Consolidated Financial Statements Together with Independent Auditors' Report

For the Years Ended May 31, 2017 and 2016



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of the International Dyslexia Association and Subsidiary:

We have audited the accompanying consolidated financial statements of the International Dyslexia Association and Subsidiary, a nonprofit organization, which comprise the consolidated statements of financial position as of May 31, 2017 and 2016, the related consolidated statements of activities and cash flows for the years then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated 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 consolidated 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 consolidated 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 consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of the International Dyslexia Association and Subsidiary as of May 31, 2017 and 2016, 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 Matters

Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidated schedule of unrestricted net assets, consolidated schedules of functional expenses, and consolidated schedules of program service expenses are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. The information has been subjected to the auditing procedures applied in the audits of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

November 7, 2017

Stout, Causey & Horning . P.A.

Consolidated Statements of Financial Position

As of May 31,	2017	2016		
Assets				
Current Assets				
Cash and cash equivalents	\$ 9,890	\$	742,524	
Accounts receivable, net	41,846		43,858	
Unconditional promises to give, current portion	96,614		80,662	
Inventory of publications for sale	17,267		27,179	
Prepaid expenses	83,722		65,307	
Total Current Assets	249,339		959,530	
Noncurrent Assets				
Investments	922,515		343,328	
Unconditional promises to give, net of current portion and discount	107,361		144,294	
Property and equipment, net	1,861,921		1,886,874	
Intangible assets	266,561		234,533	
Deferred loan fees, net	3,792		5,542	
Total Noncurrent Assets	3,162,150		2,614,571	
Total Assets	\$ 3,411,489	\$	3,574,101	
Liabilities and Net Assets				
Current Liabilities				
Line of credit	\$ 182,000	\$	-	
Accounts payable	125,569		153,511	
Accrued wages and vacation	55,940		42,465	
Deferred revenue	184,910		169,431	
Capital lease obligation, current portion	-		257	
Building loan payable, current portion	40,827		39,270	
Total Current Liabilities	589,246		404,934	
Long Term Liabilities				
Building loan payable, net of current portion	942,766		983,593	
Total Liabilities	1,532,012		1,388,527	
Commitments (Notes 11 and 12)				
Net Assets				
Unrestricted - available for general activities	524,650		778,624	
Unrestricted - Board designated	1,040,215		1,072,357	
Total Unrestricted Net Assets	1,564,865		1,850,981	
Temporarily restricted	294,612		314,593	
Permanently restricted	20,000		20,000	
Total Net Assets	1,879,477		2,185,574	
Total Liabilities and Net Assets	\$ 3,411,489	\$	3,574,101	

The accompanying notes are an integral part of these consolidated financial statements.

Consolidated Statements of Activities

For the Years Ended May 31,		2	017			20	016	
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Operating revenues, gains and other support:								
Public Support - Received directly:								
Contributions and grants	\$ 69,720	\$ 55,200	\$ -	\$ 124,920	\$ 156,406	\$ 42,650	\$ -	\$ 199,056
Team Quest	62,947	-	-	62,947	146,888	2,000	_	146,888
Worksite campaign	9,903	_	_	9,903	10,427	_	_	10,427
Hall of Honor campaign	250	_	_	250		_	_	
Total public support	142,820	55,200	-	198,020	313,721	42,650	-	356,371
Other operating revenue:								
National conference	888,298	-	_	888,298	1,003,129	_	-	1,003,129
Membership dues	618,836	-	-	618,836	1,005,048	_	_	1,005,048
Educator training (Note 16)	523,925	-	-	523,925	3,000			3,000
Certification (Note 16)	29,120	-	-	29,120	3,355			3,355
Publication and educational material sales	111,821	-	_	111,821	122,078	_	_	122,078
Miscellaneous	85,973	-	_	85,973	81,592	_	_	81,592
Advertising	66,690	-	_	66,690	74,965	_	_	74,965
Special events, net of costs	,			,	,			· ·
of \$2,585 for 2017 and \$1,656 for 2016	20,122	-	_	20,122	18,214	_	_	18,214
Total other operating revenue	2,344,785	-	-	2,344,785	2,311,381	-	-	2,311,381
Net assets released from restrictions by								
satisfaction of purpose and time restrictions	75,393	(75,393)	-	-	45,758	(45,758)		
Total operating revenues, gains,								
and other support	2,562,998	(20,193)	-	2,542,805	2,670,860	(3,108)	-	2,667,752
Operating expenses:								
Program services	2,278,208	-	-	2,278,208	2,013,121	-	-	2,013,121
Supporting services								
Management and general	312,286	-	-	312,286	405,574	-	-	405,574
Fundraising	222,440	-	-	222,440	99,799	-	-	99,799
Membership development	81,794	-	-	81,794	72,019	-	-	72,019
Total supporting services	616,520	-	-	616,520	577,392	-	-	577,392
Total operating expenses	2,894,728	-	-	2,894,728	2,590,513	-	-	2,590,513
Change in net assets from operations	(331,730)	(20,193)	-	(351,923)	80,347	(3,108)	-	77,239
Change in present value of charitable lead annuity trusts	-	212	-	212	-	(7,347)	-	(7,347)
Investment income (loss)	45,614	-	-	45,614	(10,424)	-	-	(10,424)
Change in net assets	(286,116)	(19,981)	-	(306,097)	69,923	(10,455)	-	59,468
Net assets - beginning of year	1,850,981	314,593	20,000	2,185,574	1,781,058	325,048	20,000	2,126,106
Net assets - end of year	\$ 1,564,865	\$ 294,612	\$ 20,000	\$ 1,879,477	\$ 1,850,981	\$ 314,593	\$ 20,000	\$ 2,185,574

The accompanying notes are an integral part of these consolidated financial statements.

Consolidated Statements of Cash Flows

For the Years Ended May 31,	2017	2016
Cash flows from operating activites:		
Change in net assets	\$ (306,097)	\$ 59,468
Adjustments to reconcile change in net assets to net cash and		
cash equivalents used in operating activites		
Depreciation and amortization	92,390	59,710
Realized gain on investments	(6,398)	(8,642)
Reinvested dividends and interest	(10,266)	(5,508)
Unrealized (gain) loss on investments	(28,950)	25,808
(Increase) decrease in assets		
Accounts receivable	2,012	(21,066)
Unconditional promises to give	20,981	10,555
Inventory of publications for sale	9,912	2,026
Prepaid expenses	(18,415)	(6,849)
Increase (decrease) in liabilities		
Accounts payable	(27,942)	87,897
Accrued wages and vacation	13,475	(4,994)
Deferred revenue	15,479	(292,122)
Net cash and cash equivalents		
used in operating activities	(243,819)	(93,717)
Cash flows from investing activities		
Purchase of investments	(533,573)	-
Purchase of property and equipment	(29,976)	(2,417)
Development of intangible assets	(67,739)	(148,453)
Net cash and cash equivalents		
used in investing activities	(631,288)	(150,870)
Cash flows from financing activities		
Borrowing under line of credit	182,000	-
Repayment of capital lease obligations	(257)	(3,723)
Repayment of building loan payable	(39,270)	(37,666)
Net cash and cash equivalents		
provided by (used in) financing activities	142,473	(41,389)
Net decrease in cash and cash equivalents	(732,634)	(285,976)
Cash and cash equivalents - beginning of year	742,524	1,028,500
Cash and cash equivalents - end of year	\$ 9,890	\$ 742,524
Supplemental Disclosures of Cash Flow Information		
Cash paid during the year for interest	\$ 43,709	\$ 41,298

The accompanying notes are an integral part of these consolidated financial statements.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Organization

The International Dyslexia Association, is a not-for-profit, scientific, and educational organization dedicated to the study and treatment of the learning disability, dyslexia, as well as related languagebased learning differences. The purpose of the International Dyslexia Association is to pursue and provide the most comprehensive range of information and services that address the full scope of dyslexia and related difficulties in learning to read and write in a way that creates hope, possibility, The International Dyslexia Association actively promotes effective teaching and partnership. approaches and related clinical educational intervention strategies for dyslexics, supports and encourages interdisciplinary research, facilitates the exploration of the causes and early identification of dyslexia, and is committed to the responsible and wide dissemination of research-based The International Dyslexia Association's membership consists of a variety of knowledge. professionals in partnership with dyslexics and their families and all others interested in The International Dyslexia Association's mission. The International Dyslexia Association is funded primarily by contributions (both private and foundation), membership dues, conference revenues, and sales of publications.

On April 25, 2014, the International Dyslexia Association's Board of Directors approved the creation and funding of the Multi-tiered Certification Initiative, which includes the IDA Certification Exam. The three tiers will consist of Certified Classroom Reading Teacher, Certified Reading Practitioner, and Certified Dyslexia Practitioner or Specialist. In connection with this initiative, a separate legal entity, the Center for Effective Reading Instruction, Inc. (CERI), was incorporated on August 19, 2015. CERI board members are chosen by the International Dyslexia Association Executive Committee, giving the International Dyslexia Association control over the organization.

Principles of Consolidation

The consolidated financial statements include the accounts of The International Dyslexia Association and its wholly owned subsidiary, the Center for Effective Reading Instruction, Inc. (collectively, IDA). All material intercompany accounts and transactions are eliminated in consolidation.

Basis of Accounting

The accompanying consolidated financial statements of IDA have been prepared on the accrual basis of accounting, whereby revenue is recognized when earned and expenses are recognized when incurred.

Consolidated Financial Statement Presentation

The consolidated financial statement presentation follows the recommendations of Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958-205, *Not-for-Profit Entities: Presentation of Financial Statements*. Under ASC 958-205, IDA is required to report information regarding its financial position and activities according to three classes of net assets.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Consolidated Financial Statement Presentation - cont'd.

Unrestricted net assets are net assets that are neither permanently restricted nor temporarily restricted by donor-imposed stipulations.

Available for general activities— Represents resources available for support of operations.

Board designated — The Board of Directors has designated certain amounts which are to be spent only for purposes approved by the Board of Directors.

Temporarily restricted net assets result from contributions whose use is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of IDA pursuant to their stipulations. Net assets may be temporarily restricted for various purposes, such as use in future periods or use for specified purposes.

Permanently restricted net assets result from contributions whose use by IDA is limited by donor imposed stipulations that neither expire by the passage of time nor can be fulfilled or otherwise removed by actions of IDA. The income earned from these contributions is used as stipulated by the donor.

Use of Estimates in Consolidated Financial Statements

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Valuation of Long-Lived Assets

IDA accounts for the valuation of long-lived assets in accordance with ASC 360, *Property, Plant and Equipment*. ASC 360 requires that long-lived assets be reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of the long-lived asset is measured by a comparison of the carrying amount of the asset to future undiscounted net cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets. As of May 31, 2017 and 2016, IDA determined that none of its assets were impaired. Assets to be disposed are reportable at the lower of the carrying amount or fair value, less costs to sell. IDA had no assets intended for disposal as of May 31, 2017 and 2016.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Cash and Cash Equivalents

For the purpose of the consolidated statements of cash flows, IDA considers all highly liquid debt instruments purchased with a maturity of three months or less to be cash equivalents.

Accounts are guaranteed by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000 per depositor. IDA periodically maintains cash balances in excess of FDIC coverage. Management considers this to be a normal risk.

Investments

Investments are recorded at fair value (see Note 1 - Fair Value Measurement). Realized and unrealized gains or losses on investments are recorded in the period in which the gains or losses occur.

Accounts Receivable

IDA extends credit to customers on an unsecured basis. IDA uses the allowance method to provide for doubtful accounts based on management's evaluation of the collectability of accounts receivable. Management determines the allowance for doubtful accounts by regularly evaluating individual customer receivables and considering a customer's financial condition, credit history and current economic conditions. Accounts receivable are written off when it is determined that amounts are uncollectible. Recoveries of accounts receivable previously written off are recorded when received. Based upon historical collections experience and evaluation of amounts outstanding, IDA has recorded an allowance for doubtful accounts of \$562 and \$4,100 as of May 31, 2017 and 2016, respectively.

Promises to Give

In accordance with ASC 958-310, *Not-for-Profit Entities: Receivables*, unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discount on those amounts is computed using rates applicable to the facts and circumstances to each of the promises to give. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met. Discounts recorded for unconditional promises to give totaled \$12,752 and \$8,908 as of May 31, 2017 and 2016, respectively.

Inventory

Inventory consists primarily of books and periodicals and is carried at the lower of first-in, first-out (FIFO) cost or market.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Property and Equipment

Property and equipment purchased are recorded at cost (for those acquisitions having a cost of \$500 or more). Donations of property and equipment are recorded at fair value when received, provided IDA has a measurable and objective basis for determining fair value. If values are not readily determinable, the donations are recorded when liquidated. Depreciation and amortization is provided using the straight-line method over the estimated useful lives of the assets.

Estimated useful lives range from:

Data processing equipment and software 3 to 5 years
Furniture and equipment 5 to 20 years
Building and building improvements 40 years

Intangibles

IDA accounts for development costs of their internal software, branding, and other intangible assets, in accordance with ASC 350, *Intangibles – Goodwill and Other*. Under ASC 350, certain costs incurred during the development of internal software are capitalized. The capitalized costs generally consist of external and internal labor for configuration, coding, and testing activities. Capitalization begins when the preliminary project stage is complete, management with the relevant authority authorizes and commits to the funding of the software project, and it is probable that the project will be completed and the software will be used to perform the function intended. Capitalization ceases when the software is made available for use. All other software development costs are expensed as incurred.

Intangible assets consisted of the following at May 31,:

	2017	2016
Development of Team Quest	\$ 40,987 \$	26,733
Development of IDA Teacher Certification Exam	213,974	207,800
Other Intangible Assets	47,311	_
	302,272	234,533
Less: accumulated amortization	(35,711)	
	\$ 266,561 \$	234,533

Development of Team Quest consists of the costs to develop the trademarks, website, and marketing materials for Team Quest. Team Quest is recorded at cost and is amortized using the straight-line method. This asset was placed in service on June 1, 2016 and will be amortized over its estimated useful life of five years. Amortization expenses totaled \$5,682 during the year ended May 31, 2017.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Intangibles - cont'd.

Development of IDA teacher certification exam represents the cost to develop IDA's exam, which is designed to identify teachers who demonstrate knowledge about teaching reading and are eligible for certification. The exam was placed into service on September 30, 2016 and will be amortized using the straight-line method over its estimated useful life of 6 years. Amortization expenses totaled \$26,146 during the year ended May 31, 2017.

Other intangible assets include website development costs, provider directories, and development of content for a book. These assets will be amortized over useful lives of three years. Amortization expenses totaled \$3,883 during the year ended May 31, 2017.

Donated Services and Materials

Donated services which meet the requirements for recognition in the consolidated financial statements and donated materials are included in support and expense at the estimated fair values on the date which they are contributed. The requirements for recognition of donated services in the consolidated financial statements are (a) the donated services create or enhance non-financial assets, or (b) the donated services require special skills, are provided by individuals who possess those special skills, and the donated services would typically be purchased by the organization if they had not been provided by contribution.

During the years ended May 31, 2017 and 2016, certain consultants provided services in the development of the IDA teacher certification exam. The fair value of such services exceeded their compensation. The value of this donated service is not recorded in the consolidated financial statements since it is not subject to objective measurement or valuation.

Donated Property

IDA reports gifts of land, property and equipment as unrestricted support unless 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 explicit donor stipulations about how long those long-lived assets must be maintained, IDA reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Revenue

Prior to June 1, 2015, membership dues revenue were recognized as revenue over the period to which it applied. Lifetime membership dues were recognized as revenue over twenty five (25) years on a straight-line basis. Amounts received but not yet earned were recorded in deferred revenue.

As of June 1, 2015, IDA changed its business model in a manner which resulted in the value of membership benefits being de minimus (Note 15). As a result of this change, effective June 1, 2015, membership dues are recorded as a contribution revenue.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Revenue - cont'd.

Conference revenue is reported as revenue in the fiscal year in which the conference is held. Amounts received in advance are recorded in deferred revenue.

Contributions

Contributions are recognized when the donor makes an unconditional promise to give. Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence and/or nature of any donor restrictions. However, if a restriction is fulfilled in the same time period in which the contribution is received, IDA reports the support as unrestricted.

IDA reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities and change in net assets as net assets released from restrictions.

The cost of fundraising events, which totaled \$78,832 and \$26,465 during the years ended May 31, 2017 and 2016, respectively, are included in fundraising expense in the accompanying consolidated statements of activities.

Uniform Prudent Management of Institutional Funds Act

ASC 958-205 establishes a framework on the net asset classification of donor-restricted endowment funds for any not-for-profit organization that is subject to a state enacted version of the Uniform Prudent Management of Institutional Funds Act of 2006 (UPMIFA) and requires expanded disclosures for all endowment funds. Under UPMIFA, permanently restricted net assets consist of the Ruth S. Harris Endowment for Research in Dyslexia. The principal of the fund is permanently restricted. Income (not greater than 5% per year of the corpus) can be used for biomedical research on the causes and treatment of dyslexia.

Functional Classification of Expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the consolidated statements of activities and change in net assets. Accordingly, management and general costs have been allocated among the programs benefited.

Advertising Expense

Advertising costs are charged to operations when incurred. Advertising expense for the years ended May 31, 2017 and 2016 totaled \$3,927 and \$7,368, respectively, and are included in program and supporting services on the accompanying consolidated statements of activities.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Fair Value Measurement

ASC 820, Fair Value Measurement, defines fair value and establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The fair value hierarchy gives priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy under ASC 820 are described below:

Level 1 - Inputs to the valuation methodology are quoted prices (unadjusted) for identical assets or liabilities traded in active markets

Level 2 - Inputs to the valuation methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the assets or liabilities have a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the assets or liabilities.

Level 3 - Inputs to the valuation methodology are unobservable for the assets or liabilities and are significant to the fair value measurement.

The assets or liabilities' fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs.

The following is a description of the valuation methodologies used for assets measured at fair value:

Money Market Funds: Valued at the net asset value (NAV) of shares held by IDA at year end.

Corporate Equities: Valued at the closing price reported in the active market in which the individual securities are traded.

Corporate Bonds: Valued based on values of similar assets traded in active markets.

Mutual Funds: Valued at the closing price of shares held by IDA at year end. Funds are traded on an active market.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Fair Value Measurement - cont'd.

Unconditional promises to give – beneficial interest in charitable lead annuity trusts: Determined using the income approach based on calculating the present value of the annuity less discount rates of 1.75% and 1.37% for the years ended May 31, 2017 and 2016, respectively.

IDA recognizes transfers into and out of levels at the end of the reporting period. There were no transfers between levels during the years ended May 31, 2017 and 2016.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while IDA believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain instruments could result in a different fair value measurement at the reporting date. There have been no changes in the methodologies used at May 31, 2017 and 2016.

The following table sets forth by level, within the fair value hierarchy, IDA's investments at fair value as of May 31, 2017:

	Level 1	Level 2		Level 3		Total	
Money market funds	\$ 94,400	\$	-	\$	-	\$	94,400
Corporate equities	6,506		-		-		6,506
Corporate bonds	-		514,534		-		514,534
Mutual funds	307,075		-	-			307,075
Unconditional promises to give -							
beneficial interest in							
charitable lead annuity trusts	-		144,250		-		144,250
Total	\$ 407,981	\$	658,784	\$	-	\$	1,066,765

The following table sets forth by level, within the fair value hierarchy, IDA's investments at fair value as of May 31, 2016:

•		Level 1	Level 2		Level 2 Level 3		Total
Money market funds	\$	5,587	\$	-	\$	-	\$ 5,587
Corporate equities		5,728		-		-	5,728
Corporate bonds		-		71,017		-	71,017
Mutual funds	260,996		-			-	260,996
Unconditional promises to give -							
beneficial interest in							
charitable lead annuity trusts		-		181,406		-	181,406
Total	\$	272,311	\$	252,423	\$	-	\$ 524,734

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Recently Issued Accounting Pronouncement

In April 2015, FASB issued Accounting Standards Update (ASU) No. 2015-03, Simplifying the Presentation of Debt Issuance Costs. This update requires that debt issuance costs be presented in the balance sheet as a reduction from the related debt liability rather than as an asset, consistent with debt discounts. The recognition and measurement guidance for debt issuance costs are not affected by the amendments in this update. This ASU is effective for fiscal years beginning after December 15, 2016. IDA elected not to early adopt the provisions of this ASU during the year ended May 31, 2017.

In May 2014, FASB issued ASU No. 2014-09, *Revenue from Contracts with Customers* (Topic 606), which amends the existing accounting standards for revenue recognition. ASU 2014-09 supersedes the revenue recognition requirements in ASC 605 and most industry-specific guidance throughout the Industry Topics in the ASC. Under the new standard, recognition of revenue occurs when a customer obtains control of promised goods or services in an amount that reflects the consideration which the entity expects to receive in exchange for those goods or services. In addition, the standard requires disclosure of the nature, amount, timing, and uncertainty of revenue and cash flows arising from contracts with customers.

In August 2015, the FASB deferred the effective date of the revenue recognition guidance for non-public entities to reporting periods beginning after December 15, 2018. Early adoption is permitted. The new revenue standard may be applied retrospectively to each prior period presented or retrospectively with the cumulative effect recognized as of the date of adoption. Management has elected not to early adopt ASU 2014-09 and will assess the future impact on revenue.

In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*, which will be effective for fiscal years beginning after December 15, 2019. The distinction between finance leases (previously capital leases) and operating leases is substantially similar to the distinction between capital leases and operating leases in the previous leases guidance. Lessor accounting is also largely unchanged. For lessees, leases under both categories will be reported on the statement of financial position as a depreciable right-to-use asset and a liability to make lease payments. The asset and liability should be initially measured at the present value of the lease payments, including payments to be made in optional periods only if the lessee is reasonably certain to exercise an option to extend the lease or not to exercise an option to terminate the lease. The asset will be depreciated and the liability will be reduced by lease payments. For leases with a term of 12 months or less, a lessee is permitted to make an accounting policy election not to recognize lease assets and liabilities. Management has elected not to early adopt ASU 2016-02 but will assess the future impact on any leases.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES – cont'd.

Recently Issued Accounting Pronouncement - cont'd.

In August 2016, the FASB issued ASU 2016-14, Not-for-Profit Entities (Topic 958): Presentation of Financial Statements for Not-for-Profit Entities which is effective for fiscal years beginning after December 15, 2017. The primary impacts of ASU 2016-14 are as follows: a) Net Asset Classification: The three categories of net assets will be condensed to two categories: Without Donor Restrictions and With Donor Restrictions. Not-for-profits may choose to disaggregate net assets further within the two categories. b) Board-Designated Net Assets: Not-for-profits will need to disclose the amount, purpose, and type of board designations either on the face of the financials or in the notes to the financial statements. Board-designated net assets remain a subgroup of net assets without donor restrictions. c) Underwater Endowment Assets: Although the underwater calculation remains unchanged, instead of classifying the underwater portion against unrestricted net assets, it will go against the Net Assets With Donor Restrictions. There are also certain additional disclosures such as any board policy or actions taken regarding appropriation from such funds. d) Cash Flow Statement: Not-for-profits will still have the option of presenting operating cash flows using the direct method or the indirect method. If the direct method is chosen, the indirect reconciliation is not required. e) Expenses: Expenses will be required to be presented both by function and by nature, but it is flexible as to how (in statement form vs. in the footnotes). A qualitative disclosure about how costs are allocated by function will also be required. External and internal direct investment expenses will be netted against investment return on the statement of activities. Disclosure of investment return components will no longer be required. f) Liquidity and Availability: The ASU will require (1) quantitative disclosure about availability of financial assets to meet cash needs for general expenditures within one year of the balance sheet date, and (2) qualitative disclosure about liquidity, presented in the notes, including information about liquidity risk and how the liquid available resources are managed. Management has chosen not to early adopt ASU 2016-14 but will assess the impact on future financial statements.

Subsequent Events

IDA evaluated for disclosure any subsequent events through November 7, 2017, the date on which the consolidated financial statements were available to be issued, and determined there were no material events that warrant disclosure.

Reclassifications

Certain amounts in the prior year financial statements have been reclassified in order to conform to the current year presentation.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

2. INCOME TAXES

IDA is generally exempt from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the Code). In addition, IDA qualifies for charitable contributions deductions under Section 170(b)(1)(A) of the Code and has been classified as an organization that is not a private foundation under Section 509(a)(1) of the Code. Income, which is not related to exempt purposes, less applicable deductions, is subject to Federal and state corporate income taxes. IDA had no net unrelated business income for the years ended May 31, 2017 and 2016.

ASC 740, *Income Taxes*, prescribes a recognition threshold and a measurement attribute for the consolidated financial statement recognition and measurement of tax positions taken or expected to be taken in a tax return as well as guidance on de-recognition, classification, interest and penalties and consolidated financial statement reporting disclosures. For these benefits to be recognized, a tax position must be more-likely-than not to be sustained upon examination by taxing authorities. The amount recognized is measured as the largest amount of benefit that is greater than fifty percent likely of being realized upon settlement.

IDA recognizes interest and penalties accrued on any unrecognized tax exposure as a component of income tax expense. IDA does not have any amounts accrued relating to interest and penalties as of May 31, 2017 and 2016. IDA is subject to taxation in various jurisdictions.

3. INVESTMENTS

IDA's investments are carried at fair value (as discussed at Note 1). Investments consisted of the following at May 31,:

	20	17		20	16	
	Cost	F	air Value	Cost	F	air Value
Money market funds	\$ 94,400	\$	94,400	\$ 5,587	\$	5,587
Corporate equities	8,510		6,506	8,429		5,728
Corporate bonds	520,908		514,534	71,002		71,017
Mutual funds						
Equity funds	200,366		288,865	190,261		243,093
Fixed income funds	18,056		18,210	17,535		17,903
	\$ 842,240	\$	922,515	\$ 292,814	\$	343,328

Investment income (loss) consisted of the following for the years ended May 31,:

	2017		2016
Interest and dividend earnings	\$ 11,420	\$	9,072
Investment expenses	(1,154)		(2,330)
Realized gains	6,398		8,642
Unrealized gains (losses)	28,950		(25,808)
	\$ 45,614	\$	(10,424)

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

4. PROPERTY AND EQUIPMENT

Property and equipment (including telephone equipment under capital lease) consisted of the following at May 31,:

	2017			2016
Data processing equipment and software	\$	30,975	\$	5,006
Furniture and equipment		119,727		115,720
Building		986,650		986,650
Land		408,908		408,908
Building improvements		846,077		846,077
		2,392,337		2,362,361
Less: accumulated depreciation and amortization		530,416		475,487
	\$	1,861,921	\$	1,886,874

Depreciation and amortization expense amounted to \$54,929 and \$57,961 for the years ended May 31, 2017 and 2016, respectively.

5. LINE OF CREDIT

During the year ended May 31, 2015, IDA entered into a \$200,000 line of credit arrangement with a financial institution. Advances under the line of credit bear interest at the prime rate plus 1%, which totaled 5.00% and 4.50% as of May 31, 2017 and 2016, respectively. The balance on the line of credit totaled \$182,000 as of May 31, 2017. There was no balance on this line of credit as May 31, 2016. Borrowings under the line of credit are secured by substantially all assets of IDA.

6. BUILDING LOAN PAYABLE

On August 1, 2014, IDA refinanced its Building Loan. The refinanced loan amount totals \$1,088,000 with a fixed interest rate of 3.84%. Beginning September 1, 2014 and continuing for 59 months, monthly principal and interest payments of \$6,534 are due. The remaining balance is due at maturity in August 2019. This loan is secured by substantially all assets of IDA. Interest expense on this refinanced building loan amounted to \$43,709 and \$41,071 for the years ended May 31, 2017 and 2016, respectively.

Future maturities of the loan payable consist of the following:

Years ending May 31,:	
2018	\$ 40,827
2019	42,445
2020	900,321
	\$ 983,593

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

7. RETIREMENT PLAN

IDA participates in the Teachers Insurance and Annuity Association - College Retirement Equities Fund, a contributory retirement plan established for educational institutions. Employees have no length of service requirement to fulfill to participate. Participants can contribute up to the maximum limit allowed by the Internal Revenue Code. IDA may provide for a discretionary match of participant contributions dollar for dollar up to 5% of the participant's salary. There were no matching contributions to the plan for the years ended May 31, 2017 and 2016.

8. UNCONDITIONAL PROMISES TO GIVE

IDA has been named as one of six equal beneficiaries in two charitable lead trusts. Under the terms of the first trust, for a period of twenty years commencing on November 18, 1998, the trustee shall pay a unitrust amount for each taxable year equal to 6% of the net fair market value of the assets of the trust valued as of the first day of each taxable year to the six beneficiaries. Under the terms of the second trust, for a period of twenty-five years commencing on November 18, 1998, the trustee shall pay a unitrust amount for each taxable year equal to 6% of the net fair market value of the assets of the trust valued as of the first day of each taxable year to the six beneficiaries. Distributions received by IDA are reported as unrestricted contribution revenue. Upon termination of the trusts, the assets in trust revert to the donor. In calculating the present values of the annual amounts to be received until termination of the trusts, 1.75% and 1.37% average discount rates and a 6.00% average investment rate of return were utilized for the years ended May 31, 2017 and 2016, respectively. For the years ended May 31, 2017 and 2016, respectively, unitrust payments totaling \$37,368 and \$38,560 were received by IDA.

The unconditional promises to give are as follows at May 31,:

		2017						
	Char	ritable Lead	Other Pledges					
	Ann	uity Trusts			Total	Total		
Due in:								
Less than one year	\$	36,889	\$	59,725	\$ 96,614	\$ 80,662		
One to five years		104,090		-	104,090	123,333		
More than five years		16,023		-	16,023	29,869		
Total unconditional promises to give		157,002		59,725	216,727	233,864		
Less discount to present value		12,752		-	12,752	8,908		
Net unconditional promises to give	\$	144,250	\$	59,725	\$ 203,975	\$ 224,956		

Unconditional promises to give are considered fully collectible and, as such, no allowance for doubtful accounts has been recorded.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

9. RESTRICTIONS ON ASSETS

Temporarily restricted net assets are available for the following purposes at May 31,:

	2017	2016		
Unconditional promises to give which are				
available in periods after year end	\$ 203,975	\$	224,956	
Good Samaritan	68,354		68,354	
MSI research program	19,903		19,903	
Global Partnership	1,380		1,380	
	\$ 293,612	\$	314,593	

10. PROGRAM SERVICE EXPENSES

Program service expenses totaled the following for the years ended May 31,:

	2017	2016
Conference	\$ 755,403	\$ 773,020
Membership services	325,969	303,352
Branch services	382,785	257,302
Publications and information	393,737	332,870
ETI	284,434	-
Center for Effective Reading Instruction	135,880	271,684
	\$ 2,278,208	\$ 1,938,228

11. CONFERENCE COMMITMENTS

At May 31, 2017, IDA has committed to hold future annual conferences at convention centers or hotels in Georgia (2017), Connecticut (2018), Oregon (2019), and Colorado (2020). Amounts committed under the related agreements total \$1,095,044 as of May 31, 2017.

12. LEASE COMMITMENTS

Operating Lease

IDA rents temporary storage space on a month to month lease. Total rental expense for temporary storage space amounted to \$5,580 for the years ended May 31, 2017 and 2016.

In addition, IDA leases two (2) copiers, a mailing machine, and a vehicle under operating leases expiring in various years. Equipment rental expense amounted to \$28,571 and \$25,433 for the years ended May 31, 2017 and 2016, respectively.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

12. LEASE COMMITMENTS - cont'd.

Operating Lease - cont'd.

Future minimum lease payments required under these leases are as follows:

Years ending May 31,:	
2018	\$ 14,123
2019	13,637
2020	8,286
2021	6,215
Total	\$ 42,261

Capital Lease

In July 2013, IDA entered into a capital lease agreement for telephone equipment, which expired in July 2016. During the years ended May 31, 2017 and 2016, interest expense incurred on the capital lease totaled \$0 and \$227, respectively.

The assets and liabilities under capital leases are recorded at the time of acquisition at the lower of the present value of the minimum lease payments or the fair value of the asset. The equipment financed serves as collateral for the leases and is depreciated over the shorter of their related lease terms or their estimated productive lives. Depreciation of the assets under the capital leases is included in depreciation expense.

13. NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from restrictions for satisfaction of the following restrictions:

	2017	2016
Time - unconditional promises to give	\$ 75,393	\$ 45,758

14. MEASURE OF OPERATIONS

In its consolidated statements of activities, IDA includes in its definition of operations all revenues and expenses that are an integral part of its programs and supporting activities. Investment income, including net realized and unrealized gains and losses, change in present value of charitable lead annuity trusts and contributions to permanently restricted net assets are recognized as non-operating support, revenues, gains, and losses.

Notes to the Consolidated Financial Statements For the Years Ended May 31, 2017 and 2016

15. MEMBERSHIP DUES

During the year ended May 31, 2016, IDA changed its information dissemination strategy to align more with its mission by offering materials on its website to members and non-members at the same time. As membership no longer represents an exchange transaction, IDA began recognizing membership dues when the promise to give is made which aligns with the receipt of payment. As this was a change in business model, the adjustments were recorded in the year ended May 31, 2016. Approximately \$342,000 of deferred membership dues were recognized during the year ended May 31, 2016 in addition to all membership dues receipts for the year ended May 31, 2016. The recognition of deferred membership revenue caused a one-year increase in membership dues revenue.

16. CENTER FOR EFFECTIVE READING INSTRUCTION, INC.

In December 2015, the International Dyslexia Association Executive Committee approved the extension of a \$200,000 line of credit by the International Dyslexia Association for CERI. This was increased to \$220,000 during the year ended May 31, 2017. During the years ended May 31, 2017 and 2016, the line of credit balance totaled \$220,103 and \$185,000, respectively,

CERI is generally exempt from Federal income taxes under Section 501(c)(6) of the Code and received an IRS determination letter, dated March 23, 2016. In addition, CERI does not qualify for charitable contributions deductions under Section 170(c)(2) of the Code. Income not related to exempt purposes, less applicable deductions, is subject to Federal and state corporate income taxes. CERI had no unrelated income for the year ended May 31, 2016.

During the year ended May 31, 2017, IDA began to offer education courses for those interested in taking the certification exam through CERI. The education courses are not geared specifically for the exam and deal with general topics related to Dyslexia. These activities will remain in IDA, as education falls within the exempt purpose of IDA. Revenue earned from education courses totaled \$523,925 and \$3,000 during the years ended May 31, 2017 and 2016, respectively.

During the year ended May 31, 2017, CERI began to offer the certification exam. The exam is administered through a third party testing vendor, who will distribute the revenues from the exam based on a percentage agreement with IDA and CERI, until IDA has recovered the costs it has expended on behalf of CERI. Revenue earned by CERI for exam fees totaled \$29,120 during the year ended May 31, 2017.



Supplemental Consolidated Schedule of Unrestricted Net Assets

					Board D								
			· ·			MSI					Во	oard	
]	Branch	Re	esearch			Ope	rating	Desi	gnated	
	Un	designated	(Council	Pı	ogram	Initi	iatives	Re	serve	Te	otal	Total
Unrestricted net assets at May 31, 2015	\$	701,574	\$	84,656	\$	3,200	\$ 6	77,696	\$ 3	13,932	\$ 1,0	79,484	\$ 1,781,058
Change in unrestricted net assets		77,050		(7,127)		_		-		-		(7,127)	69,923
Unrestricted net assets at May 31, 2016		778,624		77,529		3,200	6	77,696	3	13,932	1,0	072,357	1,850,981
Change in unrestricted net assets		(253,974)		(32,142)		-		-		-	((32,142)	(286,116
Unrestricted net assets at May 31, 2017	\$	524,650	\$	45,387	\$	3,200	\$ 6'	77,696	\$ 3	13,932	\$ 1,0)40,215	\$ 1,564,865

Supplemental Consolidated Schedule of Functional Expenses For the Year Ended May 31, 2017

			Man	agement and			mbership	100	- ,
	Prog	ram Services		General	Fu	ndraising	elopment		Total
Payroll and payroll related expenses	\$	906,211	\$	179,847	\$	89,106	\$ 43,787	\$	1,218,951
Equipment and facilities rental and maintenance		244,780		19,927		13,441	1,657		279,805
Professional fees		173,848		33,203		2,277	459		209,787
Branch dues and other branch support		181,030		-		-	-		181,030
Occupancy expenses		77,460		15,492		7,230	3,098		103,280
Staff travel and lodging		91,404		6,137		3,553	1,091		102,185
Depreciation and amortization expense		69,292		13,859		6,467	2,772		92,390
Board and committee expenses		78,764		10,538		-	-		89,302
Conference events expenses		86,903		-		-	-		86,903
Publications and educational items		84,850		-		-	-		84,850
Special event - fundraisers		-		-		78,832	-		78,832
Other expenses		59,127		4,272		4,894	36		68,329
Postage and delivery		45,302		1,038		2,385	14,594		63,319
Printing		39,059		1,098		7,359	13,258		60,774
Supplies		37,278		12,988		3,904	128		54,298
Telephone		39,462		9,319		391	-		49,172
Insurance		22,843		4,568		2,132	914		30,457
Speaker expenses		22,778		-		-	-		22,778
Legal		14,359		-		-	-		14,359
Advertising		3,458				469	<u>-</u>		3,927
	\$	2,278,208	\$	312,286	\$	222,440	\$ 81,794	\$	2,894,728

Supplemental Consolidated Schedule of Functional Expenses For the Year Ended May 31, 2016

			agement and		Me	mbership				
	Progr	ram Services	(General	Fu	ndraising	Dev	elopment	Total	
Payroll and payroll related expenses	\$	808,313	\$	142,064	\$	41,165	\$	13,846	\$ 1,005,388	
Equipment and facilities rental and maintenance		204,042		55,490		6,458		-	265,990	
Professional fees		197,415		63,100		607		8,783	269,905	
Branch dues and other branch support		163,846		-		-		-	163,846	
Occupancy expenses		74,893		14,978		6,990		2,996	99,857	
Staff travel and lodging		61,038		31,139		775		-	92,952	
Depreciation and amortization expense		47,170		9,555		2,388		597	59,710	
Board and committee expenses		75,629		7,357		-		-	82,986	
Conference events expenses		65,448		-		-		-	65,448	
Publications and educational items		72,789		-		-		-	72,789	
Special event - fundraisers		-		-		26,465		-	26,465	
Other expenses		8,359		41,912		11,006		40	61,317	
Postage and delivery		80,957		1,033		2,088		26,303	110,381	
Printing		50,807		1,652		-		19,129	71,588	
Supplies		24,433		11,097		190		-	35,720	
Telephone		22,623		20,762		1		-	43,386	
Insurance		25,648		5,195		1,299		325	32,467	
Speaker expenses		19,044		-		-		-	19,044	
Legal		3,666		240		-		-	3,906	
Advertising		7,001				367			7,368	
	\$	2,013,121	\$	405,574	\$	99,799	\$	72,019	\$ 2,590,513	

Supplemental Consolidated Schedule of Program Service Expenses For the Year Ended May 31, 2017

										Educator		enter for Effective	
			Membership			Pub	lications and	Training		Reading Instruction			
	Co	Conference Services			Branch Services		Information					Initiative	Total
Payroll and payroll related expenses	\$	208,516	\$	135,532	\$	169,729	\$	169,747	\$	162,197	\$	60,490	\$ 906,211
Equipment and facilities rental and maintenance		177,656		17,552		12,779		25,544		6,786		4,463	244,780
Branch dues and other branch support		2,900		117,732		60,398		-		-		-	181,030
Professional fees		35,032		10,092		5,271		39,826		39,874		43,753	173,848
Staff travel and lodging		42,632		4,636		23,605		6,515		11,018		2,998	91,404
Conference events expenses		86,903		-		-		-		-		-	86,903
Publications and educational items		-		-		-		84,850		-		-	84,850
Board and committee expenses		-		-		74,692		-		2,975		1,097	78,764
Occupancy expenses		19,623		12,394		11,361		16,525		9,295		8,262	77,460
Depreciation and amortization expense		17,554		11,087		10,163		14,782		8,315		7,391	69,292
Other expenses		27,976		11,309		964		3,123		13,501		2,254	59,127
Postage and delivery		15,244		-		750		22,496		6,809		3	45,302
Telephone		35,530		750		1,127		2,019		6		30	39,462
Printing		24,296		-		5,423		272		8,562		506	39,059
Supplies		30,612		1,230		2,178		1,660		1,598		-	37,278
Insurance		5,787		3,655		3,350		4,873		2,741		2,437	22,843
Speaker expenses		21,783		-		995		-		-		-	22,778
Legal		-		-		-		1,406		10,757		2,196	14,359
Advertising		3,359		-		-		99		-		-	3,458
	\$	755,403	\$	325,969	\$	382,785	\$	393,737	\$	284,434	\$	135,880	\$ 2,278,208

Supplemental Consolidated Schedule of Program Service Expenses For the Year Ended May 31, 2016

										Center for Effective	
			Membership				Publ	ications and]	Reading	
	C	onference	Services		Branch Services		Information		Instruction		Total
Payroll and payroll related expenses	\$	186,098	\$	124,704	\$	110,581	\$	172,726	\$	214,204	\$ 808,313
Equipment and facilities rental and maintenance		183,688		11,113		1,158		7,883		200	204,042
Professional fees		119,461		5,385		19,490		25,628		27,451	197,415
Branch dues and other branch support		-		145,068		18,778		-		-	163,846
Postage and delivery		56,279		1,641		481		21,737		819	80,957
Board and committee expenses		-		-		75,478		-		151	75,629
Occupancy		21,560		13,617		12,482		18,156		9,078	74,893
Publications and educational items		-		-		-		72,789		-	72,789
Conference events expenses		65,448		-		-		-		-	65,448
Staff travel and lodging		31,350		-		17,084		503		12,101	61,038
Printing		46,122		-		4,128		394		163	50,807
Depreciation and amortization expense		11,942		8,956		4,777		12,539		8,956	47,170
Insurance		6,493		4,870		2,597		6,818		4,870	25,648
Supplies		20,615		1,002		1,725		1,076		15	24,433
Telephone		20,495		409		1,025		429		265	22,623
Speaker expenses		19,044		-		-		-		-	19,044
Other expenses		1,381		-		-		6,407		571	8,359
Advertising		4,604		204		-		275		1,918	7,001
Legal		_		-		-		3,666		-	3,666
	\$	794,580	\$	316,969	\$	269,784	\$	351,026	\$	280,762	\$ 2,013,121