

**Communities In Schools of
the Charleston Area, Inc.**

Report on Financial Statements

For the Years Ended June 30, 2014 and 2013

Communities In Schools of the Charleston Area, Inc.

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Independent Auditor's Report

To the Board of Directors
Communities In Schools of the Charleston Area, Inc.
Charleston, South Carolina

Report on the Financial Statements

We have audited the accompanying financial statements of Communities In Schools of the Charleston Area, Inc. which comprise the statements of financial position as of June 30, 2014 and 2013, and the related statements of activities, functional expenses, 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 audits to obtain reasonable assurance about whether the financial statements are free of 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 Communities In Schools of the Charleston Area, Inc. as of June 30, 2014 and 2013, 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.

Elliott Davis, LLC

Charleston, South Carolina
October 1, 2014

Communities In Schools of the Charleston Area, Inc.**Statements of Financial Position****As of June 30, 2014 and 2013**

	<u>2014</u>	<u>2013</u>
Assets		
Current assets		
Cash and cash equivalents	\$ 957,759	\$ 832,698
Accounts receivable	18,371	2,132
Grants and contracts receivable	19,830	142,455
Prepaid expenses	31,179	28,129
Total current assets	<u>1,027,139</u>	<u>1,005,414</u>
Property and equipment, net	<u>320,734</u>	<u>334,506</u>
Total assets	<u><u>\$ 1,347,873</u></u>	<u><u>\$ 1,339,920</u></u>
Liabilities and Net Assets		
Current liabilities		
Accounts payable	\$ 12,367	\$ 31,526
Accrued expenses	29,230	35,078
Deferred revenue	41,542	15,500
Capital lease, current portion	4,938	4,231
Note payable, current portion	10,413	10,009
Total current liabilities	<u>98,490</u>	<u>96,344</u>
Noncurrent liabilities		
Capital lease, less current portion	13,122	18,060
Note payable, less current portion	166,831	177,141
Total noncurrent liabilities	<u>179,953</u>	<u>195,201</u>
Total liabilities	<u>278,443</u>	<u>291,545</u>
Net assets		
Unrestricted		
Designated	191,482	190,910
Undesignated	683,997	606,780
Total unrestricted	<u>875,479</u>	<u>797,690</u>
Temporarily restricted	193,951	250,685
Total net assets	<u>1,069,430</u>	<u>1,048,375</u>
Total liabilities and net assets	<u><u>\$ 1,347,873</u></u>	<u><u>\$ 1,339,920</u></u>

See Notes to Financial Statements.

Communities In Schools of the Charleston Area, Inc.

Statements of Activities

For the years ended June 30, 2014 and 2013

	2014			2013		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
Support and revenues						
Contributions	\$ 251,717	\$ 303,220	\$ 554,937	\$ 87,448	\$ 259,401	\$ 346,849
Fee-based government support and contracts	-	1,183,103	1,183,103	-	1,134,852	1,134,852
Foundation grants	13,000	571,500	584,500	3,500	671,391	674,891
Government grants	-	13,000	13,000	-	10,000	10,000
Interest income	576	-	576	540	-	540
Miscellaneous income	3,285	-	3,285	1,423	-	1,423
Special events revenue, net of costs of \$38,057 and \$120,350 for direct benefits to donors in 2014 and 2013, respectively	106,899	-	106,899	223,384	-	223,384
Trident United Way support	6,723	568,000	574,723	5,025	577,000	582,025
	<u>382,200</u>	<u>2,638,823</u>	<u>3,021,023</u>	<u>321,320</u>	<u>2,652,644</u>	<u>2,973,964</u>
Net assets released from program restrictions	2,695,557	(2,695,557)	-	2,646,846	(2,646,846)	-
Total support and revenues	<u>3,077,757</u>	<u>(56,734)</u>	<u>3,021,023</u>	<u>2,968,166</u>	<u>5,798</u>	<u>2,973,964</u>
Expenses						
Program Services	2,751,963	-	2,751,963	2,543,101	-	2,543,101
Supporting Services:						
Management and general	70,422	-	70,422	68,025	-	68,025
Fundraising	177,583	-	177,583	174,030	-	174,030
Total expenses	<u>2,999,968</u>	<u>-</u>	<u>2,999,968</u>	<u>2,785,156</u>	<u>-</u>	<u>2,785,156</u>
Change in net assets	77,789	(56,734)	21,055	183,010	5,798	188,808
Net Assets at Beginning of Year	<u>797,690</u>	<u>250,685</u>	<u>1,048,375</u>	<u>614,680</u>	<u>244,887</u>	<u>859,567</u>
Net Assets at End of Year	<u>\$ 875,479</u>	<u>\$ 193,951</u>	<u>\$ 1,069,430</u>	<u>\$ 797,690</u>	<u>\$ 250,685</u>	<u>\$ 1,048,375</u>

See Notes to Financial Statements.

Communities In Schools of the Charleston Area, Inc.**Statement of Functional Expenses****For the year ended June 30, 2014**

	<u>Supporting Services</u>			
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 1,856,420	\$ 41,186	\$ 90,458	\$ 1,988,064
Benefits	383,391	8,263	16,103	407,757
Payroll taxes	147,135	3,299	7,299	157,733
Total salaries and related expenses	<u>2,386,946</u>	<u>52,748</u>	<u>113,860</u>	<u>2,553,554</u>
Program promotion	123,795	-	-	123,795
Student programs	103,128	-	-	103,128
Special events	-	-	56,778	56,778
Supplies	31,521	23	748	32,292
Facilities and equipment	18,950	387	1,722	21,059
Travel	20,009	-	-	20,009
Telephone	15,534	344	902	16,780
Professional and contractual services	320	14,839	-	15,159
Depreciation	12,808	275	689	13,772
Training	13,553	-	-	13,553
Insurance	10,129	-	-	10,129
Interest	7,651	150	376	8,177
Conferences and meetings	3,873	-	-	3,873
Dues and subscriptions	1,537	1,656	-	3,193
Printing, photography, publication and fundraising	300	-	2,390	2,690
Miscellaneous	1,241	-	-	1,241
Postage	426	-	118	544
Software	242	-	-	242
Total Expenses	<u>\$ 2,751,963</u>	<u>\$ 70,422</u>	<u>\$ 177,583</u>	<u>\$ 2,999,968</u>

See Notes to Financial Statements.

Communities In Schools of the Charleston Area, Inc.**Statement of Functional Expenses****For the year ended June 30, 2013**

	<u>Supporting Services</u>			
	<u>Program Services</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries	\$ 1,716,299	\$ 38,314	\$ 77,370	\$ 1,831,983
Benefits	295,931	7,296	13,530	316,757
Payroll taxes	137,535	3,189	5,911	146,635
Total salaries and related expenses	<u>2,149,765</u>	<u>48,799</u>	<u>96,811</u>	<u>2,295,375</u>
Student programs	165,662	-	-	165,662
Special events	-	-	72,488	72,488
Supplies	52,133	-	141	52,274
Program promotion	44,270	-	-	44,270
Facilities and equipment	24,105	345	673	25,123
Travel	22,750	-	-	22,750
Training	20,477	-	-	20,477
Telephone	17,603	269	2,241	20,113
Professional and contractual services	619	16,450	-	17,069
Depreciation	9,876	214	424	10,514
Interest	7,703	162	336	8,201
Insurance	9,253	-	-	9,253
Software	6,968	-	-	6,968
Conferences and meetings	5,931	-	-	5,931
Dues and subscriptions	1,397	1,786	-	3,183
Printing, photography, publication and fundraising	2,027	-	886	2,913
Miscellaneous	1,382	-	-	1,382
Postage	1,180	-	30	1,210
Total Expenses	<u>\$ 2,543,101</u>	<u>\$ 68,025</u>	<u>\$ 174,030</u>	<u>\$ 2,785,156</u>

See Notes to Financial Statements.

Communities In Schools of the Charleston Area, Inc.**Statements of Cash Flows****For the years ended June 30, 2014 and 2013**

	<u>2014</u>	<u>2013</u>
Operating activities		
Change in net assets	\$ 21,055	\$ 188,808
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	13,772	10,514
Changes in accrued and deferred amounts:		
Grants, contracts, and accounts receivable	106,386	114,718
Prepaid expense	(3,050)	(5,655)
Accounts payable	(19,159)	6,475
Accrued expenses	(5,848)	15,407
Deferred revenue	26,042	15,500
Net cash provided by operating activities	<u>139,198</u>	<u>345,767</u>
Investing activities		
Equipment purchases	-	(7,000)
Net cash used for investing activities	<u>-</u>	<u>(7,000)</u>
Financing activities		
Payments on capital lease	(4,231)	(346)
Payments of long-term debt	(9,906)	(7,837)
Net cash used for financing activities	<u>(14,137)</u>	<u>(8,183)</u>
Net increase in cash and cash equivalents	125,061	330,584
Cash and cash equivalents at beginning of year	832,698	502,114
Cash and cash equivalents at end of year	<u>\$ 957,759</u>	<u>\$ 832,698</u>
Supplemental cash flow information		
Noncash transactions:		
Equipment purchased with capital lease	\$ -	\$ 22,637
Interest paid during year	<u>\$ 8,354</u>	<u>\$ 8,201</u>

See Notes to Financial Statements.

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 1. Nature of Activities and Summary of Significant Accounting Policies

Nature of Activities:

Communities In Schools of the Charleston Area, Inc. ("CIS" or "CIS of Charleston") is a nonprofit organization dedicated to connecting the necessary community resources with schools in Charleston and Berkeley Counties to help young people successfully learn, stay in school and prepare for life. CIS has a "working partnership" between the Charleston and Berkeley County School Districts, businesses, and local and state agencies. CIS operates its dropout prevention services at thirty local area schools, with 27 in Charleston County School District and 3 in Berkeley County School District. It is supported primarily through grants, donor contributions and government contract support.

Basis of Accounting:

The financial statements are prepared on the accrual basis of accounting in accordance with generally accepted accounting principles and, accordingly, reflect all significant receivables and payables and recognize revenues and support when earned and expenditures when incurred.

Basis of Presentation:

CIS reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. At June 30, 2014 and 2013, CIS did not have any permanently restricted net assets.

Revenue Recognition:

Revenue from grants is normally received on a reimbursement of expenditures basis and is recognized when expenses have been paid and a reimbursement request is sent to the granting agency. Advances received from granting agencies before a project starts are included in deferred revenue or as an offset to accounts receivable, as applicable.

Government contract support is recognized as unrestricted support when services have been provided and billed.

Contributions are recognized as revenue when they are received or unconditionally pledged. Contributions and grants received are recorded as unrestricted, temporarily restricted or permanently restricted support depending on the existence and/or nature of any donor restrictions.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or the restriction purpose is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statements of Activities as net assets released from restrictions.

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 1. Nature of Activities and Summary of Significant Accounting Policies, Continued

Accounts, Grants, and Contracts Receivable and Allowance for Doubtful Accounts:

Accounts, grants, and contracts receivable are carried at their estimated collectible amounts and are periodically evaluated based on management's assessment of the collectability of each account. An allowance for doubtful accounts is established as estimated by management through recognition of bad debt expense. When management confirms the uncollectability of an accounts receivable, such amount is charged off against the allowance for doubtful accounts. Based on management's evaluations of accounts, grants, and contracts receivable, there was no allowance for doubtful accounts at June 30, 2014 or 2013.

Property and Equipment:

CIS capitalizes expenditures in excess of \$2,000 for property with an extended useful life. Property is recorded at cost, or if donated, at fair market value on the date received. Major improvements are capitalized and depreciated; maintenance and repairs which do not significantly improve or extend the life of respective assets are expensed. Upon sale or retirement, the cost and related accumulated depreciation are removed from the accounts, and any gain or loss is reflected in income. Depreciation is calculated using the straight-line method based on the estimated useful lives of the assets as follows:

Building and building improvements	7 – 39 years
Furniture and equipment	3 – 10 years

Donated Materials and Services:

Donated materials are included in contributions at their estimated fair market value. Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills and are performed by people with those skills, and (c) would otherwise be purchased by CIS. Program promotional services of \$116,380 and \$42,911 were contributed for the years ended June 30, 2014 and 2013 and recorded as donor contributions and related expenses.

Donated Property and Equipment:

Donations of property and equipment are recorded as support at their estimated fair market value at the date of donation. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire property and equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, CIS reports expirations of donor restrictions when the donated or acquired assets are placed in service. CIS reclassifies temporarily restricted net assets to unrestricted net assets at that time.

Donated Assets:

Donated marketable securities and other noncash donations are recorded as contributions at their estimated fair market values at the date of donation.

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 1. Nature of Activities and Summary of Significant Accounting Policies, Continued

Designation of Unrestricted Net Assets:

It is the policy of the Board of Directors of CIS to review its plans from time to time and to designate appropriate sums of unrestricted net assets for future operations in the event that future grant funding declines.

Income Tax Status:

CIS is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code as a charitable organization whereby only unrelated business income, if any, as defined by the Code, is subject to federal income tax. CIS is classified by the Internal Revenue Service as other than a private foundation.

Management has evaluated CIS' tax positions and concluded that CIS has taken no uncertain tax positions that require adjustment to the financial statements for the years ended June 30, 2014 or 2013. CIS' policy is to report accrued interest related to unrecognized tax benefits, when applicable, as interest expense and to report penalties as other expense. With few exceptions, CIS is no longer subject to income tax examinations by the U.S. federal, state or local tax authorities for the tax years prior to 2010.

Expense Allocation:

The costs of providing the various programs and activities have been summarized on a functional basis in the Statements of Functional Expenses and Statements of Activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Use of Estimates:

The preparation of financial statements 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 and expenses during the reporting period. Actual results could differ from those estimates.

Reclassifications:

Certain accounts in the prior year financial statements have been reclassified for comparative purposes to conform to the presentation adopted in the current year financial statements.

Subsequent Events:

In preparing these financial statements, CIS has evaluated events and transactions for potential recognition or disclosure through October 1, 2014, the date the financial statements were available to be issued.

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 2. Grants and Contracts Receivable

The following is a summary of grants and contracts receivable as of June 30:

	<u>2014</u>	<u>2013</u>
Charleston County School District	\$ 11,819	\$ 140,519
CIS National	3,564	-
Medical University of South Carolina	<u>4,447</u>	<u>1,936</u>
Total grants and contracts receivable	<u>\$ 19,830</u>	<u>\$ 142,455</u>

Note 3. Concentrations of Credit Risk

CIS maintains its cash at two financial institutions located in South Carolina. Accounts maintained at banking institutions are guaranteed by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000 in aggregate per bank at June 30, 2014.

In addition, cash, cash management funds, and investments are held in safekeeping at Wells Fargo Advisors. Securities Investor Protector Corporation (SIPC) provides insurance up to \$500,000 per client for securities, inclusive of up to \$250,000 per client for cash. Under SIPC coverage, money market funds are considered securities and are covered up to \$500,000 per financial institution. In addition to SIPC coverage, Wells Fargo has obtained excess SIPC-coverage through Lexington Insurance Company, an AIG Company, which provides additional protection above SIPC limits of up to at \$1 billion aggregate loss for all customer claims, including up to \$1.9 million for cash. At Wells Fargo Advisors, CIS maintains a sweep account which is insured by the FDIC up to \$750,000 in aggregate. These sweep account cash balances are not protected by SIPC or the excess SIPC coverage. There were cash balances in the amounts of \$548,546 and \$401,109 on deposit with financial and investment institutions that were uninsured at June 30, 2014 and 2013, respectively. Members of the Board are addressing this situation and will make recommendations to the full CIS Board during the Fall of 2014.

Note 4. Property and Equipment, net

The following is a summary of property, furniture and equipment as of June 30:

	<u>2014</u>	<u>2013</u>
Building and building improvements	\$ 244,954	\$ 244,954
Land	100,000	100,000
Office equipment and furniture	<u>53,553</u>	<u>53,553</u>
Total	398,507	398,507
Less accumulated depreciation	<u>77,773</u>	<u>64,001</u>
Property and equipment, net	<u>\$ 320,734</u>	<u>\$ 334,506</u>

Depreciation expense for the years ended June 30, 2014 and 2013 was \$13,772 and \$10,514, respectively.

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 5. Related Party Transactions

During the years ended June 30, 2014 and 2013, CIS maintained cash accounts at local financial institutions and insurance with a local insurance company at which board members are employed.

CIS of Charleston is a local affiliate within the federation of Communities In Schools, Inc. ("CIS National"). CIS of Charleston is in compliance with CIS National's standards. As an accredited affiliate, CIS of Charleston is eligible to apply for granting opportunities through CIS National. Funding through CIS National is not guaranteed. Through a highly competitive process, CIS received \$268,156 and \$220,838 from CIS National for restricted program support for the years ended June 30, 2014 and 2013, respectively.

CIS received contributions of \$29,391 from six local organizations and \$26,500 from four local organizations at which board members were employed for the years ended June 30, 2014 and 2013, respectively.

Note 6. Economic Dependency

For the years ended June 30, 2014 and 2013, approximately 81% and 79% of total support and revenue, respectively, came from the following major funding sources:

	<u>2014</u>	<u>2013</u>
Charleston County School District (CCSD)	38%	37%
Trident United Way	19%	20%
CIS National	9%	7%
New Morning Foundation	<u>15%</u>	<u>15%</u>
	<u>81%</u>	<u>79%</u>

Loss of these funding sources could have a material impact on the financial statements of CIS.

Note 7. Defined Contribution Plan

CIS established a 401(k) profit sharing plan (the Plan) effective July 1, 2002. In order to be eligible for participation, an employee must have attained age 21 and have completed 1,000 hours of service in each 12 month Eligibility Computation Period. CIS matches employee contributions to the Plan up to 5 percent of the employee's compensation. CIS may also make discretionary contributions. CIS did not make any discretionary contributions for the years ended June 30, 2014 or 2013. Total employer match contributions for the years ended June 30, 2014 and 2013 were \$55,498 and \$28,413, respectively.

Note 8. Note Payable

In August 2007, CIS entered into an installment note due to Wells Fargo. In August 2011, the terms of the note were modified to monthly installment payments of \$1,536 including interest of 5.05%. All other terms remained the same. On September 17, 2012, CIS renewed the installment due to Wells Fargo. The terms were modified to monthly installment payments of \$1,443, including interest of 4%, with a balloon payment due September 15, 2017. All other terms remained the same. The total balance outstanding at June 30, 2014 and 2013 was \$177,244 and \$187,150, respectively. This note is collateralized by a mortgage on the Montague Avenue property with a net carrying value of \$266,239 at June 30, 2014.

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 8. Note Payable, Continued

Interest expense for the years ended June 30, 2014 and 2013 relating to this long-term debt was \$7,520 and \$8,097, respectively.

Scheduled maturities of long-term debt are as follows for the years ending June 30:

2015	\$	10,413
2016		10,837
2017		11,278
2018		<u>144,716</u>
	\$	<u>177,244</u>

Note 9. Capital Lease

In May 2013, CIS acquired a copier for \$22,637 through a five year capital lease agreement. Under the terms of the agreement, CIS committed to pay \$22,637 over the term of the lease in monthly installments of \$412, including interest. Amortization expense on the copier system has been included in depreciation expense for the years ended June 30, 2014 and 2013. The net book value of the copier was \$18,060 at June 30, 2014.

Future minimum payments under the capital lease are as follows for the years ending June 30:

2015	\$	4,938
2016		4,938
2017		4,938
2018		<u>4,527</u>
Total minimum payments		19,341
Less amount representing interest		<u>(1,281)</u>
Present value of minimum payments	\$	<u>18,060</u>

Note 10. Restrictions on Net Assets

Temporarily restricted net assets as of June 30, 2014 and 2013 are available for the following purposes:

	<u>2014</u>	<u>2013</u>
Student Support program	\$ 65,242	\$ 88,659
Impact Study-Level 2 managed cases	40,754	4,500
Gear Up program	30,708	57,197
Berkeley County expansion	15,000	9,109
Mental Health program	13,822	35,562
SAFE program	10,000	5,148
Reading Soulmates program	6,395	3,655
Summer Camp program	6,174	41
Wise Guys program	4,806	5,587
Advanced Placement Incentive (API) program	1,050	37,847
Mentoring supplies	-	<u>3,380</u>
	<u>\$ 193,951</u>	<u>\$ 250,685</u>

Communities In Schools of the Charleston Area, Inc.

Notes to Financial Statements

June 30, 2014 and 2013

Note 11. Special Events Revenue

CIS sponsors several fundraising activities during the year. The following is a breakdown of the net revenues by event for the years ended June 30:

	<u>2014</u>	<u>2013</u>
Chocolate Affair	\$ 101,426	\$ 71,426
In-kind donations	17,151	11,817
Less: direct benefits	<u>(34,258)</u>	<u>(48,083)</u>
	<u>84,319</u>	<u>35,160</u>
Administrative Professionals' Day	3,725	3,275
In-kind donations	14,535	3,300
Less: direct benefits	<u>(3,799)</u>	<u>(3,356)</u>
	<u>14,461</u>	<u>3,219</u>
Roundball Classic	-	72,445
In-kind donations	-	13,087
Less: direct benefits	<u>-</u>	<u>(55,056)</u>
	<u>-</u>	<u>30,476</u>
Push Up and Up	144	25,534
In-kind donations	7,975	4,751
Less: direct benefits	<u>-</u>	<u>-</u>
	<u>8,119</u>	<u>30,285</u>
HGTV Dream Home	-	125,892
In-kind donations	-	5,052
Less: direct benefits	<u>-</u>	<u>(13,855)</u>
	<u>-</u>	<u>117,089</u>
Other special events	-	7,155
In-kind donations	-	-
Less: direct benefits	<u>-</u>	<u>-</u>
	<u>-</u>	<u>7,155</u>
	<u>\$ 106,899</u>	<u>\$ 223,384</u>