compilation engagement; and no assurance is provided on them.

The accompanying financial statements include the following departures from accounting principles generally accepted in the United States of America:

- The financial statements omit substantially all of the disclosures and the statement of cash flows required by accounting principles generally accepted in the United States of America.
- The Balance Sheet includes a comparison with the period ended July 31, 2016 for additional meaningful data for management and the board.
- Certain accruals and adjustments are made on an annual basis in preparation for the organization's annual audit.
- The Budget Performance reports do not report changes in net assets among unrestricted, temporarily restricted and permanently restricted in accordance with GAAP.
- Budget information is presented without notes on significant assumptions used in developing the budget.

The effects of these departures have not been determined.