

CHOICE, INC.

**FINANCIAL STATEMENT AND
SUPPLEMENTARY INFORMATION**

June 30, 2012

CHOICE, INC.

TABLE OF CONTENTS

| | <u>Page No.</u> |
|---|-----------------|
| Independent Auditors' Report | 1 |
| Financial Statements: | |
| Statement of Financial Position | 2 |
| Statement of Activities - June 30, 2012 | 3 |
| June 30, 2011 | 4 |
| Statement of Cash Flows | 5 |
| Notes to Financial Statements | 6 |
| Supplementary Information: | |
| Schedule 1 - AACO Contract Number 1020107-02 | |
| Statement of Program Expenditures and Program Revenue | 10 |
| Schedule 2 - Federal Award Agency CMS | |
| Statement of Program Expenditures and Program Revenue | 11 |
| Schedule of Functional Expenses - June 30, 2012 | 12 |
| Schedule of Functional Expenses - June 30, 2011 | 13 |

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Independent Auditor's Report

Board of Directors
CHOICE, Inc.
Philadelphia, PA

We have audited the accompanying statement of financial position of CHOICE, Inc. (a nonprofit organization) as of June 30, 2012 and 2011 and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of CHOICE, Inc.'s management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of CHOICE, Inc. at June 30, 2012 and 2011 and the changes in its activities and its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of expressing an opinion on the basic financial statements of CHOICE, Inc. taken as a whole. The supplementary information is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Snyder, Daitz, & Company
SNYDER, DAITZ & COMPANY

August 8, 2012

CHOICE, INC.

STATEMENT OF FINANCIAL POSITION
June 30,

| | 2012 | 2011 |
|-------------------------------------|------------|------------|
| <u>ASSETS</u> | | |
| <u>CURRENT ASSETS</u> | | |
| Cash | \$ 187,456 | \$ 193,206 |
| Accounts receivable | 40,786 | 56,296 |
| Prepaid expenses | 13,320 | 28,174 |
| | \$ 241,562 | \$ 277,676 |
| Total Current Assets | | |
| <u>FURNITURE AND EQUIPMENT, NET</u> | 13,324 | 19,934 |
| <u>OTHER ASSETS</u> | | |
| Security deposits | 4,166 | 7,061 |
| | \$ 259,052 | \$ 304,671 |
| Total Assets | | |
| <u>LIABILITIES & NET ASSETS</u> | | |
| <u>CURRENT LIABILITIES</u> | | |
| Accounts payable | \$ 5,000 | \$ 6,549 |
| Accrued expenses | 27,833 | 40,999 |
| Rent payable | 0 | 336 |
| | \$ 32,833 | \$ 47,884 |
| Total Current Liabilities | | |
| <u>NET ASSETS</u> | | |
| Unrestricted | \$ 194,219 | \$ 244,787 |
| Temporarily restricted | 32,000 | 12,000 |
| | \$ 226,219 | \$ 256,787 |
| Total Net Assets | | |
| Total Liabilities & Net Assets | \$ 259,052 | \$ 304,671 |

The accompanying notes are an integral part of this statement.

CHOICE, INC.

STATEMENT OF ACTIVITY
June 30,

| | 2012 | | |
|---------------------------------------|--------------------|---------------------------|--------------------|
| | Unrestricted | Temporarily Restricted | Total |
| REVENUES AND SUPPORT: | | | |
| Government | \$ 334,523 | | \$ 334,523 |
| Community | 77,175 | | 77,175 |
| Foundation - corporate | 11,183 | \$ 32,000 | 43,183 |
| Other | 3,132 | | 3,132 |
| Net assets released from restrictions | 12,000 | \$ (12,000) | |
| Total Revenue & Support | \$ 438,013 | \$ 20,000 | \$ 458,013 |
| EXPENSES: | | | |
| Salaries | \$ 255,874 | | \$ 255,874 |
| Benefits | 76,911 | | 76,911 |
| Advertising | 10,434 | | 10,434 |
| Annual appeal | 6,409 | | 6,409 |
| Auditing and accounting | 16,959 | | 16,959 |
| Depreciation | 6,610 | | 6,610 |
| Insurance | 11,662 | | 11,662 |
| Legal | 3,537 | | 3,537 |
| Occupancy | 58,966 | | 58,966 |
| Office & program supplies | 8,012 | | 8,012 |
| Printing & postage | 3,590 | | 3,590 |
| Repairs and maintenance | 9,144 | | 9,144 |
| Telephone | 15,367 | | 15,367 |
| Travel and meetings | 503 | | 503 |
| Utilities | 4,603 | | 4,603 |
| Total Expenses | \$ 488,581 | 0 | \$ 488,581 |
| Change in Net Assets | \$ (50,568) | \$ 20,000 | \$ (30,568) |
| Net Assets - July 1, 2011 | 244,787 | 12,000 | 256,787 |
| Net Assets - June 30, 2012 | \$ 194,219 | 32,000 | \$ 226,219 |

The accompanying notes are an integral part of this statement.

CHOICE, INC.

STATEMENT OF ACTIVITY
June 30,

| | 2011 | | |
|---------------------------------------|--------------------|---------------------------|--------------------|
| | Unrestricted | Temporarily Restricted | Total |
| REVENUES AND SUPPORT: | | | |
| Government | \$ 381,452 | | \$ 381,452 |
| Community | 78,966 | | 78,966 |
| Foundation - corporate | 11,928 | \$ 12,000 | 23,928 |
| Other | 8,476 | | 8,476 |
| Net assets released from restrictions | 0 | | 0 |
| Total Revenue & Support | \$ 480,822 | \$ 12,000 | \$ 492,822 |
| EXPENSES: | | | |
| Salaries | \$ 290,361 | | \$ 290,361 |
| Benefits | 87,632 | | 87,632 |
| Advertising | 15,225 | | 15,225 |
| Annual appeal | 10,280 | | 10,280 |
| Accounting and auditing | 17,213 | | 17,213 |
| Depreciation | 7,086 | | 7,086 |
| Insurance | 11,416 | | 11,416 |
| Occupancy | 69,764 | | 69,764 |
| Office & program supplies | 7,263 | | 7,263 |
| Printing & postage | 3,136 | | 3,136 |
| Repairs and maintenance | 9,486 | | 9,486 |
| Telephone | 16,085 | | 16,085 |
| Travel and meetings | 841 | | 841 |
| Utilities | 2,266 | | 2,266 |
| Total Expenses | \$ 548,054 | 0 | \$ 548,054 |
| Change in Net Assets | \$ (67,232) | 12,000 | \$ (55,232) |
| Net Assets - July 1, 2010 | 312,019 | 0 | 312,019 |
| Net Assets - June 30, 2011 | \$ 244,787 | \$ 12,000 | \$ 256,787 |

The accompanying notes are an integral part of this statement.

CHOICE, INC.

STATEMENT OF CASH FLOWS June 30,

| | 2012 | 2011 |
|---|-------------|-------------|
| <u>CASH FLOWS FROM OPERATING ACTIVITIES</u> | | |
| Change in net assets | \$ (30,568) | \$ (55,232) |
| Adjustments to reconcile change in net assets to net cash provided by operating activities: | | |
| Depreciation | 6,610 | 7,086 |
| (Increase) decrease in assets: | | |
| Accounts receivable | 15,510 | 30,768 |
| Prepaid expenses and deposits | 17,749 | (23,215) |
| Unconditional promises to give | | |
| Increase (decrease) in liabilities: | | |
| Accounts payable | (1,549) | 1,549 |
| Accrued expenses | (13,166) | 2,400 |
| Rent payable | (336) | (673) |
| | \$ (5,750) | \$ (37,317) |
| <u>CASH FLOWS FROM FINANCING ACTIVITIES</u> | | |
| None | 0 | 0 |
| | 0 | 0 |
| Net cash used by operating activities | | |
| | \$ (5,750) | \$ (37,317) |
| Increase (Decrease) in Cash | | |
| | \$ (5,750) | \$ (37,317) |
| Cash balance, beginning | 193,206 | 230,523 |
| Cash balance, ending | \$ 187,456 | \$ 193,206 |
| <u>SUPPLEMENTAL DISCLOSURE OF CASH FLOWS INFORMATION:</u> | | |
| Cash paid during the year for: | | |
| Interest | 0 | 0 |

The accompanying notes are an integral part of this statement.

CHOICE, INC.

NOTES TO FINANCIAL STATEMENTS June 30, 2012

NOTE 1 - ORGANIZATION

CHOICE, Inc. Concern for Health Options: Information, Care and Education (the "Organization") was incorporated in 1972 exclusively for charitable purposes. CHOICE - increases access to accurate information and essential services concerning reproductive, sexual, and family health, empowers people through education and counseling, and provides these services with empathy and respect. CHOICE works to overcome and eliminate barriers that impede access to quality health care and information for all individuals - regardless of economic status, gender, age, race, religion, culture, or sexual orientation.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board on its Statements of Financial Accounting Standards (SFAS) No. 117, *Financial Statements of Not-for-Profit Organizations*. Under SFAS No. 117, CHOICE, Inc. is required to report information regarding their financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets, of which they have none.

Restricted and Unrestricted Support

The Organization follows SFAS No. 116, *Accounting for Contributions Received and Contributions Made* in recording contributions received. Contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

Support that is restricted by the donor is reported as an increase in unrestricted net assets if the restriction expires in the reporting period in which the support is recognized. All other 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 purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the Statement of Activities as net assets released from restrictions. There are no permanently restricted net assets.

Accounts Receivable

Accounts receivable are recorded at net realizable value and are recorded in revenue as earned. As a result, CHOICE, Inc. does not normally incur any bad debts; therefore, an allowance for doubtful accounts is not included in the accompanying financial statements.

Fixed Assets

Fixed asset expenditures are capitalized and depreciated over their estimated useful lives using both straight-line and accelerated depreciation methods. Contributed assets are valued at the fair market value at the date of donation.

CHOICE, INC.

NOTES TO FINANCIAL STATEMENTS June 30, 2012

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

Fixed assets acquired by CHOICE, Inc. are considered to be owned by CHOICE, Inc., except for certain property acquired with funds received from certain government sources. Title for that property remains with the government funder.

Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Grants and Contracts

The contracts and grants under which CHOICE, Inc. conducts its programs contain provisions defining costs, which are allowable and reimbursable within the program. All program billings for the year ended June 30, 2012 and 2011 are subject to audit by various governmental funding sources. The audit of these billings may result in adjustments for expense disallowance. It is CHOICE, Inc.'s practice to provide for such adjustments at the time they are reasonably estimable.

CHOICE, Inc. received approximately 77% and 79% of its grant and contract revenue from federal, state and city awards in 2012 and 2011, respectively. A reduction in the level of government support could have an effect on CHOICE, Inc.'s programs and activities.

In-Kind Contributions

The Organization recognizes donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation. For the years ended June 30, 2012 and June 30, 2011 legal in-kind services received amounted to \$3,537 and \$0, respectively, and are included in community support and legal expense on the Statement of Activities. In addition, volunteers have donated their time to assist the Organization.

Tax Status

CHOICE, Inc. is a nonprofit Organization exempt from federal income taxes under Section 501 (c) (3) of the Internal Revenue Code. In addition, CHOICE, Inc. is exempt from state income tax as determined by the Pennsylvania Bureau of Charitable Organizations. Accordingly, no provision for federal and state income tax is included in the accompanying financial statements.

NOTE 3 - CONCENTRATION OF CREDIT RISK INVOLVING CASH

CHOICE, Inc. maintains its cash balances in several financial institutions located in Philadelphia, Pennsylvania. The balances are insured by the Federal Deposit Insurance Corporation up to \$250,000. At June 30, 2012 and 2011, CHOICE, Inc. did not have uninsured cash balances.

CHOICE, INC.

NOTES TO FINANCIAL STATEMENTS June 30, 2012

NOTE 4 - FIXED ASSETS

Major classifications of furniture and equipment and their respective depreciable lives are summarized below:

| | <u>2012</u> <u>Cost</u> | <u>2011</u> <u>Cost</u> | <u>Depreciable</u> <u>Lives</u> |
|--------------------------------|----------------------------|----------------------------|------------------------------------|
| Furniture and fixtures | \$ 22,343 | \$ 22,343 | 5 - 7 years |
| Telephone equipment | 30,713 | 30,713 | 5 years |
| Computer equipment | 27,196 | 27,196 | 5 years |
| Software | <u>10,484</u> | <u>10,484</u> | 3 - 5 years |
| Total | \$ 90,736 | \$ 90,736 | |
| Less: Accumulated depreciation | <u>77,412</u> | <u>70,802</u> | |
| Net Furniture and Equipment | <u>\$ 13,324</u> | <u>\$ 19,934</u> | |

Depreciation expense was \$6,610 and \$7,086 for the years ended June 30, 2012 and 2011, respectively.

NOTE 5 - RESTRICTION ON NET ASSETS

Temporarily restricted net assets are available as follows:

| | <u>2012</u> | <u>2011</u> |
|-----------------------------------|------------------|------------------|
| Time restricted to future periods | \$ 5,000 | \$ 12,000 |
| Use restricted to future periods | <u>27,000</u> | <u>0</u> |
| Total Restricted Net Assets | <u>\$ 32,000</u> | <u>\$ 12,000</u> |

NOTE 6 - NET ASSETS RELEASED FROM RESTRICTIONS

Net assets were released from restrictions as follows:

| | <u>2012</u> | <u>2011</u> |
|----------------------------|------------------|-------------|
| Use restrictions satisfied | 0 | 0 |
| Time restriction satisfied | <u>\$ 12,000</u> | <u>0</u> |
| Total Net Assets Released | <u>\$ 12,000</u> | <u>\$ 0</u> |

CHOICE, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2012

NOTE 7 - FUNCTIONAL EXPENSES

Expenses incurred were for:

| | 2012 | 2011 |
|-----------------------------------|------------------|------------------|
| Program: | | |
| HIV/AIDS | \$143,151 | \$143,475 |
| Family Planning | 190,732 | 159,953 |
| Children, Youth and Family Health | 51,141 | 126,275 |
| Community Education | <u>24,536</u> | <u>25,125</u> |
| | \$409,560 | \$454,828 |
| Management and general | 40,340 | 46,298 |
| Fund development | <u>35,144</u> | <u>46,928</u> |
| | <u>\$485,044</u> | <u>\$548,054</u> |

NOTE 8 - COMMITMENT

In October 2011, CHOICE, Inc. negotiated the terms of their lease agreement for office facilities. The lease expires June 30, 2017 and contains operating expense and real estate tax escalation clauses. Rent expense was \$39,858 and \$69,764 for the years ended June 30, 2012 and 2011, respectively. CHOICE, Inc. was obligated under a noncancellable operating lease arrangement as follows:

| <u>Years Ending June 30,</u> | Minimum Rental Payment | |
|------------------------------|------------------------|------------------|
| | 2012 | 2011 |
| 2012 | 0 | \$ 39,858 |
| 2013 | \$ 37,746 | 0 |
| 2014 | 47,078 | 0 |
| 2015 | 52,710 | 0 |
| 2016 | 54,012 | 0 |
| 2017 | <u>55,314</u> | <u>0</u> |
| Total | <u>\$ 246,860</u> | <u>\$ 39,858</u> |

CHOICE, INC.

SCHEDULE 1 - AACO CONTRACT NUMBER 10-201-07-02
 STATEMENT OF PROGRAM EXPENDITURES AND PROGRAM REVENUE
 For the Year Ended June 30, 2012

| | Award # S-2231 | Total |
|--|-------------------|------------|
| Direct Expenditures | | |
| Personnel: | | |
| Salaries | \$ 79,493 | \$ 79,493 |
| Fringe benefits | 24,386 | 24,386 |
| Total Personnel Expenditures | \$ 103,879 | \$ 103,879 |
| Operating: | | |
| Communications | \$ 5,103 | \$ 5,103 |
| Insurance | 3,355 | 3,355 |
| Occupancy | 20,859 | 20,859 |
| Other | | |
| Supplies - operating | 317 | 317 |
| Utilities | 1,275 | 1,275 |
| Total Operating Expenditures | \$ 30,909 | \$ 30,909 |
| Equipment: | | |
| Repairs | 1,904 | 1,904 |
| Total Equipment Expenditures | \$ 1,904 | \$ 1,904 |
| Total Direct Expenditures | \$ 136,692 | \$ 136,692 |
| Indirect Expenditures | 11,472 | 11,472 |
| Total Direct and Indirect Expenditures | \$ 148,164 | \$ 148,164 |
| Program Revenue | 0 | 0 |
| NET AACO FUNDED EXPENDITURES | \$ 148,164 | \$ 148,164 |

CHOICE, INC.

SCHEDULE 2 - FEDERAL AWARD AGENCY CMS
 STATEMENT OF PROGRAM EXPENDITURES AND PROGRAM REVENUE
 For the Year Ended June 30, 2012

| | Award # 1Z0CMS030501/1 | Total |
|--|---------------------------|-------------------------|
| Direct Expenditures | | |
| Personnel: | | |
| Salaries | \$ 10,609 | \$ 10,609 |
| Fringe benefits | 3,265 | 3,265 |
| Total Personnel Expenditures | <u>\$ 13,874</u> | <u>\$ 13,874</u> |
| Operating: | | |
| Communications | \$ 525 | \$ 525 |
| Insurance | 413 | 413 |
| Occupancy | 2,672 | 2,672 |
| Program supplies & printing | 155 | 155 |
| Supplies - operating | 99 | 99 |
| Utilities | 163 | 163 |
| Total Operating Expenditures | <u>\$ 4,027</u> | <u>\$ 4,027</u> |
| Equipment: | | |
| Lease/rental | \$ 103 | \$ 103 |
| Repairs | 180 | 180 |
| Total Equipment Expenditures | <u>\$ 283</u> | <u>\$ 283</u> |
| Total Direct Expenditures | <u>\$ 18,184</u> | <u>\$ 18,184</u> |
| Indirect Expenditures | <u>0</u> | <u>0</u> |
| Total Direct and Indirect Expenditures | <u>\$ 18,184</u> | <u>\$ 18,184</u> |
| Program Revenue | <u>0</u> | <u>0</u> |
| NET CMS FUNDED EXPENDITURES | <u><u>\$ 18,184</u></u> | <u><u>\$ 18,184</u></u> |

CHOICE, INC.

SCHEDULE OF FUNCTIONAL EXPENSES
June 30, 2012

PROGRAM EXPENSES

| <u>Description</u> | <u>Total Expense</u> | <u>HIV/AIDS</u> | <u>Children Youth and Family Health</u> | <u>Family Planning</u> | <u>Community Education</u> | <u>Total Program Expenses</u> | <u>Public Relations & Development</u> | <u>Administration</u> |
|---------------------------------|----------------------|-------------------|---|------------------------|----------------------------|-------------------------------|---|-----------------------|
| | | | | | | | | |
| Salaries | \$ 255,874 | \$ 79,494 | \$ 29,770 | \$ 102,853 | \$ 14,148 | \$ 226,265 | \$ 16,956 | \$ 12,653 |
| Fringe benefits & payroll taxes | 76,911 | 24,387 | 7,850 | 31,264 | 4,281 | 67,782 | 5,227 | 3,902 |
| Advertising | 10,434 | 0 | 0 | 10,434 | 0 | 10,434 | 0 | 0 |
| Annual appeal | 6,409 | 0 | 0 | 0 | 0 | 0 | 6,409 | 0 |
| Auditing and accounting | 16,959 | 0 | 0 | 0 | 0 | 0 | 0 | 16,959 |
| Depreciation | 6,610 | 1,925 | 688 | 2,564 | 330 | 5,507 | 472 | 631 |
| Insurance | 11,662 | 4,264 | 1,197 | 4,879 | 558 | 10,898 | 437 | 327 |
| Legal | 3,537 | 0 | 0 | 0 | 0 | 0 | 0 | 3,537 |
| Occupancy | 58,966 | 21,683 | 8,097 | 21,622 | 3,539 | 54,941 | 2,326 | 1,699 |
| Office and program supplies | 8,012 | 819 | 139 | 3,771 | 182 | 4,911 | 706 | 2,395 |
| Printing and postage | 3,590 | 3 | 90 | 973 | 37 | 1,103 | 1,517 | 970 |
| Repairs & maintenance | 9,144 | 3,297 | 985 | 3,895 | 411 | 8,588 | 323 | 233 |
| Telephone | 15,367 | 5,650 | 1,569 | 6,398 | 741 | 14,358 | 578 | 431 |
| Travel and meetings | 503 | 0 | 205 | 268 | 30 | 503 | 0 | 0 |
| Utilities | 4,603 | 1,629 | 551 | 1,811 | 279 | 4,270 | 193 | 140 |
| Totals | \$ 488,581 | \$ 143,151 | \$ 51,141 | \$ 190,732 | \$ 24,536 | \$ 409,560 | \$ 35,144 | \$ 43,877 |

CHOICE, INC.

SCHEDULE OF FUNCTIONAL EXPENSES

June 30, 2011

PROGRAM EXPENSES

| <u>Description</u> | <u>Total Expense</u> | <u>HIV/AIDS</u> | <u>Children and Family Health</u> | | | <u>Family Planning</u> | <u>Community Education</u> | <u>Total Program Expenses</u> | <u>Public Relations & Development</u> | <u>Administration</u> |
|---------------------------------|----------------------|-------------------|-----------------------------------|-------------------|------------------------|------------------------|----------------------------|-------------------------------|---|-----------------------|
| | | | <u>Youth</u> | <u>Health</u> | <u>Family Planning</u> | | | | | |
| Salaries | \$ 290,361 | \$ 80,899 | \$ 71,391 | \$ 82,819 | \$ 14,847 | \$ 249,956 | \$ 23,104 | \$ 17,301 | | |
| Fringe benefits & payroll taxes | 87,632 | 24,529 | 21,588 | 24,666 | 4,596 | 75,379 | 7,117 | 5,136 | | |
| Advertising | 15,225 | 0 | 0 | 15,225 | 0 | 15,225 | 0 | 0 | | |
| Annual appeal | 10,280 | 0 | 0 | 0 | 0 | 0 | 10,280 | 0 | | |
| Auditing and accounting | 17,213 | 0 | 0 | 0 | 0 | 0 | 0 | 17,213 | | |
| Depreciation | 7,086 | 1,831 | 1,612 | 2,042 | 321 | 5,806 | 599 | 681 | | |
| Insurance | 11,416 | 3,814 | 3,052 | 3,171 | 496 | 10,533 | 514 | 369 | | |
| Occupancy | 69,764 | 22,686 | 18,593 | 19,914 | 3,163 | 64,956 | 3,117 | 2,291 | | |
| Office and program supplies | 7,263 | 246 | 1,387 | 2,935 | 153 | 4,721 | 727 | 1,815 | | |
| Printing and postage | 3,136 | 267 | 668 | 1,213 | 199 | 2,347 | 237 | 552 | | |
| Repairs & maintenance | 9,486 | 3,094 | 2,521 | 2,777 | 398 | 8,790 | 404 | 292 | | |
| Telephone | 16,085 | 5,371 | 4,304 | 4,472 | 695 | 14,842 | 724 | 519 | | |
| Travel and meetings | 841 | 0 | 572 | 74 | 135 | 781 | 6 | 54 | | |
| Utilities | 2,266 | 738 | 587 | 645 | 122 | 2,092 | 99 | 75 | | |
| Totals | \$ 548,054 | \$ 143,475 | \$ 126,275 | \$ 159,953 | \$ 25,125 | \$ 454,828 | \$ 46,928 | \$ 46,298 | | |