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**THE OASIS INSTITUTE  
AND SUPPORTING ORGANIZATIONS**  
CONSOLIDATED FINANCIAL STATEMENTS  
DECEMBER 31, 2018

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## Independent Auditors' Report

Board of Directors  
The Oasis Institute  
St. Louis, Missouri

### Report On The Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of The Oasis Institute and Supporting Organizations, which comprise the consolidated statement of financial position as of December 31, 2018 and 2017, and the related consolidated statements of activities, functional expenses 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 did not audit the financial statements of San Diego Oasis, which statements reflect total assets constituting 16% as of December 31, 2018 and 2017, and total revenues constituting 24% and 19%, respectively, for the years then ended of the related consolidated totals. We did not audit the 2017 financial statements of San Antonio Oasis, which statements reflected total assets constituting 3% as of December 31, 2017, and total revenues constituting 10% for the year then ended of the related consolidated totals. Those statements were audited by other auditors whose reports have been furnished to us, and our opinion, insofar as it relates to the amounts included for San Diego Oasis and San Antonio Oasis, is based solely on the reports of the other auditors. 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 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 consolidated financial position of The Oasis Institute and Supporting Organizations as of December 31, 2018 and 2017, and the changes in their net assets and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

*RubinBrown LLP*

May 1, 2019

**THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**  
**CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

**Assets**

	<b>December 31,</b>	
	<b>2018</b>	<b>2017</b>
Cash and cash equivalents	\$ 1,052,749	\$ 1,479,611
Accounts receivable	117,488	50,297
Due from vendor	21,449	29,865
Grants receivable	90,810	78,444
Promises to give - short term (Note 5)	504,193	679,597
Due from Oasis Programs (Note 6)	18,401	17,380
Prepaid expenses and other assets	102,831	65,568
Investments (Note 4)	2,174,639	2,860,420
Furniture, equipment and leasehold improvements (net of accumulated depreciation and amortization of \$1,023,028 in 2018 and \$938,538 in 2017)	420,485	429,938
<b>Total Assets</b>	<b>\$ 4,503,045</b>	<b>\$ 5,691,120</b>

**Liabilities And Net Assets**

<b>Liabilities</b>		
Accounts payable and accrued expenses	\$ 227,795	\$ 227,489
Deferred program revenue	69,391	91,464
Due to Oasis Programs (Note 6)	95,529	148,607
Due to BJH (Note 7)	373,594	375,748
Annuities payable	23,487	24,594
<b>Total Liabilities</b>	<b>789,796</b>	<b>867,902</b>
<b>Net Assets</b>		
Without donor restrictions	2,429,069	3,163,051
With donor restrictions (Note 9)	1,284,180	1,660,167
<b>Total Net Assets</b>	<b>3,713,249</b>	<b>4,823,218</b>
<b>Total Liabilities And Net Assets</b>	<b>\$ 4,503,045</b>	<b>\$ 5,691,120</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATED STATEMENT OF ACTIVITIES For The Years Ended December 31, 2018 And 2017

	2018			2017		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Public Support</b>						
Contributions and grants (Note 10)	\$ 1,511,689	\$ 1,185,807	\$ 2,697,496	\$ 1,934,244	\$ 1,535,991	\$ 3,470,235
Government grants	718,702	—	718,702	852,054	—	852,054
In-kind contributions (Note 11)	887,394	—	887,394	1,326,826	—	1,326,826
<b>Total Public Support</b>	3,117,785	1,185,807	4,303,592	4,113,124	1,535,991	5,649,115
<b>Revenues And Gains (Losses)</b>						
Program revenue	1,675,151	—	1,675,151	1,708,109	—	1,708,109
Partner revenue	121,028	—	121,028	128,372	—	128,372
Fee revenue	29,398	—	29,398	59,396	—	59,396
Interest and dividends	63,826	—	63,826	51,478	—	51,478
Realized gains on investments (Note 4)	306,698	—	306,698	36,946	—	36,946
Unrealized gains (losses) on investments (Note 4)	(402,569)	—	(402,569)	236,107	—	236,107
Change in fair value of charitable gift annuity	(548)	—	(548)	(2,352)	—	(2,352)
Other	29,754	—	29,754	63,678	—	63,678
<b>Total Revenues And Gains (Losses)</b>	1,822,738	—	1,822,738	2,281,734	—	2,281,734
<b>Total Public Support, Revenues And Gains (Losses)</b>	4,940,523	1,185,807	6,126,330	6,394,858	1,535,991	7,930,849
<b>Net Assets Released From Restrictions (Note 9)</b>	1,561,794	(1,561,794)	—	1,632,834	(1,632,834)	—
<b>Total Support, Revenues And Gains (Losses)</b>	6,502,317	(375,987)	6,126,330	8,027,692	(96,843)	7,930,849
<b>Expenses</b>						
Program services:						
Education	1,587,030	—	1,587,030	1,511,360	—	1,511,360
Health	1,960,933	—	1,960,933	2,366,581	—	2,366,581
Technology literacy	564,531	—	564,531	644,375	—	644,375
Volunteer service	955,458	—	955,458	1,126,902	—	1,126,902
<b>Total Program Services</b>	5,067,952	—	5,067,952	5,649,218	—	5,649,218
Supporting activities:						
General and administrative	1,574,747	—	1,574,747	1,588,257	—	1,588,257
Fundraising	593,600	—	593,600	625,866	—	625,866
<b>Total Expenses</b>	7,236,299	—	7,236,299	7,863,341	—	7,863,341
<b>Increase (Decrease) In Net Assets</b>	(733,982)	(375,987)	(1,109,969)	164,351	(96,843)	67,508
<b>Net Assets - Beginning Of Year</b>	3,163,051	1,660,167	4,823,218	2,998,700	1,757,010	4,755,710
<b>Net Assets - End Of Year</b>	\$ 2,429,069	\$ 1,284,180	\$ 3,713,249	\$ 3,163,051	\$ 1,660,167	\$ 4,823,218

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For The Year Ended December 31, 2018

	Program Services					Supporting Activities		
	Education	Health	Technology Literacy	Volunteer Service	Total	General And Administrative	Fundraising	Total
Salaries	\$ 458,101	\$ 682,855	\$ 189,083	\$ 438,323	\$ 1,768,362	\$ 806,350	\$ 379,735	\$ 2,954,447
Payroll taxes	35,713	51,868	14,330	33,860	135,771	58,798	29,099	223,668
Benefits	48,432	91,211	24,254	50,491	214,388	137,673	55,976	408,037
Program allocations*	3,300	118,580	23,390	10,230	155,500	—	—	155,500
Contract services and professional fees	121,952	156,263	84,348	42,597	405,160	218,961	16,625	640,746
Depreciation and amortization	32,078	15,783	4,000	9,922	61,783	19,321	3,386	84,490
Development	—	—	—	—	—	—	24,868	24,868
Dues and subscriptions	85	58	18	36	197	1,272	9,186	10,655
Equipment	13,277	16,882	2,091	4,976	37,226	15,431	4,483	57,140
Instructors	207,622	247,867	85,736	44,056	585,281	—	—	585,281
Insurance	2,233	962	326	1,412	4,933	27,315	52	32,300
Marketing	2,981	5,205	1,708	3,534	13,428	32,044	6,775	52,247
Meetings	1,298	2,691	981	1,419	6,389	6,266	6,196	18,851
Other	17,245	35,026	3,466	11,580	67,317	69,265	3,330	139,912
Postage	14,589	29,441	4,917	13,599	62,546	7,583	5,203	75,332
Printing	50,769	66,748	15,803	24,876	158,196	14,729	13,488	186,413
Program expenses	153,733	112,868	22,240	76,104	364,945	96	116	365,157
Rent**	388,087	273,328	73,074	120,869	855,358	117,021	18,054	990,433
Supplies	12,280	16,484	8,458	22,943	60,165	16,331	4,675	81,171
Telephone	15,801	16,810	2,546	7,265	42,422	14,446	5,237	62,105
Training	—	—	—	1,420	1,420	—	—	1,420
Travel	7,454	20,003	3,762	7,743	38,962	11,845	7,116	57,923
Volunteers	—	—	—	28,203	28,203	—	—	28,203
	\$ 1,587,030	\$ 1,960,933	\$ 564,531	\$ 955,458	\$ 5,067,952	\$ 1,574,747	\$ 593,600	\$ 7,236,299

\* Funds transferred to programs in the Oasis network for local programming efforts.

\*\* Includes in-kind facilities rent of \$675,055 (Note 11).

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

For The Year Ended December 31, 2017

	Program Services					Supporting Activities		
	Education	Health	Technology Literacy	Volunteer Service	Total	General And Administrative	Fundraising	Total
Salaries	\$ 513,434	\$ 818,513	\$ 213,720	\$ 470,284	\$ 2,015,951	\$ 707,461	\$ 351,445	\$ 3,074,857
Payroll taxes	41,916	66,309	16,994	38,403	163,622	56,822	28,197	248,641
Benefits	51,858	109,108	25,970	50,446	237,382	111,042	45,060	393,484
Program allocations*	14,087	95,761	49,392	15,064	174,304	—	—	174,304
Contract services and professional fees	55,604	167,095	94,892	63,992	381,583	187,410	15,133	584,126
Depreciation and amortization	16,864	21,976	4,742	15,409	58,991	22,076	11,728	92,795
Development	—	—	—	—	—	—	27,840	27,840
Dues and subscriptions	85	200	45	91	421	2,487	283	3,191
Equipment	11,154	29,244	2,724	22,783	65,905	21,448	6,485	93,838
Instructors	219,889	269,432	94,817	35,395	619,533	100	—	619,633
Insurance	—	—	—	355	355	26,711	—	27,066
Marketing	10,460	18,937	5,929	9,836	45,162	107,389	5	152,556
Meetings	1,149	2,192	207	2,535	6,083	5,053	4,326	15,462
Other	9,876	14,753	1,545	2,959	29,133	93,086	10,923	133,142
Postage	19,815	14,316	2,878	12,191	49,200	8,146	2,935	60,281
Printing	70,985	77,997	24,645	49,279	222,906	10,566	4,961	238,433
Program expenses	187,220	73,297	13,207	62,613	336,337	—	—	336,337
Rent**	243,718	509,001	73,989	186,463	1,013,171	186,126	91,442	1,290,739
Supplies	18,811	30,329	9,923	23,935	82,998	10,962	4,483	98,443
Telephone	11,883	18,600	3,109	12,912	46,504	18,119	6,837	71,460
Travel	12,056	28,795	5,434	18,611	64,896	13,253	13,783	91,932
Volunteers	496	726	213	33,346	34,781	—	—	34,781
	\$ 1,511,360	\$ 2,366,581	\$ 644,375	\$ 1,126,902	\$ 5,649,218	\$ 1,588,257	\$ 625,866	\$ 7,863,341

\* Funds transferred to programs in the Oasis network for local programming efforts.

\*\* Includes in-kind facilities rent of \$1,055,186 (Note 11).



# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATED STATEMENT OF CASH FLOWS

	For The Years	
	Ended December 31,	
	2018	2017
<b>Cash Flows From Operating Activities</b>		
Increase (decrease) in net assets	\$ (1,109,969)	\$ 67,508
Adjustments to reconcile increase (decrease) in net assets to net cash from operating activities:		
Depreciation and amortization	84,490	92,795
Change in fair value of charitable gift annuity	548	2,352
Gain on disposal of furniture, equipment and leasehold improvements	—	(1,296)
Realized gains on investments	(306,698)	(36,946)
Unrealized (gains) losses on investments	402,569	(236,107)
Changes in assets and liabilities:		
Accounts receivable	(67,191)	19,432
Due from vendor	8,416	(9,347)
Grants receivable	(12,366)	109,246
Promises to give	175,404	127,631
Prepaid expenses and other assets	(37,263)	(1,681)
Accounts payable and accrued expenses	306	12,065
Deferred program revenue	(22,073)	9,773
Due to/due from Oasis programs, net	(54,099)	55,777
Due to BJH	(2,154)	21,702
<b>Net Cash Provided By (Used In) Operating Activities</b>	<b>(940,080)</b>	<b>232,904</b>
<b>Cash Flows From Investing Activities</b>		
Proceeds from sale of investments	734,076	952,864
Purchase of investments	(144,166)	(999,977)
Payments for furniture, equipment and leasehold improvements	(75,037)	(314,452)
<b>Net Cash Provided By (Used In) Investing Activities</b>	<b>514,873</b>	<b>(361,565)</b>
<b>Cash Flows From Financing Activities</b>		
Principal payments on capital lease obligations	—	(4,098)
Payments on charitable gift annuity obligation	(1,655)	(994)
<b>Net Cash Used In Financing Activities</b>	<b>(1,655)</b>	<b>(5,092)</b>
<b>Net Decrease In Cash And Cash Equivalents</b>	<b>(426,862)</b>	<b>(133,753)</b>
<b>Cash And Cash Equivalents - Beginning Of Year</b>	<b>1,479,611</b>	<b>1,613,364</b>
<b>Cash And Cash Equivalents - End Of Year</b>	<b>\$ 1,052,749</b>	<b>\$ 1,479,611</b>

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# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

December 31, 2018 And 2017

### 1. Operations And Relationship With Barnes-Jewish Hospital

In September 1998, The Oasis Institute incorporated as an independent Missouri nonprofit public benefit corporation after operating many years as part of Barnes-Jewish Hospital (BJH). The Oasis Institute and BJH have entered into an agreement that provides for Oasis staff in St. Louis, Missouri to be employed by BJH and utilized by Oasis. Oasis reimburses BJH for 100% of the associated employee salary and benefit costs. This arrangement is not applicable to the Supporting Organizations.

### 2. Summary Of Significant Accounting Policies

#### **Basis Of Accounting**

The consolidated financial statements of The Oasis Institute (the Institute) and Supporting Organizations (collectively, Oasis) have been prepared on the accrual basis of accounting. The Oasis Institute has determined it has/had a controlling financial interest in Albuquerque Oasis, Indianapolis Oasis, Pacific Region Oasis, San Antonio Oasis, and San Diego Oasis (Supporting Organizations).

During 2017, the Board of Pacific Region Oasis approved the dissolution of the entity. The net assets were initially transferred to the Institute on November 1, 2017 and subsequently transferred to WISE & Healthy Aging. This transition is expected to enhance the delivery of Oasis program services in the Los Angeles, California market.

#### **Basis Of Presentation**

Financial statement presentation follows the requirements of the Financial Accounting Standards Board for not-for-profit organizations, which require Oasis to report information regarding its consolidated financial position and activities according to the following net asset classifications:

*Net assets without donor restrictions:* Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the organization. These net assets may be used at the discretion of management and the Board of Directors.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

*Net assets with donor restrictions:* Net assets subject to stipulations imposed by donors and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of Oasis or by the passage of time. Other donor restrictions are perpetual in nature, whereby the donor has stipulated the funds be maintained in perpetuity. Oasis does not have any donor restrictions that are perpetual in nature as of December 31, 2018 or 2017.

#### **Estimates And Assumptions**

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

#### **Cash Equivalents**

Oasis considers deposits that can be redeemed on demand and investments that have original maturities of less than three months, when purchased, to be cash equivalents.

Oasis places its cash and savings accounts with banking and brokerage institutions that are either insured by the Federal Deposit Insurance Corporation (FDIC), National Credit Union Administration (NCUA), or Securities Investor Protection coverage. At times, such amounts may be in excess of insured amounts.

#### **Accounts Receivable**

Accounts receivable are stated at the amount management expects to collect from balances outstanding at year end. Based on management's assessment of its credit history with constituents having outstanding balances and current relationships with them, it believes that no valuation allowances are necessary for accounts receivable at December 31, 2018 or 2017.

#### **Promises To Give And Grants Receivable**

Unconditional promises to give are recognized as support in the period the promises are received. Conditional promises to give, which depend on specified future and uncertain events, are recognized as support when the conditions upon which they depend are substantially met.

Grants receivable are recognized as revenue in the period the grants are earned.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements *(Continued)*

Promises to give and grants receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollected amounts through a charge to earnings and a credit to a valuation allowance based on its assessment of the current status of individual balances. Those balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to the receivable. Management believes that no valuation allowances are necessary for promises to give or grants receivable at December 31, 2018 or 2017.

#### **Investments**

Oasis accounts for its investments at fair value and follows guidance set forth by generally accepted accounting principles which provide a framework for measuring fair value of certain assets and liabilities and expands disclosures about fair value measurements. Gains or losses on sales of investments are determined on a specific cost identification basis. Unrealized gains and losses are determined based on year-end fair value fluctuations.

Oasis invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the consolidated statement of financial position.

#### **Furniture, Equipment And Leasehold Improvements**

Furniture, equipment and leasehold improvements are carried at cost if purchased or fair value at date of donation if donated, less accumulated depreciation and amortization. Depreciation and amortization is computed using the straight-line method over periods ranging from three to fifteen years.

#### **Deferred Program Revenue**

All program fees received for classes scheduled to take place in the following year are recorded as deferred program revenue.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

#### **Donated Services**

Various services have been donated to Oasis. Donated rent and supplies are recorded at fair value of similar facility space rented and supplies purchased at the date of donation. Donated services that meet the requirements under generally accepted accounting principles for recognition and therefore: (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by Oasis, are recorded at fair value at the date of donation as disclosed in Note 11. In addition, Oasis generated 269,865 and 290,522 volunteer hours in 2018 and 2017, respectively, which have not been recorded. These donated services have not been recognized as contributions in the financial statements since the aforementioned recognition criteria, as stated by generally accepted accounting principles, were not met.

#### **Restricted And Unrestricted Revenues And Public Support**

Oasis reports gifts of cash and other assets as with or without donor restrictions. Support that is restricted by the donor is reported as an increase in net assets without donor restrictions if the restriction is met in the same reporting period as receipt of the contribution.

All other donor-restricted support is reported as an increase in net assets with donor restrictions. When a donor restriction is accomplished, regardless of whether the cash has been received, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the consolidated statement of activities as net assets released from restrictions.

#### **Description Of Program Services And Supporting Activities**

Oasis is a national educational organization designed to empower the lives of older adults, and includes a national network of Oasis programs in more than 250 communities through nine education centers and a national network of over 700 partners in 23 states. Oasis offers challenging programs in the arts, humanities, health, technology literacy and volunteer service and creates opportunities for older adults to continue their personal growth and provide meaningful service to the community. Oasis was established in St. Louis in 1982.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

These consolidated financial statements include the activities of the Institute and its Supporting Organizations. The Institute also implements its national programs and initiatives through strategic partnerships with other not-for-profit organizations across the country. The local financial activities generated by these Oasis centers and program sites are not included in these financial statements as those operational sites are part of the local partners and are not supporting organizations of the Institute. One example is Upstate Oasis in Syracuse, which operates as a program of The State University of New York Upstate Medical University.

The Institute receives funding that is allocated and distributed to the programs, including its Supporting Organizations, in support of their local efforts. The Institute also establishes operating and program standards, requires annual planning, budget preparation and program assessments, provides training in fundraising, communications and marketing, volunteer programs and in evidence-based health programs and develops curriculum. The Institute also engages in a rolling five-year business planning process as an ongoing part of its operational strategy with an emphasis on increasing financial sustainability and growth throughout the Oasis network.

Program services and supporting activities include:

#### **Education**

The Institute supports the network in developing educational programs that address digital literacy through the Oasis Connections Technology Training Program and include topics on how to use iPads, iPhones, Internet, email, Facebook, accessibility for handheld devices and fraud and scam protection. The Institute works with the Supporting Organizations and other program locations throughout the country to implement them. The network designs and implements local educational programs in the areas of the arts, humanities and various other subjects. Topics range from creative writing and poetry to art history, performing and visual arts, international studies, United States and world history and current events. In 2018, enrollment in Oasis education classes across the country exceeded 139,000 with just under 13,200 new participants.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

#### **Health**

The Institute's health education programs provide behavior-change classes emphasizing increasing awareness, knowledge and skills for older adults to address their health needs. Both nationally and locally developed, programs are implemented by the Supporting Organizations as well as non-supporting organization centers and program sites. Program content includes topics on nutrition, exercise, disease management, diabetes management, falls prevention and general health promotion. The health education programs prioritize evidence-based health programs such as the Self-Management Resource Center's *Chronic Disease Self-Management* and *Diabetes Self-Management Programs; A Matter of Balance* through MaineHealth; and *Healthy Habits for Adults*, a research-informed introductory nutrition and exercise program for older adults. The Institute collaborates with community partners, health care providers and third-party payers to provide effective health behavior change programs in community locations to improve long term health outcomes. Programs focused on behavior change are multi-sessions workshops while many health education programs are one-time programs.

#### **Technology Literacy**

The Institute has developed a curriculum titled *Connections* that teaches adults how to use technology in order to stay connected with friends and family to decrease social isolation. Participants also gain or improve skills to engage in online activities such as managing benefits and healthcare/health monitoring. The curriculum is composed of more than 30 courses that are relevant to people in the Oasis demographic. These include *Facebook 1 & 2, Introduction to the Computer, Introduction to Email, Google Photos, Introduction to the Internet, iPad, iPhone, Mobile Accessibility, Safety and Privacy Online and Windows 10*. Seventeen courses are translated into Spanish. The Supporting Organizations and other local program sites offer a wide range of technology courses to participants using the *Connections* curriculum. Enrollment in *Connections* classes has exceeded 136,000 since the program began in 2001.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

#### **Volunteer Service**

Oasis cooperated with 75 school districts to offer the *Oasis Intergenerational Tutoring Program* in 2018. This research-based program matches trained volunteer tutors with primary grade children to build reading skills, confidence, self-esteem and a positive attitude toward learning. Including the Supporting Organizations, the program operates in 20 cities and involves more than 4,400 trained tutors. Tutor training is provided throughout the year to new school districts joining the program and for new tutors in existing programs. Oasis also provides information and training for other volunteer opportunities on a regular basis and encourages all aspects of volunteerism especially those opportunities that can engage older adults in contributing their time, talent and experience to help others. During 2018, 6,500 Oasis volunteers provided significant service in their communities. Volunteers also serve as proofreaders, administrative support personnel, instructors, class coordinators, computer instructors, health facilitators, peer discussion volunteers, speakers-bureau participants and storytellers.

#### **General And Administrative**

Oasis carries out functions necessary to provide coordination and articulation of the national and local program strategies including biannual participant surveys, sharing of best practices across the network, developing program evaluations and program content. Oasis also manages the national and local financial and budgetary responsibilities, as well as the technology infrastructure. General and administrative expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of Oasis.

#### **Fundraising**

The Institute oversees and guides fundraising strategy on a national basis in order to strengthen the financial sustainability of the entire Oasis network. Each year, direct mail campaigns and online donor forms provide Oasis participants and donors with the opportunity to make financial contributions to support the organization's mission. The Institute also prepares and submits corporate and private foundation funding requests to develop new programs, and to maintain and expand existing programs delivered in St. Louis and throughout the Oasis network. Oasis Supporting Organizations also benefit from services provided by the Institute including research and qualification of donors/prospects, preparation of funding requests, coordination of gift accounting, acknowledgment and fulfillment and donor recognition.



## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

#### **Expense Allocation**

Expenses are charged to programs and supporting activities on the basis of management's estimates on how resources are specifically utilized. Expenses that are directly identifiable with a specific function are allocated directly to that function. Expenses that are not directly identifiable to a specific function and are related to space usage, including rent, depreciation, telephone, and equipment, are allocated based on square footage. All remaining expenses that are not directly attributable to a specific function, including salaries, payroll taxes and benefits, postage, printing and supplies, are allocated based on estimates of time and effort.

#### **New Accounting Standard Implemented**

During 2018, Oasis implemented Accounting Standards Update (ASU) 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. In accordance with the ASU, the statement of financial position presents two classes of net assets, rather than the previously required three classes. The two classes are "Net assets without donor restrictions" (previously "Unrestricted" net assets) and "Net assets with donor restrictions" (previously "Temporarily" and "Permanently" restricted net assets). The ASU also requires information concerning liquidity and presentation of expenses by both functional and natural classifications. Accordingly, a reclassification of 2017 net assets has been made to conform beginning net asset balances to current presentation.

#### **Tax Status**

The Oasis Institute is exempt as an organization described in Section 501(c)(3) of the Internal Revenue Code. The Supporting Organizations are also exempt as organizations described in Section 501(c)(3) of the Internal Revenue Code under the group exemption granted to The Oasis Institute and its Supporting Organizations.

Oasis' federal tax returns for tax years 2015 and later remain subject to examination by taxing authorities.

#### **Subsequent Events**

Management evaluates subsequent events through the date the consolidated financial statements are available for issue, which is the date of the Independent Auditors' Report.

## THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

### Notes To Consolidated Financial Statements (Continued)

#### 3. Liquidity And Availability

Oasis regularly monitors liquidity required to meet its operating needs and other contractual commitments, while also striving to maximize the investment of its available funds. Oasis has various sources of liquidity at its disposal, including cash and cash equivalents, accounts receivable, and portions of investments convertible to cash within the next 12 months. For purposes of analyzing resources available to meet general expenditures over a 12-month period, Oasis considers all expenditures related to its ongoing activities of lifelong learning, health, intergenerational tutoring and other volunteer activities, as well as the conduct of services undertaken to support those activities, to be general expenditures.

The following table reflects the Oasis' financial assets as of December 31, 2018, reduced by amounts that are not available to meet general expenditures within one year of the statement of financial position date because of donor restrictions:

Cash and cash equivalents	\$ 1,052,749
Accounts receivable	117,488
Promises to give - short term	504,193
Investments	2,174,639
	<u>3,849,069</u>
Less: Amounts subject to donor restrictions	<u>1,284,180</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 2,564,889</u>

#### 4. Investments

Investments consist of:

	2018		2017	
	Cost	Fair Value	Cost	Fair Value
Vanguard Intermediate-Term Bond Fund	\$ 923,968	\$ 1,247,700	\$ 1,202,383	\$ 1,702,050
Vanguard 500 Index Fund	473,401	626,822	456,899	837,492
Funds held at San Diego Foundation	294,629	300,117	315,928	320,878
	<u>\$ 1,691,998</u>	<u>\$ 2,174,639</u>	<u>\$ 1,975,210</u>	<u>\$ 2,860,420</u>

Realized gains of \$306,698 and \$36,946 were recorded in 2018 and 2017, respectively. At December 31, 2018 and 2017, unrealized gains (losses) of \$(402,569) and \$236,107, respectively, were recorded to adjust the investments to fair value.

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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### Notes To Consolidated Financial Statements (*Continued*)

Oasis accounts for investments at fair value as required by generally accepted accounting principles. Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. The valuation techniques are required to maximize the use of observable inputs and minimize the use of unobservable inputs.

There are three general valuation techniques that may be used to measure fair value, as described below:

- Market approach - Uses prices and other relevant information generated by market transactions involving identical or comparable assets or liabilities.
- Cost approach - Based on the amount that currently would be required to replace the service capacity of an asset.
- Income approach - Uses valuation techniques to convert future amounts to a single present amount based on current market expectations about the future amounts.

Investments measured and reported at fair value are classified and disclosed in one of the following three categories:

- Level 1* Quoted prices that are readily available in active markets/exchanges for identical investments.
- Level 2* Pricing inputs other than quoted prices included within Level 1 that are observable for the investment, either directly or indirectly.
- Level 3* Significant pricing inputs that are unobservable for the investment and includes investments for which there is little, if any, market activity for the investment.

## THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

### Notes To Consolidated Financial Statements (Continued)

The following are the major categories of investments measured at fair value:

	2018			
	Level 1	Level 2	Level 3	Total
Vanguard Intermediate-Term Bond Fund	\$ 1,247,700	\$ —	\$ —	\$ 1,247,700
Vanguard 500 Index Fund	626,822	—	—	626,822
Funds held at San Diego Foundation	—	300,117	—	300,117
	\$ 1,874,522	\$ 300,117	\$ —	\$ 2,174,639

	2017			
	Level 1	Level 2	Level 3	Total
Vanguard Intermediate-Term Bond Fund	\$ 1,702,050	\$ —	\$ —	\$ 1,702,050
Vanguard 500 Index Fund	837,492	—	—	837,492
Funds held at San Diego Foundation	—	320,878	—	320,878
	\$ 2,539,542	\$ 320,878	\$ —	\$ 2,860,420

At December 31, 2018 and 2017, observable inputs, such as quoted prices for similar assets or liabilities, interest rates, prepayment spreads and credit risk, were utilized to value the Level 2 assets.

## 5. Promises To Give

As of December 31, 2018 and 2017, Oasis had the following unconditional promises to give:

	2018	2017
AgeSmart	\$ 42,625	\$ 29,340
Anthem Foundation	—	267,000
AT&T Foundation	250,000	—
BJH Foundation	60,274	160,274
Blue Cross Blue Shield	—	40,000
Charter Foundation	—	25,000
Doris Wolff Irrevocable Trust	—	40,923
Missouri Foundation for Health	—	13,678
Retirement Research Foundation	—	50,000
Valero Energy Foundation	40,000	—
Others	111,294	53,382
	\$ 504,193	\$ 679,597

## **THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS**

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Notes To Consolidated Financial Statements (*Continued*)

### **6. Transactions With Oasis Programs**

The balance due from Oasis Programs relates to amounts owed to the Institute for expenses paid on the Programs' behalf.

The balance due to Oasis Programs relates to cash collected and accounts receivable to be collected by the Institute on the Programs' behalf at December 31, 2018 and 2017.

### **7. Due To Barnes-Jewish Hospital (BJH)**

The balance due to BJH at December 31, 2018 and 2017 consists of amounts owed for payments made on the Institute's behalf for payroll, related payroll taxes and benefits.

### **8. Retirement Plans**

The Institute participates in a single-employer noncontributory defined benefit pension plan (the Plan) administered by BJH covering substantially all Institute employees. Benefits are determined based on years of service and salary history. BJH is required to fund the plan based on an annual actuarial valuation. The 2018 and 2017 funding was at the rate of approximately 8% and 6% of participants' compensation, respectively. The Institute's share of the pension expense for the years ended December 31, 2018 and 2017 was approximately \$104,000 and \$85,000, respectively.

Additionally, the Institute participates in a multi-employer 401(k) plan administered by BJH, whereby employees can contribute a percentage of their salaries subject to the prescribed limitation. Under the multi-employer plan, employee contributions can be matched as determined annually by BJH. During 2018 and 2017, matching amounts of approximately \$24,500 and \$24,200 were contributed, respectively.

During 2018, Albuquerque Oasis began to participate in a 403(b) plan whereby employees can contribute a percentage of their salaries subject to program limitations. Under this plan, employer matching contributions are determined at the discretion of the Board of Directors. There were no employer matching contributions during 2018.

## THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

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### Notes To Consolidated Financial Statements (Continued)

Further, San Antonio Oasis participates in a 403(b) plan and San Diego Oasis participates in an IRA plan whereby employees can contribute a percentage of their salaries subject to the prescribed limitation. Under these plans, employee contributions can be matched as determined annually. During 2018 and 2017, matching amounts of approximately \$15,200 and \$6,700, respectively, were contributed.

### 9. Net Assets

Net assets with donor restrictions consist of:

	<u>2018</u>	<u>2017</u>
Education	\$ 3,799	\$ —
Health	406,954	584,309
Technology literacy	350,747	391,467
Volunteer service	170,148	277,996
General	290,167	203,849
Other time restricted	62,365	202,546
	<u>\$ 1,284,180</u>	<u>\$ 1,660,167</u>

Net assets were released from donor-imposed restrictions as follows:

	<u>2018</u>	<u>2017</u>
Program restrictions	\$ 1,363,794	\$ 1,481,380
Other time restricted	198,000	151,454
	<u>\$ 1,561,794</u>	<u>\$ 1,632,834</u>

## THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

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Notes To Consolidated Financial Statements (*Continued*)

### 10. Contributions And Grants

Contributions and grants consist of:

	<u>2018</u>	<u>2017</u>
<b>Foundations</b>		
Anthem Foundation	\$ —	\$ 267,000
AT&T Foundation	282,000	600,000
BJH Foundation	99,180	100,000
Blue Cross/Blue Shield	60,000	40,000
Hearst Foundation	—	75,000
Lilly Endowment Inc.	50,000	—
May and Stanley Smith Charitable Trust	300,000	300,000
National Council On Aging	40,000	—
Nina Mason Pulliam Charitable Trust	—	75,000
Retirement Research Foundation	—	50,000
United HealthCare Services	60,000	60,000
Valero Energy Foundation	40,000	—
Others	336,127	340,500
	<u>1,267,307</u>	<u>1,907,500</u>
<b>Corporate</b>		
BJC Healthcare	400,000	400,000
Charter Communications	35,000	25,000
EcoMedia	—	60,000
Emerson	100,000	—
Humana Partners, Inc.	—	50,000
Thrivent Financial	103,400	42,000
Others	454,801	251,477
	<u>1,093,201</u>	<u>828,477</u>
<b>Private</b>		
Individuals	336,988	734,258
	<u>\$ 2,697,496</u>	<u>\$ 3,470,235</u>

## THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

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Notes To Consolidated Financial Statements (*Continued*)

### 11. In-Kind Contributions

In-kind contributions consist of:

	<u>2018</u>	<u>2017</u>
Facilities rent	\$ 675,055	\$ 1,055,186
Instructors and consultants	138,368	190,843
Other	73,971	80,797
	<u>\$ 887,394</u>	<u>\$ 1,326,826</u>

### 12. Commitments

Oasis leases office and facility space, as well as equipment, under various noncancellable leases expiring at various dates through 2025. Certain leases may be renewed for additional periods. Total lease expense was \$279,099 and \$255,438 in 2018 and 2017, respectively.

The future minimum rental commitments required under the leases at December 31, 2018 are as follows:

<u>Year</u>	<u>Amount</u>
2019	\$ 260,870
2020	225,990
2021	198,572
2022	149,960
2023	133,968
Thereafter	145,132
	<u>\$ 1,114,492</u>

### 13. Contingencies

Oasis is subject to claims and lawsuits that arise primarily in the ordinary course of operations. It is the opinion of management that the disposition or ultimate resolution of such claims and lawsuits will not have a material adverse effect on the financial position, results of operations and cash flows of Oasis.





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## Independent Auditors' Report On Supplementary Information

Board of Directors  
The Oasis Institute  
St. Louis, Missouri

We have audited the consolidated financial statements of The Oasis Institute and Supporting Organizations as of and for the years ended December 31, 2018 and 2017, and our report thereon dated May 1, 2019, which expressed an unmodified opinion on those consolidated financial statements, appears on pages 1 and 2. Our audits were conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating statements of financial position and activities, which are the responsibility of management, are presented for purposes of additional analysis and are not a required part of the consolidated financial statements. Such information has not been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

*RubinBrown LLP*

May 1, 2019

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF FINANCIAL POSITION

December 31, 2018

Assets							
	The Institute	Albuquerque	Indianapolis	San Antonio	San Diego	Eliminations	Total
Cash and cash equivalents	\$ 599,870	\$ 243,081	\$ 104,578	\$ 68,962	\$ 36,258	\$ —	\$ 1,052,749
Accounts receivable	52,168	—	—	29,320	36,000	—	117,488
Due from vendor	21,165	284	—	—	—	—	21,449
Grants receivable	90,810	—	—	—	—	—	90,810
Promises to give - short term	398,361	3,748	1,334	100,750	—	—	504,193
Due from Oasis/Oasis Programs	42,790	36,775	57,617	3,965	11,318	(134,064)	18,401
Prepaid expenses and other assets	34,439	14,010	9,332	2,420	42,630	—	102,831
Investments	1,626,265	248,257	—	—	300,117	—	2,174,639
Furniture, equipment and leasehold improvements (net of accumulated depreciation and amortization of \$1,023,028)	74,540	16,913	—	14,820	314,212	—	420,485
<b>Total Assets</b>	<b>\$ 2,940,408</b>	<b>\$ 563,068</b>	<b>\$ 172,861</b>	<b>\$ 220,237</b>	<b>\$ 740,535</b>	<b>\$ (134,064)</b>	<b>\$ 4,503,045</b>
Liabilities And Net Assets							
<b>Liabilities</b>							
Accounts payable and accrued expenses	\$ 121,024	\$ 25,445	\$ 26,641	\$ 8,593	\$ 46,092	\$ —	\$ 227,795
Deferred program revenue	48,428	410	20,553	—	—	—	69,391
Due to Oasis/Oasis Programs	205,204	7,818	10,659	3,412	2,500	(134,064)	95,529
Due to BJH	373,594	—	—	—	—	—	373,594
Annuities payable	6,740	16,747	—	—	—	—	23,487
<b>Total Liabilities</b>	<b>754,990</b>	<b>50,420</b>	<b>57,853</b>	<b>12,005</b>	<b>48,592</b>	<b>(134,064)</b>	<b>789,796</b>
<b>Net Assets</b>							
Without donor restrictions	1,321,821	381,981	(3,802)	96,792	632,277	—	2,429,069
With donor restrictions	863,597	130,667	118,810	111,440	59,666	—	1,284,180
<b>Total Net Assets</b>	<b>2,185,418</b>	<b>512,648</b>	<b>115,008</b>	<b>208,232</b>	<b>691,943</b>	<b>—</b>	<b>3,713,249</b>
<b>Total Liabilities And Net Assets</b>	<b>\$ 2,940,408</b>	<b>\$ 563,068</b>	<b>\$ 172,861</b>	<b>\$ 220,237</b>	<b>\$ 740,535</b>	<b>\$ (134,064)</b>	<b>\$ 4,503,045</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF FINANCIAL POSITION

December 31, 2017

### Assets

	The Institute	Albuquerque	Indianapolis	San Antonio	San Diego	Eliminations	Total
Cash and cash equivalents	\$ 743,917	\$ 230,935	\$ 129,228	\$ 106,925	\$ 268,606	\$ —	\$ 1,479,611
Accounts receivable	18,646	—	—	35,968	150	(4,467)	50,297
Due from vendor	29,865	—	—	—	—	—	29,865
Grants receivable	68,444	—	—	—	10,000	—	78,444
Promises to give - short term	596,999	44,598	38,000	—	—	—	679,597
Due from Oasis/Oasis Programs	40,372	32,684	98,699	—	8,638	(163,013)	17,380
Prepaid expenses and other assets	25,746	9,639	9,899	3,880	16,404	—	65,568
Investments	2,374,287	165,255	—	—	320,878	—	2,860,420
Furniture, equipment and leasehold improvements (net of accumulated depreciation and amortization of \$938,538)	65,122	35,619	475	20,242	308,480	—	429,938
<b>Total Assets</b>	<b>\$ 3,963,398</b>	<b>\$ 518,730</b>	<b>\$ 276,301</b>	<b>\$ 167,015</b>	<b>\$ 933,156</b>	<b>\$ (167,480)</b>	<b>\$ 5,691,120</b>

### Liabilities And Net Assets

<b>Liabilities</b>							
Accounts payable and accrued expenses	\$ 49,897	\$ 25,799	\$ 28,449	\$ 17,042	\$ 112,108	\$ (5,806)	\$ 227,489
Deferred program revenue	60,623	—	30,841	—	—	—	91,464
Due to Oasis/Oasis Programs	297,553	8,003	4,725	—	—	(161,674)	148,607
Due to BJH	375,748	—	—	—	—	—	375,748
Annuities payable	7,110	17,484	—	—	—	—	24,594
<b>Total Liabilities</b>	<b>790,931</b>	<b>51,286</b>	<b>64,015</b>	<b>17,042</b>	<b>112,108</b>	<b>(167,480)</b>	<b>867,902</b>
<b>Net Assets</b>							
Without donor restrictions	2,028,395	307,077	(18,193)	90,390	755,382	—	3,163,051
With donor restrictions	1,144,072	160,367	230,479	59,583	65,666	—	1,660,167
<b>Total Net Assets</b>	<b>3,172,467</b>	<b>467,444</b>	<b>212,286</b>	<b>149,973</b>	<b>821,048</b>	<b>—</b>	<b>4,823,218</b>
<b>Total Liabilities And Net Assets</b>	<b>\$ 3,963,398</b>	<b>\$ 518,730</b>	<b>\$ 276,301</b>	<b>\$ 167,015</b>	<b>\$ 933,156</b>	<b>\$ (167,480)</b>	<b>\$ 5,691,120</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF ACTIVITIES

Page 1 Of 3

For The Year Ended December 31, 2018

	The Institute			Albuquerque			Indianapolis		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Public Support</b>									
Contributions and grants	\$ 874,748	\$ 828,787	\$ 1,703,535	\$ 78,237	\$ 122,162	\$ 200,399	\$ 112,443	\$ 63,752	\$ 176,195
Government grants	509,878	—	509,878	—	—	—	—	—	—
In-kind contributions	294,088	—	294,088	9,254	—	9,254	221,596	—	221,596
<b>Total Public Support</b>	<b>1,678,714</b>	<b>828,787</b>	<b>2,507,501</b>	<b>87,491</b>	<b>122,162</b>	<b>209,653</b>	<b>334,039</b>	<b>63,752</b>	<b>397,791</b>
<b>Revenues And Gains (Losses)</b>									
Program revenue	324,169	—	324,169	347,382	—	347,382	208,640	—	208,640
Partner revenue	121,028	—	121,028	—	—	—	—	—	—
Fee revenue	112,948	—	112,948	—	—	—	—	—	—
Interest and dividends	57,903	—	57,903	5,814	—	5,814	—	—	—
Realized gains on investments	306,698	—	306,698	—	—	—	—	—	—
Unrealized losses on investments	(384,282)	—	(384,282)	(10,396)	—	(10,396)	—	—	—
Change in fair value of charitable gift annuity	370	—	370	(918)	—	(918)	—	—	—
Other	4,423	—	4,423	7,426	—	7,426	15	—	15
<b>Total Revenues And Gains (Losses)</b>	<b>543,257</b>	<b>—</b>	<b>543,257</b>	<b>349,308</b>	<b>—</b>	<b>349,308</b>	<b>208,655</b>	<b>—</b>	<b>208,655</b>
<b>Total Public Support, Revenues And Gains (Losses)</b>	<b>2,221,971</b>	<b>828,787</b>	<b>3,050,758</b>	<b>436,799</b>	<b>122,162</b>	<b>558,961</b>	<b>542,694</b>	<b>63,752</b>	<b>606,446</b>
<b>Net Assets Released From Restrictions</b>	<b>1,109,262</b>	<b>(1,109,262)</b>	<b>—</b>	<b>151,862</b>	<b>(151,862)</b>	<b>—</b>	<b>175,421</b>	<b>(175,421)</b>	<b>—</b>
<b>Total Support, Revenues And Gains (Losses)</b>	<b>3,331,233</b>	<b>(280,475)</b>	<b>3,050,758</b>	<b>588,661</b>	<b>(29,700)</b>	<b>558,961</b>	<b>718,115</b>	<b>(111,669)</b>	<b>606,446</b>
<b>Expenses</b>									
Program services:									
Education	618,090	—	618,090	201,997	—	201,997	190,620	—	190,620
Health	1,210,932	—	1,210,932	82,449	—	82,449	203,417	—	203,417
Technology literacy	321,808	—	321,808	—	—	—	17,604	—	17,604
Volunteer service	441,941	—	441,941	127,482	—	127,482	139,428	—	139,428
<b>Total Program Services</b>	<b>2,592,771</b>	<b>—</b>	<b>2,592,771</b>	<b>411,928</b>	<b>—</b>	<b>411,928</b>	<b>551,069</b>	<b>—</b>	<b>551,069</b>
Supporting activities:									
General and administrative	1,075,896	—	1,075,896	83,363	—	83,363	113,122	—	113,122
Fundraising	369,140	—	369,140	18,466	—	18,466	39,533	—	39,533
<b>Total Expenses</b>	<b>4,037,807</b>	<b>—</b>	<b>4,037,807</b>	<b>513,757</b>	<b>—</b>	<b>513,757</b>	<b>703,724</b>	<b>—</b>	<b>703,724</b>
<b>Increase (Decrease) In Net Assets</b>	<b>(706,574)</b>	<b>(280,475)</b>	<b>(987,049)</b>	<b>74,904</b>	<b>(29,700)</b>	<b>45,204</b>	<b>14,391</b>	<b>(111,669)</b>	<b>(97,278)</b>
<b>Net Assets - Beginning Of Year</b>	<b>2,028,395</b>	<b>1,144,072</b>	<b>3,172,467</b>	<b>307,077</b>	<b>160,367</b>	<b>467,444</b>	<b>(18,193)</b>	<b>230,479</b>	<b>212,286</b>
<b>Net Assets - End Of Year</b>	<b>\$ 1,321,821</b>	<b>\$ 863,597</b>	<b>\$ 2,185,418</b>	<b>\$ 381,981</b>	<b>\$ 130,667</b>	<b>\$ 512,648</b>	<b>\$ (3,802)</b>	<b>\$ 118,810</b>	<b>\$ 115,008</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF ACTIVITIES

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For The Year Ended December 31, 2018

	San Antonio			San Diego			Subtotal		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Public Support</b>									
Contributions and grants	\$ 169,913	\$ 111,440	\$ 281,353	\$ 527,927	\$ 59,666	\$ 587,593	\$ 1,763,268	\$ 1,185,807	\$ 2,949,075
Government grants	178,824	—	178,824	30,000	—	30,000	718,702	—	718,702
In-kind contributions	192,611	—	192,611	169,845	—	169,845	887,394	—	887,394
<b>Total Public Support</b>	<b>541,348</b>	<b>111,440</b>	<b>652,788</b>	<b>727,772</b>	<b>59,666</b>	<b>787,438</b>	<b>3,369,364</b>	<b>1,185,807</b>	<b>4,555,171</b>
<b>Revenues And Gains (Losses)</b>									
Program revenue	139,550	—	139,550	655,410	—	655,410	1,675,151	—	1,675,151
Partner revenue	—	—	—	—	—	—	121,028	—	121,028
Fee revenue	—	—	—	—	—	—	112,948	—	112,948
Interest and dividends	109	—	109	—	—	—	63,826	—	63,826
Realized gains on investments	—	—	—	—	—	—	306,698	—	306,698
Unrealized losses on investments	—	—	—	(7,891)	—	(7,891)	(402,569)	—	(402,569)
Change in fair value of charitable gift annuity	—	—	—	—	—	—	(548)	—	(548)
Other	8,060	—	8,060	9,830	—	9,830	29,754	—	29,754
<b>Total Revenues And Gains (Losses)</b>	<b>147,719</b>	<b>—</b>	<b>147,719</b>	<b>657,349</b>	<b>—</b>	<b>657,349</b>	<b>1,906,288</b>	<b>—</b>	<b>1,906,288</b>
<b>Total Public Support, Revenues And Gains (Losses)</b>	<b>689,067</b>	<b>111,440</b>	<b>800,507</b>	<b>1,385,121</b>	<b>59,666</b>	<b>1,444,787</b>	<b>5,275,652</b>	<b>1,185,807</b>	<b>6,461,459</b>
<b>Net Assets Released From Restrictions</b>	<b>59,583</b>	<b>(59,583)</b>	<b>—</b>	<b>65,666</b>	<b>(65,666)</b>	<b>—</b>	<b>1,561,794</b>	<b>(1,561,794)</b>	<b>—</b>
<b>Total Support, Revenues And Gains (Losses)</b>	<b>748,650</b>	<b>51,857</b>	<b>800,507</b>	<b>1,450,787</b>	<b>(6,000)</b>	<b>1,444,787</b>	<b>6,837,446</b>	<b>(375,987)</b>	<b>6,461,459</b>
<b>Expenses</b>									
Program services:									
Education	163,054	—	163,054	448,669	—	448,669	1,622,430	—	1,622,430
Health	207,572	—	207,572	403,542	—	403,542	2,107,912	—	2,107,912
Technology literacy	155,261	—	155,261	113,558	—	113,558	608,231	—	608,231
Volunteer service	85,620	—	85,620	210,237	—	210,237	1,004,708	—	1,004,708
Total Program Services	611,507	—	611,507	1,176,006	—	1,176,006	5,343,281	—	5,343,281
Supporting activities:									
General and administrative	130,741	—	130,741	231,425	—	231,425	1,634,547	—	1,634,547
Fundraising	—	—	—	166,461	—	166,461	593,600	—	593,600
<b>Total Expenses</b>	<b>742,248</b>	<b>—</b>	<b>742,248</b>	<b>1,573,892</b>	<b>—</b>	<b>1,573,892</b>	<b>7,571,428</b>	<b>—</b>	<b>7,571,428</b>
<b>Increase (Decrease) In Net Assets</b>	<b>6,402</b>	<b>51,857</b>	<b>58,259</b>	<b>(123,105)</b>	<b>(6,000)</b>	<b>(129,105)</b>	<b>(733,982)</b>	<b>(375,987)</b>	<b>(1,109,969)</b>
<b>Net Assets - Beginning Of Year</b>	<b>90,390</b>	<b>59,583</b>	<b>149,973</b>	<b>755,382</b>	<b>65,666</b>	<b>821,048</b>	<b>3,163,051</b>	<b>1,660,167</b>	<b>4,823,218</b>
<b>Net Assets - End Of Year</b>	<b>\$ 96,792</b>	<b>\$ 111,440</b>	<b>\$ 208,232</b>	<b>\$ 632,277</b>	<b>\$ 59,666</b>	<b>\$ 691,943</b>	<b>\$ 2,429,069</b>	<b>\$ 1,284,180</b>	<b>\$ 3,713,249</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF ACTIVITIES

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For The Year Ended December 31, 2018

	Eliminations			Total		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Public Support</b>						
Contributions and grants	\$ (251,579)	\$ —	\$ (251,579)	\$ 1,511,689	\$ 1,185,807	\$ 2,697,496
Government grants	—	—	—	718,702	—	718,702
In-kind contributions	—	—	—	887,394	—	887,394
<b>Total Public Support</b>	<b>(251,579)</b>	<b>—</b>	<b>(251,579)</b>	<b>3,117,785</b>	<b>1,185,807</b>	<b>4,303,592</b>
<b>Revenues And Gains (Losses)</b>						
Program revenue	—	—	—	1,675,151	—	1,675,151
Partner revenue	—	—	—	121,028	—	121,028
Fee revenue	(83,550)	—	(83,550)	29,398	—	29,398
Interest and dividends	—	—	—	63,826	—	63,826
Realized gains on investments	—	—	—	306,698	—	306,698
Unrealized losses on investments	—	—	—	(402,569)	—	(402,569)
Change in fair value of charitable gift annuity	—	—	—	(548)	—	(548)
Other	—	—	—	29,754	—	29,754
<b>Total Revenues And Gains (Losses)</b>	<b>(83,550)</b>	<b>—</b>	<b>(83,550)</b>	<b>1,822,738</b>	<b>—</b>	<b>1,822,738</b>
<b>Total Public Support, Revenues And Gains (Losses)</b>	<b>(335,129)</b>	<b>—</b>	<b>(335,129)</b>	<b>4,940,523</b>	<b>1,185,807</b>	<b>6,126,330</b>
<b>Net Assets Released From Restrictions</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1,561,794</b>	<b>(1,561,794)</b>	<b>—</b>
<b>Total Support, Revenues And Gains (Losses)</b>	<b>(335,129)</b>	<b>—</b>	<b>(335,129)</b>	<b>6,502,317</b>	<b>(375,987)</b>	<b>6,126,330</b>
<b>Expenses</b>						
Program services:						
Education	(35,400)	—	(35,400)	1,587,030	—	1,587,030
Health	(146,979)	—	(146,979)	1,960,933	—	1,960,933
Technology literacy	(43,700)	—	(43,700)	564,531	—	564,531
Volunteer service	(49,250)	—	(49,250)	955,458	—	955,458
<b>Total Program Services</b>	<b>(275,329)</b>	<b>—</b>	<b>(275,329)</b>	<b>5,067,952</b>	<b>—</b>	<b>5,067,952</b>
Supporting activities:						
General and administrative	(59,800)	—	(59,800)	1,574,747	—	1,574,747
Fundraising	—	—	—	593,600	—	593,600
<b>Total Expenses</b>	<b>(335,129)</b>	<b>—</b>	<b>(335,129)</b>	<b>7,236,299</b>	<b>—</b>	<b>7,236,299</b>
<b>Increase (Decrease) In Net Assets</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>(733,982)</b>	<b>(375,987)</b>	<b>(1,109,969)</b>
<b>Net Assets - Beginning Of Year</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>3,163,051</b>	<b>1,660,167</b>	<b>4,823,218</b>
<b>Net Assets - End Of Year</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 2,429,069</b>	<b>\$ 1,284,180</b>	<b>\$ 3,713,249</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF ACTIVITIES

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For The Year Ended December 31, 2017

	The Institute			Albuquerque			Indianapolis		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Public Support</b>									
Contributions and grants	\$ 1,148,461	\$ 1,027,742	\$ 2,176,203	\$ 88,959	\$ 152,521	\$ 241,480	\$ 130,508	\$ 230,479	\$ 360,987
Government grants	569,029	—	569,029	—	—	—	—	—	—
In-kind contributions	393,803	—	393,803	9,202	—	9,202	258,317	—	258,317
<b>Total Public Support</b>	<b>2,111,293</b>	<b>1,027,742</b>	<b>3,139,035</b>	<b>98,161</b>	<b>152,521</b>	<b>250,682</b>	<b>388,825</b>	<b>230,479</b>	<b>619,304</b>
<b>Revenues And Gains (Losses)</b>									
Program revenue	319,533	—	319,533	313,212	—	313,212	234,880	—	234,880
Partner revenue	148,868	—	148,868	—	—	—	—	—	—
Fee revenue	140,446	—	140,446	—	—	—	—	—	—
Interest and dividends	51,395	—	51,395	—	—	—	—	—	—
Realized gains on investments	1,563	—	1,563	—	—	—	—	—	—
Unrealized losses on investments	226,864	—	226,864	9,243	—	9,243	—	—	—
Change in fair value of charitable gift annuity	(2,099)	—	(2,099)	(253)	—	(253)	—	—	—
Other	1,628	—	1,628	13,884	—	13,884	—	—	—
<b>Total Revenues And Gains (Losses)</b>	<b>888,198</b>	<b>—</b>	<b>888,198</b>	<b>336,086</b>	<b>—</b>	<b>336,086</b>	<b>234,880</b>	<b>—</b>	<b>234,880</b>
<b>Total Public Support, Revenues And Gains (Losses)</b>	<b>2,999,491</b>	<b>1,027,742</b>	<b>4,027,233</b>	<b>434,247</b>	<b>152,521</b>	<b>586,768</b>	<b>623,705</b>	<b>230,479</b>	<b>854,184</b>
<b>Net Assets Released From Restrictions</b>	<b>1,281,475</b>	<b>(1,281,475)</b>	<b>—</b>	<b>146,545</b>	<b>(146,545)</b>	<b>—</b>	<b>80,811</b>	<b>(80,811)</b>	<b>—</b>
<b>Total Support, Revenues And Gains (Losses)</b>	<b>4,280,966</b>	<b>(253,733)</b>	<b>4,027,233</b>	<b>580,792</b>	<b>5,976</b>	<b>586,768</b>	<b>704,516</b>	<b>149,668</b>	<b>854,184</b>
<b>Expenses</b>									
Program services:									
Education	549,007	—	549,007	165,151	—	165,151	241,691	—	241,691
Health	1,492,278	—	1,492,278	83,247	—	83,247	107,661	—	107,661
Technology literacy	337,719	—	337,719	—	—	—	21,388	—	21,388
Volunteer service	511,113	—	511,113	124,902	—	124,902	170,069	—	170,069
<b>Total Program Services</b>	<b>2,890,117</b>	<b>—</b>	<b>2,890,117</b>	<b>373,300</b>	<b>—</b>	<b>373,300</b>	<b>540,809</b>	<b>—</b>	<b>540,809</b>
Supporting activities:									
General and administrative	983,293	—	983,293	73,735	—	73,735	119,532	—	119,532
Fundraising	341,958	—	341,958	19,780	—	19,780	48,904	—	48,904
<b>Total Expenses</b>	<b>4,215,368</b>	<b>—</b>	<b>4,215,368</b>	<b>466,815</b>	<b>—</b>	<b>466,815</b>	<b>709,245</b>	<b>—</b>	<b>709,245</b>
<b>Increase (Decrease) In Net Assets</b>	<b>65,598</b>	<b>(253,733)</b>	<b>(188,135)</b>	<b>113,977</b>	<b>5,976</b>	<b>119,953</b>	<b>(4,729)</b>	<b>149,668</b>	<b>144,939</b>
<b>Net Assets - Beginning Of Year</b>	<b>1,962,797</b>	<b>1,397,805</b>	<b>3,360,602</b>	<b>193,100</b>	<b>154,391</b>	<b>347,491</b>	<b>(13,464)</b>	<b>80,811</b>	<b>67,347</b>
<b>Net Assets - End Of Year</b>	<b>\$ 2,028,395</b>	<b>\$ 1,144,072</b>	<b>\$ 3,172,467</b>	<b>\$ 307,077</b>	<b>\$ 160,367</b>	<b>\$ 467,444</b>	<b>\$ (18,193)</b>	<b>\$ 230,479</b>	<b>\$ 212,286</b>

# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF ACTIVITIES

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For The Year Ended December 31, 2017

	Pacific Region			San Antonio			San Diego		
	Without Donor	With Donor	Total	Without Donor	With Donor	Total	Without Donor	With Donor	Total
	Restrictions	Restrictions		Restrictions	Restrictions		Restrictions	Restrictions	
<b>Public Support</b>									
Contributions and grants	\$ 51,479	\$ —	\$ 51,479	\$ 218,015	\$ 59,583	\$ 277,598	\$ 590,490	\$ 65,666	\$ 656,156
Government grants	72,337	—	72,337	170,688	—	170,688	40,000	—	40,000
In-kind contributions	322,221	—	322,221	196,296	—	196,296	146,987	—	146,987
<b>Total Public Support</b>	<b>446,037</b>	<b>—</b>	<b>446,037</b>	<b>584,999</b>	<b>59,583</b>	<b>644,582</b>	<b>777,477</b>	<b>65,666</b>	<b>843,143</b>
<b>Revenues And Gains (Losses)</b>									
Program revenue	125,158	—	125,158	123,929	—	123,929	591,397	—	591,397
Partner revenue	1,932	—	1,932	—	—	—	—	—	—
Fee revenue	—	—	—	—	—	—	—	—	—
Interest and dividends	—	—	—	83	—	83	—	—	—
Realized gains on investments	—	—	—	—	—	—	35,383	—	35,383
Unrealized gains on investments	—	—	—	—	—	—	—	—	—
Change in fair value of charitable gift annuity	—	—	—	—	—	—	—	—	—
Other	9,559	—	9,559	14,315	—	14,315	24,292	—	24,292
<b>Total Revenues And Gains (Losses)</b>	<b>136,649</b>	<b>—</b>	<b>136,649</b>	<b>138,327</b>	<b>—</b>	<b>138,327</b>	<b>651,072</b>	<b>—</b>	<b>651,072</b>
<b>Total Public Support, Revenues And Gains (Losses)</b>	<b>582,686</b>	<b>—</b>	<b>582,686</b>	<b>723,326</b>	<b>59,583</b>	<b>782,909</b>	<b>1,428,549</b>	<b>65,666</b>	<b>1,494,215</b>
<b>Net Assets Released From Restrictions</b>	<b>80,225</b>	<b>(80,225)</b>	<b>—</b>	<b>37,370</b>	<b>(37,370)</b>	<b>—</b>	<b>6,408</b>	<b>(6,408)</b>	<b>—</b>
<b>Total Support, Revenues And Gains (Losses)</b>	<b>662,911</b>	<b>(80,225)</b>	<b>582,686</b>	<b>760,696</b>	<b>22,213</b>	<b>782,909</b>	<b>1,434,957</b>	<b>59,258</b>	<b>1,494,215</b>
<b>Expenses</b>									
Program services:									
Education	115,139	—	115,139	183,462	—	183,462	287,210	—	287,210
Health	277,636	—	277,636	183,015	—	183,015	416,443	—	416,443
Technology literacy	22,295	—	22,295	179,652	—	179,652	120,221	—	120,221
Volunteer service	78,218	—	78,218	83,504	—	83,504	193,674	—	193,674
<b>Total Program Services</b>	<b>493,288</b>	<b>—</b>	<b>493,288</b>	<b>629,633</b>	<b>—</b>	<b>629,633</b>	<b>1,017,548</b>	<b>—</b>	<b>1,017,548</b>
Supporting activities:									
General and administrative	185,067	—	185,067	97,849	—	97,849	230,450	—	230,450
Fundraising	20,328	—	20,328	—	—	—	194,896	—	194,896
<b>Total Expenses</b>	<b>698,683</b>	<b>—</b>	<b>698,683</b>	<b>727,482</b>	<b>—</b>	<b>727,482</b>	<b>1,442,894</b>	<b>—</b>	<b>1,442,894</b>
<b>Increase (Decrease) In Net Assets</b>	<b>(35,772)</b>	<b>(80,225)</b>	<b>(115,997)</b>	<b>33,214</b>	<b>22,213</b>	<b>55,427</b>	<b>(7,937)</b>	<b>59,258</b>	<b>51,321</b>
<b>Net Assets - Beginning Of Year</b>	<b>35,772</b>	<b>80,225</b>	<b>115,997</b>	<b>57,176</b>	<b>37,370</b>	<b>94,546</b>	<b>763,319</b>	<b>6,408</b>	<b>769,727</b>
<b>Net Assets - End Of Year</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 90,390</b>	<b>\$ 59,583</b>	<b>\$ 149,973</b>	<b>\$ 755,382</b>	<b>\$ 65,666</b>	<b>\$ 821,048</b>

See the independent auditors' report on supplementary information.

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# THE OASIS INSTITUTE AND SUPPORTING ORGANIZATIONS

## CONSOLIDATING STATEMENT OF ACTIVITIES

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For The Year Ended December 31, 2017

	Subtotal			Eliminations			Total		
	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total	Without Donor Restrictions	With Donor Restrictions	Total
<b>Public Support</b>									
Contributions and grants	\$ 2,227,912	\$ 1,535,991	\$ 3,763,903	\$ (293,668)	\$ —	\$ (293,668)	\$ 1,934,244	\$ 1,535,991	\$ 3,470,235
Government grants	852,054	—	852,054	—	—	—	852,054	—	852,054
In-kind contributions	1,326,826	—	1,326,826	—	—	—	1,326,826	—	1,326,826
<b>Total Public Support</b>	<b>4,406,792</b>	<b>1,535,991</b>	<b>5,942,783</b>	<b>(293,668)</b>	<b>—</b>	<b>(293,668)</b>	<b>4,113,124</b>	<b>1,535,991</b>	<b>5,649,115</b>
<b>Revenues And Gains (Losses)</b>									
Program revenue	1,708,109	—	1,708,109	—	—	—	1,708,109	—	1,708,109
Partner revenue	150,800	—	150,800	(22,428)	—	(22,428)	128,372	—	128,372
Fee revenue	140,446	—	140,446	(81,050)	—	(81,050)	59,396	—	59,396
Interest and dividends	51,478	—	51,478	—	—	—	51,478	—	51,478
Realized gains on investments	36,946	—	36,946	—	—	—	36,946	—	36,946
Unrealized gains on investments	236,107	—	236,107	—	—	—	236,107	—	236,107
Change in fair value of charitable gift annuity	(2,352)	—	(2,352)	—	—	—	(2,352)	—	(2,352)
Other	63,678	—	63,678	—	—	—	63,678	—	63,678
<b>Total Revenues And Gains (Losses)</b>	<b>2,385,212</b>	<b>—</b>	<b>2,385,212</b>	<b>(103,478)</b>	<b>—</b>	<b>(103,478)</b>	<b>2,281,734</b>	<b>—</b>	<b>2,281,734</b>
<b>Total Public Support, Revenues And Gains (Losses)</b>	<b>6,792,004</b>	<b>1,535,991</b>	<b>8,327,995</b>	<b>(397,146)</b>	<b>—</b>	<b>(397,146)</b>	<b>6,394,858</b>	<b>1,535,991</b>	<b>7,930,849</b>
<b>Net Assets Released From Restrictions</b>	<b>1,632,834</b>	<b>(1,632,834)</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>1,632,834</b>	<b>(1,632,834)</b>	<b>—</b>
<b>Total Support, Revenues And Gains (Losses)</b>	<b>8,424,838</b>	<b>(96,843)</b>	<b>8,327,995</b>	<b>(397,146)</b>	<b>—</b>	<b>(397,146)</b>	<b>8,027,692</b>	<b>(96,843)</b>	<b>7,930,849</b>
<b>Expenses</b>									
Program services:									
Education	1,541,660	—	1,541,660	(30,300)	—	(30,300)	1,511,360	—	1,511,360
Health	2,560,280	—	2,560,280	(193,699)	—	(193,699)	2,366,581	—	2,366,581
Technology literacy	681,275	—	681,275	(36,900)	—	(36,900)	644,375	—	644,375
Volunteer service	1,161,480	—	1,161,480	(34,578)	—	(34,578)	1,126,902	—	1,126,902
Total Program Services	5,944,695	—	5,944,695	(295,477)	—	(295,477)	5,649,218	—	5,649,218
Supporting activities:									
General and administrative	1,689,926	—	1,689,926	(101,669)	—	(101,669)	1,588,257	—	1,588,257
Fundraising	625,866	—	625,866	—	—	—	625,866	—	625,866
<b>Total Expenses</b>	<b>8,260,487</b>	<b>—</b>	<b>8,260,487</b>	<b>(397,146)</b>	<b>—</b>	<b>(397,146)</b>	<b>7,863,341</b>	<b>—</b>	<b>7,863,341</b>
<b>Increase (Decrease) In Net Assets</b>	<b>164,351</b>	<b>(96,843)</b>	<b>67,508</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>164,351</b>	<b>(96,843)</b>	<b>67,508</b>
<b>Net Assets - Beginning Of Year</b>	<b>2,998,700</b>	<b>1,757,010</b>	<b>4,755,710</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>2,998,700</b>	<b>1,757,010</b>	<b>4,755,710</b>
<b>Net Assets - End Of Year</b>	<b>\$ 3,163,051</b>	<b>\$ 1,660,167</b>	<b>\$ 4,823,218</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 3,163,051</b>	<b>\$ 1,660,167</b>	<b>\$ 4,823,218</b>