

IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA



### **Audited Financial Statements**

August 31, 2016 and 2015



IRA L. SCHALL, CPA DAVID C. ASHENFARB, CPA MICHAEL L. SCHALL, CPA

#### INDEPENDENT AUDITORS' REPORT

To the Board of Directors of Readworks, Inc.

#### Report on the Financial Statements

We have audited the accompanying financial statements of Readworks, Inc. (the "Organization"), which comprise the statements of financial position as of August 31, 2016 and August 31, 2015, 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.

#### Auditors' 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 audits 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 auditors' 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 organization'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 organization'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 Readworks, Inc. as of August 31, 2016 and August 31, 2015, 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 audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of functional expenses on pages 13-14 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 to 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 statement as a whole.

Schall & Ashenfarb

Certified Public Accountants, LLC

Schall & ashenfarb

March 1, 2017

# READWORKS, INC. STATEMENT OF FINANCIAL POSITION AS OF AUGUST 31, 2016 AND 2015

	8/31/16	8/31/15*
Assets		
Cash and cash equivalents	\$171,015	\$355,790
Investments (Note 3)	205,520	343,078
Pledges receivable (Note 4)	0	197,000
Prepaid expenses	8,967	8,375
Security deposits	8,800	8,800
Fixed assets, net (Note 5)	513,165	397,330
Total assets	\$907,467	\$1,310,373
Liabilities and Net Assets		
Liabilities:	*****	*****
Accounts payable and accrued expenses	\$125,324	\$146,140
Total liabilities	125,324	146,140
Commitments and contingencies (Note 9)		
Net assets:		
Unrestricted (Note 6)		
Operating	529,123	717,528
Board designated (Note 8)	205,520	239,810
Total unrestricted	734,643	957,338
Temporarily restricted (Note 7)	47,500	206,895
Total net assets	782,143	1,164,233
Total liabilities and net assets	\$907,467	\$1,310,373

<sup>\*</sup>Restated (Note 8)

The attached notes and auditors' report are an integral part of these financial statements.

### READWORKS, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED AUGUST 31, 2016

(With comparative totals for 2015)

		Unrestricted				
		Board		Temporarily	Total	Total
	Unrestricted	Designated	Total	Restricted	8/31/16	8/31/15
Public support and revenue:						
Contributions	\$1,078,984		\$1,078,984	\$85,000	\$1,163,984	\$1,197,872
In-kind legal	26,000		26,000		26,000	70,550
Licensing income	63,020		63,020		63,020	4,500
Investment income (Note 3)	2,956	\$6,600	9,556		9,556	3,952
Miscellaneous income	6,864	,	6,864		6,864	8,649
Net assets released from restrictions	244,395		244,395	(244,395)	0	0
Total public support and revenue	1,422,219	6,600	1,428,819	(159,395)	1,269,424	1,285,523
Expenses:						
Program services:						
Curriculum	393,932		393,932		393,932	391,178
Teacher training	159,854		159,854		159,854	117,733
Online delivery, assessment and						
evaluation	683,614		683,614		683,614	473,547
Client development	248,842		248,842		248,842	311,457
Total program services	1,486,242	0	1,486,242	0	1,486,242	1,293,915
Supporting services:						
Management and general	69,565		69,565		69,565	124,401
Fundraising	95,707		95,707		95,707	62,031
Total supporting services	165,272		165,272	0	165,272	186,432
Total expenses	1,651,514	0	1,651,514	0	1,651,514	1,480,347
Change in net assets	(229,295)	6,600	(222,695)	(159,395)	(382,090)	(194,824)
Net assets - beginning of year	717,528	239,810	957,338	206,895	1,164,233	1,359,057
Transfers	40,890	(40,890)	0		0	0
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The attached notes and auditors' report are an integral part of these financial statements.

\$734,643

\$47,500

\$529,123

Net assets - end of year

# READWORKS, INC. STATEMENT OF ACTIVITIES FOR THE YEAR ENDED AUGUST 31, 2015

	95		

		Unrestricted		1		
		Board		Temporarily	Permanently	
	Unrestricted	Designated	Total	Restricted	Restricted	Total
Public support and revenue:						
Contributions	\$877,872		\$877,872	\$320,000		\$1,197,872
In-kind legal	70,550		70,550			70,550
Licensing income	4,500		4,500			4,500
Investment income (Note 3)	1,699	\$2,253	3,952			3,952
Miscellaneous income	8,649		8,649			8,649
Net assets released from restrictions	596,094		596,094	(596,094)		0
Total public support and revenue	1,559,364	2,253	1,561,617	(276,094)	0	1,285,523
Expenses:						
Program services:						
Curriculum	391,178		391,178			391,178
Teacher training	117,733		117,733			117,733
Online delivery, assessment and						
evaluation	473,547		473,547			473,547
Client development	311,457		311,457			311,457
Total program services	1,293,915	0	1,293,915	0	0	1,293,915
Supporting services:						
Management and general	124,401		124,401			124,401
Fundraising	62,031		62,031			62,031
Total supporting services	186,432	0	186,432	0	0	186,432
Total expenses	1,480,347	0	1,480,347	0	0	1,480,347
Change in net assets	79,017	2,253	81,270	(276,094)	0	(194,824)
Net assets - beginning of year -originally stated	638,511	0	638,511	520,546	200,000	1,359,057
originary outloa	000,011	· ·	000,011	0=0,010	_00,000	1,000,000
Prior period adjustment (Note 8)	0	237,557	237,557	(37,557)	(200,000)	0
Net assets - beginning of year - restated	638,511	237,557	876,068	482,989	0	1,359,057
Net assets - end of year	\$717,528	\$239,810	\$957,338	\$206,895	\$0	\$1,164,233

The attached notes and auditors' report are an integral part of these financial statements.

## READWORKS, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED AUGUST 31, 2016

(With comparative totals for 2015)

	8/31/16	8/31/15
Cash flows from operating activities: Change in net assets Adjustments to reconcile change in net assets to net	(\$382,090)	(\$194,824)
cash used for operating activities: Depreciation Realized and unrealized gain on investments Donated investments	105,517 (3,303) 0	4,144 4,159 (120,145)
Changes in assets and liabilities: Pledges receivable Prepaid expenses Accounts payable and accrued expenses Total adjustments Net cash flows used for operating activities	197,000 (592) (20,816) 277,806 (104,284)	23,250 44,105 51,364 6,877 (187,947)
Cash flows from investing activities:	(104,204)	(107,747)
Purchases of fixed assets Purchases (dividends re-invested) Proceeds from sales of investments	(221,352) (6,139) 147,000	(387,473) (7,382) 0
Sales of donated investments  Net cash flows used for investing activities	(80,491)	120,145 (274,710)
Net decrease in cash and cash equivalents	(184,775)	(462,657)
Cash and cash equivalents - beginning of year	355,790	818,447
Cash and cash equivalents - end of year	\$171,015	\$355,790

No interest or taxes were paid.

### READWORKS, INC. NOTES TO FINANCIAL STATEMENTS AUGUST 31, 2016 AND 2015

#### **Note 1 - Nature of Entity**

ReadWorks, Inc. (the "Organization") was formally introduced in November 2010. ReadWorks is committed to solving America's reading comprehension crisis and student achievement gap. Driven by cognitive science research, ReadWorks creates world class content, teacher guidance, and integrated tools that improve teacher effectiveness and student achievement.

Reading comprehension is the most important 21st century skill. In this Information Age you will fail if you cannot read and comprehend, as reading comprehension is the foundation for all other learning and knowledge. Yet teachers and students are failing; they have been left to sink or swim.

The vast majority of teachers simply have not been trained in how to teach reading comprehension effectively, based on proven cognitive science. And widely used reading materials and curricula are often ineffective and of low-quality.

That is why ReadWorks provides educators with What to Teach & How To Teach It. ReadWorks provides K-12 teachers with what they need to have the biggest impact on instruction and learning in the classroom — online, for free, to be shared broadly. ReadWorks provides:

- The largest, highest-quality library of curated nonfiction and literary articles in the country, with research-based curriculum and formative assessments
- Reading comprehension units, lessons, and vocabulary with innovative instructional design featuring embedded teacher training — aligned to all states' standards
- Teacher guidance and support to fundamentally and permanently improve teacher decision-making and effectiveness
- An unrivaled online, interactive user experience for teachers and students
- A range of innovative and impactful products, such as ReadWorks Article-A-Day™

The reading comprehension crisis is our national education crisis. And ReadWorks is perfectly positioned to solve this crisis. According to a recent April 2016 RAND report: ReadWorks is the most consulted nonprofit provider of online ELA curriculum and teacher guidance in the U.S. among elementary teachers seeking instructional support. ReadWorks now has more than 1 million active teacher users supporting their students. 77% of all K-8 public schools in the U.S. have active ReadWorks teacher users, and 86% of the lowest-income K-8 public schools have active ReadWorks teacher users.

ReadWorks has innovative partnerships with most prestigious museums and cultural institutions in the country, and is supported by the Bill and Melinda Gates Foundation, the Brooke Astor Fund for New York City Education, and the NewSchools Venture Fund.

And in July 2016, ReadWorks launched a next-generation, best-in-class, interactive digital platform for both teachers and students.

ReadWorks also provides unrivaled efficiency and return-on-investment, providing an entire year's worth of ReadWorks at a cost to us of approximately \$1.64 per teacher per year, or 8 cents per student per year.

The primary sources of revenue for the Organization are contributions and content sublicensing agreements.

The Organization is a not-for-profit organization exempt from Federal income tax under Section 501(c)(3) of the Internal Revenue Code and has not been determined to be a private foundation as defined in Section 509(a).

#### Note 2 - Summary of Significant Accounting Policies

#### a. Basis of Accounting

The financial statements of the Organization have been prepared on the accrual basis of accounting which is the process of recognizing revenue and expenses when earned or incurred rather than when received or paid.

#### b. Basis of Presentation

The Organization reports information regarding its financial position and activities according to three classes of net assets:

- ➤ *Unrestricted* represents all activity without donor imposed restrictions.
- > Temporarily restricted accounts for activity based on specific donor restrictions that are expected to be satisfied by passage of time or performance of activities.
- > Permanently restricted accounts for activity restricted by donors that must remain intact in perpetuity.

#### c. Revenue Recognition

Contributions are recorded upon the receipt of cash or at the time a pledge is considered unconditional. Contributions received with specific donor restrictions are reported as increases in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restriction. However, contributions received with restrictions that expire within the same reporting period are reported as unrestricted.

#### d. Cash and Cash Equivalents

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

#### e. Concentration of Credit

Financial instruments that potentially subject the Organization to concentration of credit risk consist of cash, money market accounts and investment securities, which are placed with financial institutions that management deems to be creditworthy. At times, balances may exceed federally insured limits. A significant portion of the

funds is not insured, however, the Organization has not experienced any losses from these accounts.

The market value of investments is subject to fluctuation, however management believes the investment policy is prudent for the long-term welfare of the Organization.

#### f. Investments

Investments are stated at fair value, which is defined as the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Realized and unrealized gains and losses are reflected in the statement of activities.

#### g. Pledges and Accounts Receivable

Pledges due within one year are reported at net realizable value. Pledges that are due in more than one year are recorded at fair value, using a risk adjusted discount rate of return, when deemed material. Conditional pledges are recognized when the conditions on which they depend are substantially met. Based on a review of specific accounts and recent history, no allowance for uncollectible amounts has been deemed necessary.

#### h. Fixed Assets

Fixed assets to which the Organization retains title to and capital items purchased which benefit future periods are capitalized at cost, or if donated, at the estimated fair value at the time of donation.

Fixed assets consist of furniture, equipment, computers, computer software and website costs, which are carried at cost and depreciated over their estimated useful lives using the straight-line method.

#### i. In-Kind Contributions

Organizations are required to recognize contributions of services that create or enhance non-financial assets or require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by contributions. Donated legal services have been recognized based on fair value.

#### j. Expense Allocation

The preparation of financial statements in accordance with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

#### k. Management Estimates

The costs of providing various programs and other activities have been summarized on a functional basis in the financial statements. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Organization.

#### l. Income Tax Status

The Organization is a not-for-profit organization exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code and has not been determined to be a private foundation as defined in Section 509(a).

#### m. Accounting for Uncertainty of Income Taxes

The Organization does not believe its financial statements include any material, uncertain tax positions. Tax filings for periods ending August 31, 2013 and later are subject to examination by applicable taxing authorities.

#### n. Subsequent Events

Management has evaluated for potential recognition and disclosure events subsequent to the date of the statement of financial position through March 1, 2017, the date the financial statements were available to be issued. No events have occurred subsequent to the statement of financial position date through our evaluation date that would require adjustment to or disclosure in the financial statements.

#### o. New Accounting Pronouncement

On August 18, 2016, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. The ASU, which becomes effective for the August 31, 2019 fiscal year, with early implementation permitted, focuses on improving the current net asset classification requirements and information presented in the financial statements and notes that is useful in assessing a not-for-profit's liquidity, financial performance and cash flows.

In addition, FASB issued ASU No. 2016-02, *Leases*. The ASU which becomes effective for the August 31, 2021 year, requires the full obligation of long-term leases to be recorded as a liability with a corresponding "right to use asset" on the statement of financial position.

The Organization has not yet evaluated the impact these standards will have on future financial statements.

#### **Note 3 - Investments**

Investments are stated at fair value. Accounting standards have established a fair value hierarchy giving the highest priority to quoted market prices in active markets and the lowest priority to unobservable data.

Investments consisted of a fixed income securities mutual fund which was measured using Level 1 inputs, which are the quoted prices in active markets for identical assets.

Investment income consists of the following:

	<u>8/31/16</u>	<u>8/31/15</u>
Interest and dividend income – investments	\$6,139	\$7,382
Interest income - money market	114	729
Realized gains on investments	1,105	0
Unrealized gain/(loss) on investments	2,198	<u>(4,159</u> )
Total	<u>\$9,556</u>	<u>\$3,952</u>

#### Note 4 - Pledges Receivable

At August 31, 2015, grants receivable were all due within one year.

Approximately \$100,000 (51%) was outstanding from one donor as of August 31, 2015.

#### Note 5 - Fixed Assets

Fixed assets consist of the following:

		Estimated
<u>8/31/16</u>	<u>8/31/15</u>	<u>Useful Life</u>
\$52,216	\$52,216	3-5 years
<u>608,825</u>	<u>387,473</u>	3 years
661,041	439,689	
<u>(147,876</u> )	<u>(42,359</u> )	
<u>\$513,165</u>	\$397,330	
	\$52,216 608,825 661,041 (147,876)	\$52,216 \$52,216 608,825 387,473 661,041 439,689 (147,876) (42,359)

#### **Note 6 - Unrestricted Net Assets**

Unrestricted net assets consist of the following:

	<u>8/31/16</u>	8/31/15
Operating:		
Net investments in fixed assets	\$513,165	\$397,330
Undesignated funds	<u> 15,958</u>	320,198
	529,123	717,528
Board designated	<u>205,520</u>	239,810
Unrestricted net assets	<u>\$734,643</u>	<u>\$957,338</u>

#### **Note 7 - Temporarily Restricted Net Assets**

Temporarily restricted net assets can be summarized as follows:

		August 31, 2016						
	<u>9/1/15</u>	<u>New</u>	<u>Released</u>	<u>8/31/16</u>				
Time restricted Programs	\$100,000 <u>106,895</u>	\$0 _ <u>85,000</u>	(\$100,000) <u>(144,395</u> )	\$0 <u>47,500</u>				
Total	<u>\$206,895</u>	<u>\$85,000</u>	<u>(\$244,395</u> )	<u>\$47,500</u>				
		August 31, 2015*						
		August	31, 2015*					
	9/1/14	August : <u>New</u>	31, 2015* <u>Released</u>	8/31/15				
Time restricted Programs Total	9/1/14 \$198,000 284,989 \$482,989			8/31/15 \$100,000 _106,895 \$206,895				

<sup>\*</sup>After restatement (See Note 8)

#### Note 8 - Prior Period Adjustment/ Board Designated Net Assets

The Organization's financial statements previously reflected a permanently restricted endowment representing a contribution from a donor in 1996. Prior to August 31, 2014, the donor approved the reclassification of this donation from a permanently restricted endowment to board designated net assets. Under the terms of that agreement, any expenditures from the board designated fund must be approved by the board of directors. Additionally, any use of board designated net assets must include a formally adopted and realistic plan to replenish the amount in a reasonable timeframe. The statement of financial position and net asset section of the statement of activities for the year ended August 31, 2015 have been restated to reclassify the original gift of \$200,000 (classified as permanently restricted) and the accumulated unappropriated earnings of \$37,557 (classified as temporarily restricted) to board designated under the unrestricted class of net assets.

#### **Note 9 - Commitments and Contingencies**

The Organization's facility is leased on a month-to-month lease.

In the normal course of business, the Organization could be subject to claims, lawsuits and other matters that are subject to uncertain future events. Management has not been advised by legal counsel that there are any matters that are probable of future payouts and no reserves have been established.

#### Note 10 - Retirement

The Organization has a pension plan under IRS Section 403(b). Eligible employees may contribute pre-tax amounts of their salary up to IRS maximum limits. No employer contributions are required to be made.

### READWORKS, INC. SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED AUGUST 31, 2016

(With comparative totals for 2015)

		Program Services					porting Servic			
			Online							
			Delivery,		Total	Management		Total		
		Teacher	Assessment	Client	Program	and		Supporting	Total	Total
	Curriculum	Training	& Evaluation	Development	Services	General	Fundraising	Services	8/31/16	8/31/15
Salaries	\$268,896	\$103,030	\$238,722	\$142,716	\$753,364	\$10,022	\$36,990	\$47,012	\$800,376	\$781,283
Payroll taxes and benefits	44,530	17,062	39,533	23,634	124,759	1,659	6,126	7,785	132,544	125,838
	313,426	120,092	278,255	166,350	878,123	11,681	43,116	54,797	932,920	907,121
Professional fees and services	47,377	28,700	258,997	58,184	393,258	17,129	48,196	65,325	458,583	356,037
	47,377 14,144	3,689	30,747	8,609	593,256 57,189	2,460		4,305	450,505 61,494	58,728
Occupancy Curriculum materials	14,144	3,009	30,747	0,009	12,183	2,400	1,845		12,183	10,936
		0.47	7,000	2 200	14,674	(20	472	1 102		
Insurance	3,629	947	7,889	2,209	•	630	473	1,103	15,777	12,920
Miscellaneous	1,005	609	70	2,588	4,272	3,194	53	3,247	7,519	11,015
Communications and IT	1,299	339	2,824	791	5,253	226	169	395	5,648	5,673
Printing		5,007		746	5,753	123	591	714	6,467	701
Office supplies and equipment	786	205	3,361	479	4,831	640	103	743	5,574	4,751
Conferences	12	19		60	91	103	41	144	235	1,630
Postage and shipping		63		1	64	422	818	1,240	1,304	1,416
Travel	71	184		8,825	9,080	476	302	778	9,858	32,405
Bank charges					0	2,435		2,435	2,435	2,320
Total expenses before										
depreciation and in-kind	393,932	159,854	582,143	248,842	1,384,771	39,519	95,707	135,226	1,519,997	1,405,653
Depreciation			101,471		101,471	4,046		4,046	105,517	4,144
In-kind legal					0	26,000		26,000	26,000	70,550
Total expenses	\$393,932	\$159,854	\$683,614	\$248,842	\$1,486,242	\$69,565	\$95,707	\$165,272	\$1,651,514	\$1,480,347

# READWORKS, INC. SCHEDULE OF FUNCTIONAL EXPENSES FOR THE YEAR ENDED AUGUST 31, 2015

		Program Services					Supporting Services			
			Online							
			Delivery,		Total	Management		Total		
		Teacher	Assessment	Client	Program	and		Supporting	Total	
	Curriculum	Training	& Evaluation	Development	Services	General	Fundraising	Services	8/31/15	
Salaries	¢250.065	\$73,504	\$212,656	\$192,876	\$729,901	\$19,150	<b>ቀ</b> ንን ንንን	\$51,382	¢701 202	
	\$250,865	· ·	33,703	•	•	•	\$32,232	•	\$781,283	
Payroll taxes and benefits	39,759	11,649		30,568	115,679	5,051	5,108	10,159	125,838	
	290,624	85,153	246,359	223,444	845,580	24,201	37,340	61,541	907,121	
Professional fees and services	58,759	23,927	181,130	56,740	320,556	15,903	19,578	35,481	356,037	
Occupancy	19,381	5,872	14,748	15,269	55,270	1,109	2,349	3,458	58,728	
Curriculum materials	10,936				10,936			0	10,936	
Insurance	4,149	1,216	3,517	3,190	12,072	315	533	848	12,920	
Miscellaneous	585	164	2,632	2,766	6,147	4,526	342	4,868	11,015	
Communications and IT	1,872	567	1,418	1,475	5,332	114	227	341	5,673	
Printing			27	643	670	31		31	701	
Office supplies and equipment	1,018	282	1,877	978	4,155	483	113	596	4,751	
Conferences	590			1,040	1,630			0	1,630	
Postage and shipping		42	34		76	790	550	1,340	1,416	
Travel	3,264	510	21,672	5,912	31,358	48	999	1,047	32,405	
Bank charges			133		133	2,187		2,187	2,320	
Total expenses before										
depreciation and in-kind	391,178	117,733	473,547	311,457	1,293,915	49,707	62,031	111,738	1,405,653	
Depreciation					0	4,144		4,144	4,144	
In-kind legal					0	70,550		70,550	70,550	
Total expenses	\$391,178	\$117,733	\$473,547	\$311,457	\$1,293,915	\$124,401	\$62,031	\$186,432	\$1,480,347	