

Youth Entrepreneurs, Inc.
Independent Auditor's Report
and
Financial Statements
May 31, 2018 and 2017



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Independent Auditor's Report

Board of Directors
Youth Entrepreneurs, Inc.
Wichita, Kansas

We have audited the accompanying financial statements of Youth Entrepreneurs, Inc. (a nonprofit organization), which comprise the statements of financial position as of May 31, 2018 and 2017, and the related statements 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits 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 Youth Entrepreneurs, Inc. as of May 31, 2018 and 2017, 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.

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 15 is presented for purposes 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.

Rejiv Carr & Monroe LLP

October 24, 2018
Wichita, Kansas

Youth Entrepreneurs, Inc.
Statements of Financial Position
As of May 31, 2018 and 2017

ASSETS		2018	2017
		<u>2018</u>	<u>2017</u>
Assets			
Cash and cash equivalents	\$	8,141,723	\$ 4,938,721
Accounts receivable		22,018	8,355
Contributions receivable		1,253,965	1,220,061
Prepaid expenses		411,520	102,989
Property and equipment, net		860,977	654,332
Total assets		<u>\$ 10,690,203</u>	<u>\$ 6,924,458</u>
 LIABILITIES AND NET ASSETS			
Liabilities			
Accounts payable and accrued expenses	\$	179,481	\$ 246,379
Scholarships and capital grants payable		1,600	350,765
Deferred liabilities		54,830	13,750
Total liabilities		<u>235,911</u>	<u>610,894</u>
 Net Assets			
Unrestricted		8,062,167	5,536,965
Temporarily restricted		2,392,125	776,599
Total net assets		<u>10,454,292</u>	<u>6,313,564</u>
Total liabilities and net assets		<u>\$ 10,690,203</u>	<u>\$ 6,924,458</u>

The accompanying notes are an integral part of the financial statements.

Youth Entrepreneurs, Inc.
Statements of Activities
For the Years Ended May 31, 2018 and 2017

	2018			2017		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Revenues						
Contributions	\$ 8,685,661	\$ 3,324,248	\$ 12,009,909	\$ 6,807,661	\$ 1,475,114	\$ 8,282,775
Contributions - special events	460,740	-	460,740	979,329	73,000	1,052,329
Other special event revenue	36,540	-	36,540	148,255	-	148,255
Program income	60,515	-	60,515	56,937	-	56,937
Interest and dividends	541	-	541	1,932	-	1,932
Other income	100,569	-	100,569	14,930	-	14,930
Net assets released from restrictions	1,708,722	(1,708,722)	-	876,489	(876,489)	-
Total revenues	11,053,288	1,615,526	12,668,814	8,885,533	671,625	9,557,158
Expenses						
Program services	6,357,663	-	6,357,663	5,067,824	-	5,067,824
Support services						
Development	1,457,980	-	1,457,980	1,780,512	-	1,780,512
Administrative	712,443	-	712,443	612,921	-	612,921
Total support services	2,170,423	-	2,170,423	2,393,433	-	2,393,433
Total expenses	8,528,086	-	8,528,086	7,461,257	-	7,461,257
Change in net assets	2,525,202	1,615,526	4,140,728	1,424,276	671,625	2,095,901
Net assets - beginning of period	5,536,965	776,599	6,313,564	4,112,689	104,974	4,217,663
Net assets - end of period	\$ 8,062,167	\$ 2,392,125	\$ 10,454,292	\$ 5,536,965	\$ 776,599	\$ 6,313,564

The accompanying notes are an integral part of the financial statements.

Youth Entrepreneurs, Inc.
Statements of Cash Flows
For the Years Ended May 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Cash flows from operating activities		
Change in net assets	\$ 4,140,728	\$ 2,095,901
Adjustments to reconcile change in net assets to net cash flows from operating activities		
Depreciation	454,206	213,941
Noncash contributions of investment securities	(15,040)	(276,907)
Gain on sale of investment securities	(150)	(776)
Effects of changes in operating assets and liabilities		
Accounts receivable	(13,663)	52,660
Contributions receivable	(33,904)	(1,037,123)
Prepaid expenses and other assets	(308,531)	(81,931)
Accounts payable and accrued expenses	(66,898)	10,570
Scholarships and grants payable	(349,165)	(11,141)
Deferred liabilities	41,080	(26,645)
Net cash provided by operating activities	<u>3,848,663</u>	<u>938,549</u>
Cash flows from investing activities		
Purchases of property and equipment	(660,851)	(376,354)
Proceeds from sale of investment securities	15,190	277,682
Net cash used by investing activities	<u>(645,661)</u>	<u>(98,672)</u>
Increase in cash and cash equivalents	3,203,002	839,877
Cash and cash equivalents - beginning of period	<u>4,938,721</u>	<u>4,098,844</u>
Cash and cash equivalents - end of period	<u><u>\$ 8,141,723</u></u>	<u><u>\$ 4,938,721</u></u>

The accompanying notes are an integral part of the financial statements.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 1. Summary of Significant Accounting Policies

Nature of Operations

Youth Entrepreneurs, Inc., formerly known as Youth Entrepreneurs of Kansas, Inc., (the Organization) is a not-for-profit organization whose mission and principal activities are to engender self-reliance among youth by introducing, through entrepreneurship, the values and skills necessary for them to lead successful, fulfilling lives as contributing members of society. The Organization's revenues and other support are derived principally from contributions.

Organizational Restructure/Consolidation

To streamline operations and deliver the Youth Entrepreneurs program as efficiently and cost effectively as possible, a legal entity restructure was executed that impacted the Organization and its related chapters. Effective May 31, 2017, Youth Entrepreneurs Georgia, Inc. (YEG), Youth Entrepreneurs Missouri, Inc. (YEM) and Youth Entrepreneurs Foundation (YEF) contributed their net assets to the Organization, and the Organization assumed the operations of YEG, YEM and YEF. YEG, YEM and YEF were then immediately dissolved, leaving the Organization as the sole surviving legal entity as of May 31, 2017.

The following table summarizes the carrying value of YEG and YEF's assets acquired and liabilities assumed by the Organization:

	YEG	YEF
Cash	\$ 584,902	\$ 2,701,528
Accounts receivable	2,538	-
Contributions receivable	26,419	1,001,550
Prepaid expenses	686	17,053
Fixed assets, net	38,108	505,046
Accounts payable	(13,144)	(25,234)
Net assets before inter-company receivables and payables	639,509	4,199,943
Inter-company receivables and payables as of the date of restructure:		
Receivable from the Organization	-	116,828
Receivable from YEF	714,616	-
Payable to YEG	-	(714,616)
Payable to the Organization	(48,880)	(1,331,682)
Net assets transferred	\$ 1,305,245	\$ 2,270,473

As of May 31, 2017, YEM had no liabilities or net assets for purposes of a contribution.

On the date of the contribution, YEG and YEF had \$2,500 and \$418,003, respectively, in temporarily restricted net assets, which the Organization assumed subject to the existing donor restrictions.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 1. Summary of Significant Accounting Policies (Continued)

Prior to the organizational restructure, YEF was the sole member of three subordinate chapter organizations which were devoted to serving the Youth Entrepreneurs' mission. Those chapter organizations were:

Youth Entrepreneurs of Kansas, Inc. (YEK)
YEG
YEM

The financial statements reflect the consolidated activities and cash flows of the Organization, as successor to YEF, as the sole member, for the period ended May 31, 2017 (the date of restructure). Significant intercompany transactions were eliminated.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect 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, expenses, gains, losses, and other changes in net assets during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

The Organization considers all liquid investments with original maturities of three months or less to be cash equivalents. At May 31, 2018 and 2017, cash equivalents consisted primarily of savings accounts at financial institutions. At times during the years ended May 31, 2018 and 2017, cash balances exceeded Federal Deposit Insurance Corporation (FDIC) insured limits.

Interest and Dividend Recognition

Interest and dividends that are initially restricted by donor stipulation and for which the restriction will be satisfied in the same year are included in unrestricted net assets. Other interest and dividends are reflected in the statements of activities as unrestricted, temporarily restricted or permanently restricted based upon the existence and nature of any donor or legally imposed restrictions.

Accounts Receivable

Accounts receivable are stated at the amount billed to customers plus any accrued and unpaid interest. Accounts receivable are unsecured. The Organization provides an allowance for doubtful accounts, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions. Receivables considered delinquent by management are written off based on individual credit evaluation and specific circumstances of the customer. No allowance was recorded as of May 31, 2018 and 2017.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 1. Summary of Significant Accounting Policies (Continued)

Contributions Receivable

Contributions receivable are stated at their outstanding principal amount, net of unamortized discount and allowance for uncollectible accounts. Contributions receivable are unsecured. The Organization provides an allowance for uncollectible contributions, which is based upon a review of outstanding receivables, historical collection information and existing economic conditions. Delinquent receivables are written off based on individual credit evaluation and specific circumstances of the contributor. No allowance was recorded as of May 31, 2018 and 2017.

Property, Equipment, and Intangibles

Property, equipment, and intangibles are depreciated on a straight-line basis or double declining method over the estimated useful life of each asset. All assets purchased at \$1,000 or above that have a useful life greater than one year, are capitalized. Assets are depreciated over their useful life, according to the following general guidelines:

Furniture, fixtures & equipment	3 – 15 years
Vehicles	5 years
Curriculum	3 years
Website development	1 – 3 years
Video production	3 years
YE student point systems & other	3 years

Net Assets

Net assets are classified into one of three classes based on the existence or absence of donor imposed restrictions. The following is a description of each class:

Unrestricted

Unrestricted net assets include all net assets which are neither temporarily nor permanently restricted.

Temporarily Restricted

Temporarily restricted net assets include contributed net assets for which donor imposed time or purpose restrictions have not been met and the ultimate purpose of the contribution is not permanently restricted.

Permanently Restricted

Permanently restricted net assets include contributed net assets which require by donor restriction, that the corpus be invested in perpetuity and only the income be made available for program operations in accordance with donor restrictions. The Organization did not have any permanently restricted net assets as of May 31, 2018 and 2017.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 1. Summary of Significant Accounting Policies (Continued)

Contributions

Gifts of cash and other assets received without donor stipulations are reported as unrestricted revenue and net assets. Gifts received with a donor stipulated time or purpose restrictions are reported as temporarily restricted revenue and net assets. When a donor 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 restrictions. Gift income that is originally restricted by the donor and for which the restriction is met in the same time period is recorded as temporarily restricted and then released from restriction.

Unconditional gifts expected to be collected within one year are reported at their net realizable value. Unconditional significant gifts expected to be collected in future years are reported at the present value of estimated future cash flows. The resulting discount is amortized using the level-yield method and is reported as contribution revenue.

In-Kind Contributions

In addition to receiving cash contributions, the Organization receives in-kind contributions of contributed services and non-service related contributions such as accounting and tax services, program services, other administrative services, rent, occupancy, and other office supplies from various donors. It is the policy of the Organization to record the estimated fair value of certain in-kind contributions as an expense in its financial statements, and similarly increase contribution revenue by a like amount. Contributed services are recognized as revenue at their estimated fair value only when the services received create or enhance nonfinancial assets or require specialized skills possessed by the individuals providing the service, and the service would typically need to be purchased if not donated. For the years ended May 31, 2018 and 2017, \$982,773 and \$1,413,490 was received in in-kind contributions, respectively.

Income Taxes

The Organization is organized as a Kansas nonprofit corporation and has been recognized by the Internal Revenue Service (IRS) as exempt from federal income taxes under Section 501(a) of the Internal Revenue Code as an organization described in Section 501(c)(3). The Organization is qualified to receive deductible charitable contributions under Section 170(b)(1)(A)(vi), and has been determined not to be a private foundation under Section 509(a)(1). The Organization is required to file a Return of Organization Exempt from Income Tax (Form 990) with the IRS annually. In addition, the Organization is subject to income tax on net income that is derived from business activities that are unrelated to their exempt purposes. The Organization has determined it is not subject to unrelated business income tax and has not filed an Exempt Organization Business Income Tax Return (Form 990-T) with the IRS.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 1. Summary of Significant Accounting Policies (Continued)

Income Taxes (Continued)

The Organization believes that it has appropriate support for any tax positions taken affecting its annual filing requirements, and as such, does not have any uncertain tax positions that are material to the financial statements. The Organization would recognize future accrued interest and penalties related to unrecognized tax benefits and liabilities in income tax expense if such interest and penalties are incurred.

Advertising

The Organization expenses advertising and promotion costs as they are incurred. Advertising and promotion costs were \$83,004 and \$16,134 for the years ended May 31, 2018 and 2017.

Recent Accounting Pronouncements

Revenue Recognition

In May 2014, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) No. 2014-09, Revenue from Contracts with Customers (Topic 606), that will supersede the current revenue recognition requirements. The ASU is based on the principle that revenue is recognized to depict the transfer of goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods and services. The ASU also requires additional disclosure about the nature, amount, timing and uncertainty of revenue and cash flows arising from customer contracts, including significant judgments and changes in judgments and assets recognized from costs incurred to obtain or fulfill a contract. The new guidance will be effective for the Organization's year ending May 31, 2020. The ASU permits application of the new revenue recognition guidance to be applied using one of two retrospective application methods. The Organization has not yet determined which application method it will use or the potential effects on the new standard on the financial statements, if any.

Leases

In February 2016, the Financial Accounting Standards Board issued ASU No. 2016-02, Leases (Topic 842), that will supersede the current lease requirements. The ASU requires lessees to recognize a right-of-use asset and related lease liability for all leases, with a limited exception for short-term leases. Leases will be classified as either financing or operating, with the classification affecting the pattern of expense recognition in the statement of activities. Currently, leases are classified as either capital or operating, with only capital lease obligations recognized on the statement of financial position. Lessor accounting under the new standard will remain similar to lessor accounting under current GAAP. The reporting of lease-related expenses in the statements of activities and cash flows will be generally consistent with the current guidance. The new lease guidance will be effective for the Organization's year ending May 31, 2021 and will be applied using a modified retrospective transition method to the beginning of the earliest period presented. The effect of applying the new lease guidance on the financial statements has not yet been determined.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 1. Summary of Significant Accounting Policies (Continued)

Recent Accounting Pronouncements (Continued)

Non-Profit Organizations

In August 2016, The Financial Accounting Standards Board issued ASU 2016-14, Not-for-Profit Entities (Topic 948), which will change how not-for-profit organizations will report and present certain items in their financial statements. The new guidance will take effect for the year ending May 31, 2019. The significant changes are:

- Simplification of net asset presentation – net assets will now be presented in two classes, “Net assets with donor restrictions,” and “Net assets without donor restrictions.”
- All not-for-profit organizations will be required to present expenses in their natural classification (advertising, payroll, rent, etc.) and by function (program, general and administrative and fund raising).
- Enhanced disclosure requirements related to presenting liquidity information and simplification of existing disclosure requirements related to investment returns and long lived assets purchased with donor-restricted funds.

The Organization has determined that the new standard will not have a material impact on the financial statements.

Reclassifications

Certain reclassifications have been made to the 2017 financial statement presentation to correspond to current year’s format. Total net assets and change in net assets are unchanged due to these reclassifications.

Note 2. Contributions Receivable

Contributions receivable consisted of the following as of May 31:

	2018		
	Unrestricted	Temporarily Restricted	Total
Due within one year	841,465	\$ 412,500	\$ 1,253,965
	2017		
	Unrestricted	Temporarily Restricted	Total
Due within one year	\$ 1,140,394	\$ 79,667	\$ 1,220,061

No discount or allowance for uncollectible contributions related to contributions receivable was necessary as of May 31, 2018 and 2017.

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 3. Property, Equipment, and Intangibles

Property, equipment, and intangibles consists of the following as of May 31:

	<u>2018</u>	<u>2017</u>
Furniture, fixtures, & equipment	\$ 135,025	93,815
Vehicles	151,131	151,131
Curriculum	238,818	238,818
Website development	545,865	166,571
Video production	370,240	129,894
YE student point systems & other	436,092	436,092
	<u>1,877,171</u>	<u>1,216,321</u>
Less		
Accumulated depreciation	<u>(1,016,194)</u>	<u>(561,989)</u>
Property and equipment, net	<u>\$ 860,977</u>	<u>\$ 654,332</u>

Depreciation expense totaled \$454,206 and \$213,941 for the years ended May 31, 2018 and 2017.

Note 4. Net Assets

Temporarily Restricted Net Assets

Temporarily restricted net assets at May 31, 2018 and 2017 are available for the following purposes or periods:

	<u>2018</u>	<u>2017</u>
Scholarships	\$ -	\$ 500
Specific school locations	2,368,227	498,827
Other programs	23,898	277,272
	<u>\$ 2,392,125</u>	<u>\$ 776,599</u>

Net Assets Released from Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes or by occurrence of other events specified by donors.

	<u>2018</u>	<u>2017</u>
Purpose restrictions accomplished		
Scholarships	\$ 500	\$ 3,750
Specific school locations	1,168,417	366,128
Other programs	539,805	506,611
	<u>\$ 1,708,722</u>	<u>\$ 876,489</u>

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 5. Special Events

The Organization held various fundraisers during the year. The following schedule summarizes special event activity for the years ended May 31:

	<u>2018</u>	<u>2017</u>
Contributions	\$ 460,740	\$ 1,052,329
Other revenue	36,540	148,255
	497,280	1,200,584
Less		
Direct expenses	<u>(101,706)</u>	<u>(192,913)</u>
	<u>\$ 395,574</u>	<u>\$ 1,007,671</u>

Note 6. Operating leases

Office Leases

Youth Entrepreneurs, Inc. leases offices in Wichita, Kansas under an operating lease that began on January 1, 2017 and expires on December 31, 2021. The lease requires monthly payments of \$7,658.

The Organization leased its facilities in Kansas City, Kansas under an operating lease that began on June 1, 2012 and expired on September 30, 2017. The lease required graduated monthly payments of \$1,809 during the years ending May 31, 2017 and 2018, respectively.

In October of 2017, the Organization executed a new operating lease for its Kansas City, Kansas operations. The total amount of leased space is 2,618 square feet at \$17.50 per square foot for an initial monthly lease expense of \$3,818. The amount per square foot increases annually by \$0.40 each February. The lease begins October 1, 2017 and expires January 31, 2023.

Future minimum lease payments at May 31, 2018, are as follows:

<u>Year Ended May 31</u>	<u>Total</u>
2019	\$ 144,055
2020	139,102
2021	140,149
2022	102,909
2023	33,336
	<u>\$ 559,551</u>

Youth Entrepreneurs, Inc.
Notes to Financial Statements
For the Years Ended May 31, 2018 and 2017

Note 6. Operating leases (Continued)

Office Leases (Continued)

Rent expense for the office leases totaled \$162,192 and \$65,125 for the years ended May 31, 2018 and 2017.

Equipment Leases

The Organization leases copiers for its various locations under operating leases. The leases will expire from December 2019 to July 2023. The leases require monthly payments ranging from \$245 to \$787.

Future minimum lease payments at May 31, 2018, are as follows:

Year Ended May 31	Total
2019	\$ 20,841
2020	17,319
2021	12,389
2022	7,667
2023	982
	\$ 59,198

Rent expense for the copier leases totaled \$24,524 and \$11,499 for the years ended May 31, 2018 and 2017.

Note 7. Retirement plan

The Organization has a defined contribution retirement plan under Internal Revenue Code Section 401(k). All employees are eligible on their first day of work if they are at least 18 years old. The Organization matches employee's contributions up to 4% of the employee's annual compensation.

Retirement expense for the 401(k) plan totaled \$137,512 and \$114,417 for the years ended May 31, 2018 and 2017.

Note 8. Concentrations

Approximately 30% and 47% of contributions were received from one donor group during the years ended May 31, 2018 and 2017.

Note 9. Subsequent Events

Management of the Organization has evaluated events subsequent to the statement of financial position date (May 31, 2018) through October 24, 2018, the date the financial statements were available to be issued.

Supplementary Information

Youth Entrepreneurs, Inc.
Statements of Functional Expenses
For the Years Ended May 31, 2018 and 2017

	2018				2017			
	Program	Support Services		Total	Program	Support Services		Total
	Services	Development	Administrative		Services	Development	Administrative	
Salaries, taxes and employee benefits	\$ 3,484,703	\$ 796,823	\$ 577,535	\$ 4,859,061	\$ 2,510,853	\$ 1,092,088	\$ 330,672	\$ 3,933,613
Scholarships and capital grants	43,640	-	-	43,640	261,947	-	(1,951)	259,996
Special events	48,171	53,535	-	101,706	21,931	170,982	-	192,913
Professional services	993,813	250,929	76,732	1,321,474	770,331	249,789	191,685	1,211,805
Supplies	279,491	19,544	6,383	305,418	310,520	38,629	20,830	369,979
Travel and entertainment	654,144	102,429	8,916	765,489	539,352	55,565	1,605	596,522
Membership and dues	11,889	6,508	445	18,842	10,063	9,130	132	19,325
Conferences and seminars	44,404	15,612	3,443	63,459	41,059	8,072	345	49,476
Depreciation	416,344	35,439	2,423	454,206	182,741	24,242	6,958	213,941
Books and subscriptions	9,907	1,778	261	11,946	7,892	297	21	8,210
Miscellaneous course cost	27,950	898	5	28,853	24,385	161	-	24,546
Insurance	26,401	9,467	2,752	38,620	27,999	8,239	1,680	37,918
Occupancy	233,927	102,477	20,573	356,977	200,592	61,585	18,229	280,406
Printing and copying	32,670	31,739	643	65,052	87,563	43,291	352	131,206
Telephone	26,396	5,309	2,307	34,012	33,349	9,374	1,498	44,221
Equipment rental and maintenance	16,545	12,940	625	30,110	15,360	4,047	874	20,281
Postage and shipping	7,192	1,256	715	9,163	7,733	1,314	215	9,262
Bad debt	-	10,244	-	10,244	13,801	3,022	529	17,352
Other	76	1,053	8,685	9,814	353	685	39,247	40,285
	<u>\$ 6,357,663</u>	<u>\$ 1,457,980</u>	<u>\$ 712,443</u>	<u>\$ 8,528,086</u>	<u>\$ 5,067,824</u>	<u>\$ 1,780,512</u>	<u>\$ 612,921</u>	<u>\$ 7,461,257</u>

EL DORADO	PO BOX 847	EL DORADO, KS 67042-0847	316-321-1150
McALESTER	101 S. 2ND. STE. B	McALESTER, OK 74501-5345	918-426-1234
TUCSON	4801 E. BROADWAY BLVD., STE. 501	TUCSON, AZ 85711-3648	520-624-8229
TULSA	4200 E. SKELLY DR., STE. 560	TULSA, OK 74135-3209	918-494-8700
WAGONER	611-D W. CHEROKEE ST.	WAGONER, OK 74467-4618	918-485-5531
WICHITA	300 W. DOUGLAS AVE., STE. 900	WICHITA, KS 67202-2914	316-264-2335