# AUDITED FINANCIAL STATEMENTS LOVE146, INC.

NEW HAVEN, CONNECTICUT YEARS ENDED JUNE 30, 2015 AND 2014

### LOVE146, INC.

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**Guiding Successful People** 

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#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of LOVE146, INC. 132 Temple Street New Haven, Connecticut 06510

We have audited the accompanying financial statements of LOVE146, INC. (a nonprofit organization) which comprise the statement of financial position as of June 30, 2015 and 2014, and the related statement of activities 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 financial statements that are free from material misstatement, whether due to fraud or error.

#### **Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free 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 LOVE146, INC. as of June 30, 2015 and 2014, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

#### **Other Matter**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expense on pages 17 and 18 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 our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Michaud Accavallo Woodbridge & Cusano, LLC

Killingworth, Connecticut September 8, 2015

### LOVE146, INC. STATEMENT OF FINANCIAL POSITION AS OF JUNE 30, 2015 AND 2014

	June 30,						
ASSETS		2015		2014			
CURRENT ASSETS		_					
Cash and cash equivalents	\$	921,007	\$	903,858			
Contributions receivable, net of							
allowance of \$0		12,211		7,102			
Other current assets		3,000		3,000			
TOTAL CURRENT ASSETS		936,218		913,960			
EQUIPMENT AND IMPROVEMENTS							
Furniture, fixtures and equipment		37,696		103,532			
Vehicle		20,588		20,588			
Leasehold improvements		50,311		9,980			
		108,595		134,100			
Less: Accumulated depreciation and amortization		(41,571)		(89,591)			
TOTAL EQUIPMENT AND IMPROVEMENTS		67,024		44,509			
Deposits		5,500		4,789			
TOTAL ASSETS	\$	1,008,742	\$	963,258			
LIABILITIES AND NET ASSETS							
CURRENT LIABILITIES							
Accounts payables	\$	180	\$	3,757			
Accrued expenses		10,656		35,822			
Deferred revenue		16,645		2,857			
Current portion of capital lease		2,624		2,423			
TOTAL CURRENT LIABILITIES		30,105		44,859			
Capital lease obligation, net of current portion		13,141		15,765			
NET ASSETS							
Unrestricted		965,496		902,634			
Temporarily restricted				_			
TOTAL NET ASSETS		965,496		902,634			
TOTAL LIABILITIES AND NET ASSETS	\$	1,008,742	\$	963,258			

### LOVE146, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2015

	U	nrestricted	Temporarily	Total
SUPPORT AND REVENUES		_		 _
Contributions	\$	2,606,480	\$ -	\$ 2,606,480
Events		306,816	-	306,816
Gift in-kind		24,039	-	24,039
Program service revenue		4,300	-	4,300
Interest		726		 726
TOTAL SUPPORT AND REVENUES		2,942,361	-	2,942,361
EXPENSES				
Program		2,180,294	-	2,180,294
Management and general		370,978	-	370,978
Fundraising		328,227		 328,227
TOTAL EXPENSES		2,879,499	-	 2,879,499
INCREASE IN NET ASSETS		62,862	-	62,862
NET ASSETS, BEGINNING OF YEAR		902,634		 902,634
NET ASSETS, END OF YEAR	\$	965,496	\$ -	\$ 965,496

### LOVE146, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2014

	Unrestricted	Temporarily	Total
SUPPORT AND REVENUES			
Contributions	2,647,797	\$ -	\$ 2,647,797
Events	233,355	-	233,355
Program service revenue	1,130	-	1,130
Interest	990	-	990
Net assets released			
from restriction	63,051	(63,051)	
TOTAL SUPPORT AND REVENUES	2,946,323	(63,051)	2,883,272
EXPENSES			
Program	2,145,088	-	2,145,088
Management and general	407,185	-	407,185
Fundraising	297,293	-	297,293
TOTAL EXPENSES	2,849,566	-	2,849,566
INCREASE (DECREASE) IN NET ASSETS	96,757	(63,051)	33,706
NET ASSETS, BEGINNING OF YEAR	805,877	63,051	868,928
NET ASSETS, END OF YEAR	\$ 902,634	\$ -	\$ 902,634

### LOVE146, INC. STATEMENT OF CASH FLOWS FOR THE YEARS ENDED JUNE 30, 2015 AND 2014

	Years Ended June 30,					
CASH FLOWS FROM OPERATING ACTIVITIES		2015		2014		
Increase in net assets	\$	62,862	\$	33,706		
Adjustments to reconcile change in net assets						
to net cash used in operating activities:						
Depreciation		27,541		16,983		
Loss on disposal		4,741		-		
(Increase) Decrease in operating assets:						
Contributions receivable		(5,109)		117,408		
Deposits		(711)		3,194		
Increase (Decrease) in operating liabilities:						
Accounts payable		(3,577)		2,367		
Deferred revenue		13,788		2,857		
Accrued expenses		(25,166)		(13,211)		
NET CASH PROVIDED BY OPERATING ACTIVITIES		74,369		163,304		
CASH FLOWS FROM INVESTING ACTIVITIES						
Purchase of property and equipment		(54,797)		(6,793)		
CASH FLOWS FROM FINANCING ACTIVITIES						
Payments on capital lease		(2,423)		(2,400)		
NET CHANGE IN CASH		17,149		154,111		
Cash and cash equivalents at beginning of year		903,858		749,747		
CASH AND CASH EQUIVALENTS AT END OF YEAR	\$	921,007	\$	903,858		
Supplemental disclosure of cash flow information:						
Cash paid during the year for interest expense	\$	1,367	\$	246		

#### NOTE 1-SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

In September 2002, LOVE146, INC. (Organization) Co-Founders went on an exploratory trip to SE Asia to determine how they could serve in the fight against child sex trafficking. In brothels, they saw young children being sold for sex. In safe homes, they witnessed the miracle of restoration as they sang and danced with survivors. The goal of this and subsequent trips was not to "reinvent the wheel" but to find out where the greatest needs were and how they could be most helpful in filling those needs. After 18 months of research, networking and other organizational work, LOVE146, INC. became an official public charity in March of 2004 under the name of Justice for Children, Inc. (JFCI). In October 2007, JFCI became known as LOVE146, INC. and is incorporated in the State of Connecticut.

LOVE146, INC. works toward the abolition of child sex trafficking and exploitation prevention and aftercare. LOVE146, INC. trains aftercare workers, establishes safe homes, aids socioeconomic development programs in high-risk communities and amplifies the voice of these victims of modern-day slavery. Major programs include educational programs; training programs aimed at developing knowledge and skills for working with victims of Child Sex Trafficking and Exploitation (CSTE); working to help CSTE survivors by facilitating restorative experiences, teaching life skills, and providing help for a better future; and safe home programs which provide care for survivors of CSTE.

LOVE146, INC. has developed a USA prevention strategy that focuses on advocacy to prevent child sex slavery and exploitation. The Organization seeks to advocate on behalf of as well as with victims, survivors, and those atrisk. Through detailed research and collaboration, LOVE146, INC. contributes to the modern-day abolitionist movement in the USA by emphasizing coalition building and partnerships as well as innovative, creative advocacy strategies.

The Organization operates programs in the United States and foreign countries and makes grants to organizations based in foreign countries. These countries have included, but are not limited to, the Philippines, Thailand, Cambodia, India, United Kingdom and Moldova. Unforeseen political, economic or governmental changes in these countries could have an effect on the Organization's future activities. Total grant expense to organizations worldwide during the years ended June 30, 2015 and 2014 totaled \$434,398 and \$525,144, respectively.

#### **Financial Statement Presentation**

The accompanying financial statements of the Organization have been prepared on the accrual basis of accounting. The Organization also reports 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. There were no permanently restricted net assets for the years ended June 30, 2015 and 2014, respectively.

#### **Use of Estimates**

The accounting and financial reporting policies of the Organization conform to generally accepted accounting principles. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of support, revenues and expenses during the reporting period. Actual results could differ from those estimates.

#### **Functional Allocation of Expenses**

The costs of providing the various programs and other activities of LOVE146, INC. have been summarized on a functional basis in the accompanying statement of activities, which includes all expenses incurred for the years. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management allocates the direct costs of its operations to its programs and services based upon the percentage of direct labor costs charged to each program and supporting services by LOVE146, INC. staff.

#### Cash, Cash Equivalents and Credit Risk

For purposes of the statement of cash flows, the Organization considers all short-term investments, with a maturity of three months or less when purchased, and money market mutual funds, to be cash equivalents.

Cash deposits in banks are insured by the Federal Deposit Insurance Corporation up to \$250,000. As of June 30, 2015 and 2014, cash deposit balances in banks and financial institutions were not insured by \$223,337 and \$637,629, respectively.

#### **Contributions**

Contributions are generally available for unrestricted use in the related year unless specifically restricted by the donor. Unconditional promises to give are recorded as received. Unconditional promises to give due in the next year are reflected as current promises to give and are recorded at their net realizable value. The Organization does not generally have unconditional promises to give due in subsequent years, but when they occur, they are reflected as long-term promises to give and are recorded at the present value of their net realizable value, using risk-free interest rates applicable to the year in which the promises are received to discount the amounts. Promises to give are received from various contributors and not necessarily related to any specific event. An allowance for uncollectable contributions is provided based on management's evaluation of potential uncollectable receivables. LOVE146, INC. records restricted contributions whose restrictions are met in the same reporting period as unrestricted contributions.

Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

#### **Grant and Contracts**

Governmental grants and contracts are generally considered to be exchange transactions rather than contributions. Revenue from cost-reimbursement grants and contracts is recognized to the extent of costs incurred. Revenue from performance-based grants and contracts is recognized to the extent of performance achieved. Grant and contract receipts in excess of revenue recognized are presented as deferred grant revenue.

#### **Furniture, Equipment and Leasehold Improvements**

Furniture, equipment and leasehold improvements are capitalized at cost. It is the organizations policy to capitalize expenditures for these items in excess of \$500. Lesser amounts are expensed. Furniture and office equipment are being depreciated over estimated useful lives of three to seven years, using the straight-line method. Leasehold improvements are being amortized over the shorter of the lease term or useful life using the straight-line method.

#### **Donated Services**

The Organization recognizes donated services if they create or enhance non-financial assets or requires specialized skills and would typically be purchased if not provided by donation. General volunteer services do not meet these criteria for recognition in the financial statement. However, a substantial number of volunteers have donated significant amounts of their time in the Organization's operations and fund-raising campaigns.

#### **Compensated Absences**

Employees are entitled to paid vacation and sick days depending on job classification, length of service, and other factors. It is impracticable to estimate the amount of compensation for future paid sick days and time off. Accordingly, no liabilities for these amounts have been recorded in the accompanying financial statements. The Organizations policy is to recognize the cost of compensated absences when actually paid to employees.

#### **Income Tax Status**

The Organization is a not-for-profit Organization that is exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code. The Organization is also exempt from State income taxes. Accordingly, no provision for income taxes has been made in the financial statements. The Organization is subject to tax on unrelated business income, if incurred, as well as certain state filling fees.

The Organization has concluded that there are no uncertain tax positions that would require recognition in the financial statements. If the Organization were to incur an income tax liability in the future, interest on any income tax liability would be reported as interest expense and penalties would be reported as income taxes. The Organization's conclusions regarding uncertain tax positions may be subject to review and adjustment at a later date based on ongoing analysis of tax laws, regulations and interpretations thereof as well as other factors. Generally, federal and state authorities may examine the Organization's tax returns for three years from the date of filing. Consequently, income tax returns for years prior to 2010 are no longer subject to examination by taxing authorities.

#### NOTE 2-CONTRIBUTION RECEIVABLES, SUPPORT AND REVENUE

#### **Contributions and Concentration of Major Contributors**

Contributions totaled \$2,606,480 and \$2,647,797 for the years ended June 30, 2015 and 2014, respectively. For the years then ended, the Organization's three largest contributors accounted for 5%, 5% and 3% and 9%, 5% and 5%, respectively.

#### **Contributions Receivable**

Contributions receivable totaled \$12,211 and \$7,102 at June 30, 2015 and 2014, respectively, and are due within one year. Contributions receivable includes on-line contributions contributed through credit card transactions by the donor that have not been remitted to the Organization. In addition, contributions receivable also include short-term pledges that were not received prior to the years ended June 30, 2015 and 2014. As of the years ended June 30, 2015 and 2014, the allowance for uncollectable accounts is \$0.

#### **NOTE 3-LEASES**

#### **Operating Leases**

The Organization leases office space in New Haven, Connecticut under a three-year non-cancelable operating lease, which expired April 30, 2013, and is currently being negotiated. The lease requires annually increasing monthly payments ranging from \$3,400 to \$3,678 over the three-year life of the lease. The Organization also leases office space in Spring, Texas under a two-year (24 months) non-cancelable operating lease, which expired May 31, 2015. The lease requires monthly payments of \$1,389 for the last twenty-two months of the lease, with no payment required for the first two months of the lease. Total rent expense for the year ended June 30, 2015 and 2014 was \$96,136 and \$71,613. Future minimum operating lease commitments under lease are as follows:

2016		\$ 80,570
2017		70,414
2018		68,895
2019		63,866
	Total	\$ 283,745

#### **Capital Lease**

During 2014, the Organization leased a vehicle under a capital lease expiring in 2017. The asset and liability under capital lease are recorded at the lower of the present value of the minimum lease payments or the fair value of the assets. The asset is amortized over the lower of the related lease terms. Amortization of assets under capital leases is included in depreciation expense for June 30, 2015 and 2014. Following is a summary of equipment held under capital lease at June 30:

	 2015	2014
Vehicle	\$ 20,588	20,588
Less Accumulated amortization	 (8,578)	(1,716)
	\$ 12,010	\$ 18,872

Minimum future lease payments under capital lease as of June 30, 2015 are approximated as follows:

2016	\$ 3,790
2017	13,947
Total	17,737
Less: Amount representing interest	1,972
Total capital lease	\$ 15,765
Current portion of capital lease	\$ 2,624
Long term portion of capital lease	13,141
	\$ 15,765

Interest rates on the capitalized lease is 8% and is imputed based on the lower of the Company's incremental borrowing rate at the inception of the lease or the lessor's implicit rate of return.

#### **NOTE 4-RESTRICTED NET ASSETS**

The were no permanently or temporarily restricted net assets for the years ended June 30, 2015 and 2014.

#### NOTE 5-RELATED PARTY TRANSACTIONS

#### LOVE146 (Philippines)

On January 24, 2008, LOVE146, INC. (US) entered into an Association Agreement (agreement) with a related party in the Philippines, LOVE146 (Philippines) to support their mission in the area. The agreement requires, among other things, that LOVE146 (Philippines) maintain a board of directors and executive director whose appointments must all be ratified by LOVE146, INC. (US). The agreement also requires that to ensure coordination with LOVE146, INC. (US), LOVE146 (Philippines) annual proposed budget must be approved by LOVE146, INC. (US) prior to adoption. In addition, LOVE146 (Philippines) shall provide monthly financial reports and quarterly audited financial statements to LOVE146, INC. (US).

The initial term of the agreement is five years and has an automatic five-year renewal unless either party provides notice not to renew. The agreement may also terminate if other occurrences occur such as the dissolution of either party, either party submits written cancelation within a certain period of time, loss of tax exempt status by either party or if one party engages in any act that is (1) in violation of the agreement; (2) inconsistent with the ministry of exempt status of any party to this agreement; or (3) which would subject any party to public disrepute.

In addition, the two parties entered into a Trademark License Agreement which grants a non-transferable, exclusive, royalty free license to LOVE146 (Philippines) to use Trademarks registered with the United States Patent and Trademark Office by LOVE146, INC. (US), as long as the Trademark License Agreement and Association Agreement remain in place.

During the years ended June 30, 2015 and 2014, the Organization provided LOVE146 (Philippines) with \$290,790 and \$259,360, respectively, in support to fund operations to support their mutual mission.

#### LOVE146 (UK)

On March 24, 2010, LOVE146, INC. (US) entered into an Association Agreement (agreement) with a related company in the United Kingdom, LOVE146 (UK) to support their mission in Europe. The agreement requires, among other things, that LOVE146 (UK) maintain a board of directors and executive director whose appointments must all be ratified by LOVE146, INC. (US). The agreement also requires that to ensure coordination with LOVE146, INC. (US). LOVE146 (UK)'s, annual proposed budget must be approved by LOVE146, INC. (US) prior to adoption. In addition, LOVE146 (UK) shall provide monthly financial reports and quarterly audited financial statements to LOVE146, INC. (US).

The initial term of the agreement is five years and has an automatic five-year renewal unless either party provides notice not to renew. The agreement may also terminate if other occurrences' occur such as the dissolution of either party, either party submits written cancelation within a certain period of time, loss of tax exempt status by either party or if organization engages in any act that is (1) in violation of the agreement; (2) inconsistent with the ministry of exempt status of any party to this agreement; or (3) which would subject any party to public disrepute.

In addition, the two parties entered into a Trademark License Agreement, which grants non-transferable, exclusive royalty free license to LOVE146 (UK) to use Trademarks registered with the United States Patent and Trademark Office by LOVE146, INC. (US), as long as the Trademark License Agreement and Association Agreement remain in place.

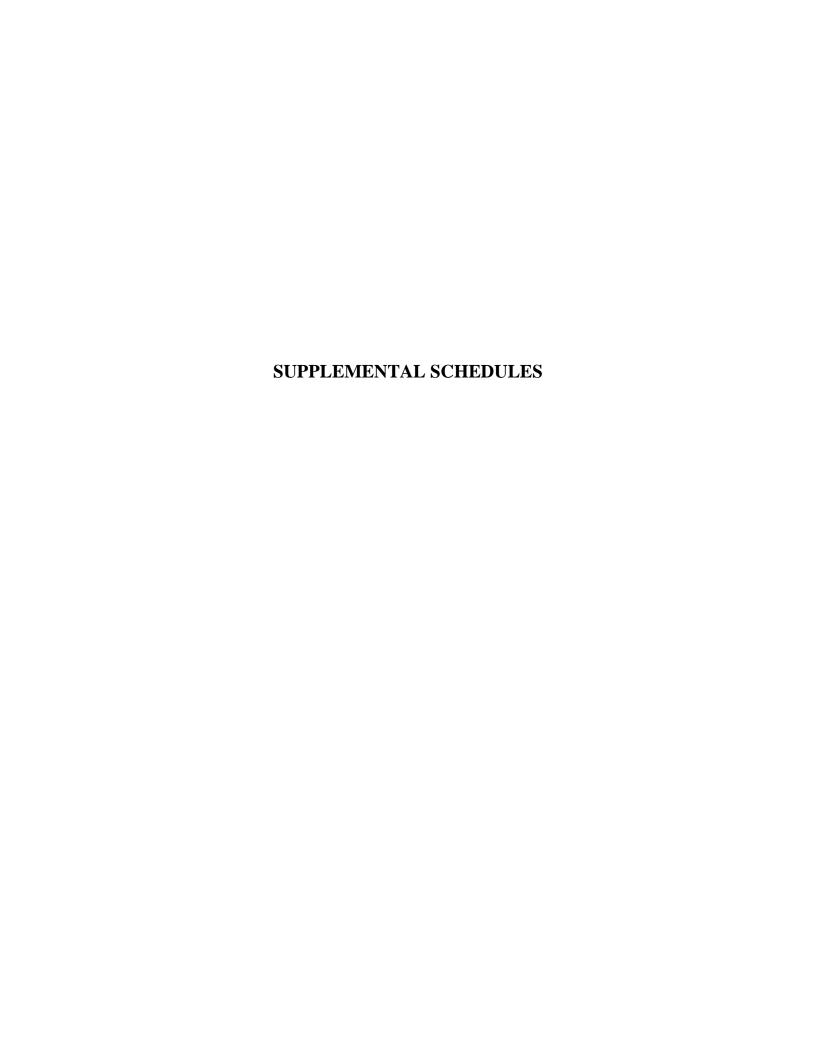
A new agreement was signed on July 31, 2103 for a 5-year term. It clarifies how LOVE146 Europe will promote the organization's vision, mission and values and sets forth new standards for external communications and brand protection.

The geographical boundaries for LOVE146 EUROPE fundraising efforts were agreed to (all countries in the European Union plus Moldova, Romania, Bulgaria and such other countries as shall be agreed between the parties from time to time). In addition, an agreement to the LOVE146 programmatic standards were outlined and agreed to by LOVE146 Europe.

During the years ended June 30, 2015 and 2014, the Organization provided LOVE146 (UK) with \$38,206 and \$95,436, respectively, in support.

#### **NOTE 6- SUBSEQUENT EVENTS**

Subsequent events were considered through September 8, 2015, which is the date the financial statements were available to be issued.



### LOVE146, INC. SUPPLEMENTAL SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2015

Program

		rrogram												
	Survivor		Prevention	1	Professional	Em	powering		Total	Ma	nagement		Fund	Total
		Care	Education		Training	M	ovement	vement Program and General Raisi		and General		Raising Expense		
Grant expense	\$	332,863	\$ -	\$	\$ 9,000	\$	92,535	\$	434,398	\$	-	\$	-	\$ 434,398
Salaries		469,915	217,368	3	7,694		310,618		1,005,595		117,832		198,009	1,321,436
Employee benefits		36,571	15,614	L	596		23,877		76,658		13,654		15,024	105,336
Payroll taxes		38,965	16,782	2	640		25,599		81,986		10,171		16,005	108,162
Contract labor		107,491	11,307	'	3,874		134,407		257,079		11,861		32,625	301,565
Travel and related expenses		54,998	37,840	)	1,008		49,277		143,123		36,849		22,447	202,419
Occupancy		48,491	19,166	)	219		15,490		83,366		17,328		8,096	108,790
Bank fees		1,581	314	Ļ	16		569		2,480		40,314		314	43,108
Professional fees		3,188	5,950	)	60		4,846		14,044		55,608		119	69,771
Printing and reproduction		846	4,937	'	16		2,331		8,130		4,197		14,535	26,862
Postage		497	160	)	10		378		1,045		2,689		6,925	10,659
Insurance		12,265	1,398	3	-		-		13,663		17,202		567	31,432
Supplies		13,293	756	)	9		454		14,512		10,703		4,357	29,572
Telephone		5,318	3,939	)	56		2,556		11,869		2,393		1,218	15,480
Staff development		255	299	)	4		195		753		10,045		289	11,087
Depreciation expense		10,741	3,305	í	551		6,334		20,931		3,580		3,030	27,541
Office equipment		243	291		-		124		658		8,988		372	10,018
Dues and subscriptions		277	295	;	2		63		637		2,610		620	3,867
Other		5,563	1,251		86		2,467		9,367		4,954		3,675	17,996
TOTAL	\$	1,143,361	\$ 340,972	. \$	\$ 23,841	\$	672,120	\$	2,180,294	\$	370,978	\$	328,227	\$ 2,879,499

## LOVE146, INC. SUPPLEMENTAL SCHEDULE OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2014

Program

			Program					
	Survivor	Prevention	Professional	Empowering	Total	Management	Fund	Total
	Care	Education	Training	Movement	Program	and General	Raising	Expense
Grant expense	\$320,201	\$ 86,512	\$ 55,431	\$ 63,000	\$ 525,144	\$ -	\$ -	\$ 525,144
Salaries	223,539	284,275	8,960	302,627	\$ 819,401	158,785	163,858	1,142,044
Employee benefits	19,604	24,614	782	26,284	\$ 71,284	14,909	12,967	99,160
Payroll taxes	18,853	23,684	751	25,273	\$ 68,561	13,556	11,473	93,590
Contract labor	120,971	31,289	16,559	193,790	\$ 362,609	3,310	43,784	409,703
Travel and related expenses	53,599	64,009	1,777	57,643	\$ 177,028	25,040	21,098	223,166
Occupancy	12,968	17,798	518	17,107	\$ 48,391	18,597	7,403	74,391
Bank fees	363	38	2	754	\$ 1,157	46,728	134	48,019
Professional fees	5,612	3,932	205	11,637	\$ 21,386	51,465	2,506	75,357
Printing and reproduction	893	1,269	27	2,476	\$ 4,665	8,122	11,123	23,910
Postage	566	392	20	1,020	\$ 1,998	3,300	17,322	22,620
Insurance	723	176		3,247	\$ 4,146	19,476	-	23,622
Supplies	3,196	2,366	62	2,272	\$ 7,896	17,255	3,506	28,657
Telephone	2,344	5,278	85	2,504	\$ 10,211	3,238	812	14,261
Staff development	108	406	5	180	\$ 699	11,402	12	12,113
Depreciation expense	3,906	1,189	509	7,303	\$ 12,907	4,076	-	16,983
Office equipment	558	751	22	2,076	\$ 3,407	4,938	-	8,345
Dues and subscriptions	575	3,194	9	300	\$ 4,078	115	1,295	5,488
Other		120			120	2,873		2,993
TOTAL	\$ 788,579	\$ 551,292	\$ 85,724	\$ 719,493	\$ 2,145,088	\$ 407,185	\$ 297,293	\$ 2,849,566