

**PILOT INTERNATIONAL, INC.**  
**INDEPENDENT AUDITOR'S REPORT**  
**AND FINANCIAL STATEMENTS**

**JUNE 30, 2019 AND 2018**

PILOT INTERNATIONAL, INC.  
MACON, GEORGIA

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JUNE 30, 2019 AND 2018

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**INDEPENDENT AUDITOR'S REPORT**

To the Executive Committee  
Pilot International, Inc.

We have audited the accompanying financial statements of Pilot International, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2019 and 2018, 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 audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the 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 Pilot International, Inc. as of June 30, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

**Other Matters**

*Other Information*

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of activities-without donor restrictions on page 15 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Macon, Georgia  
April 28, 2020



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**FINANCIAL STATEMENTS**

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PILOT INTERNATIONAL, INC.

STATEMENTS OF FINANCIAL POSITION  
JUNE 30, 2019 AND 2018

ASSETS

	2019	2018
<u>Current assets</u>		
Cash and cash equivalents	\$ 671,106	\$ 781,682
Cash and cash equivalents- restricted	471,677	482,949
Prepaid expenses	149,859	3,975
Inventory	42,035	-
Total current assets	<u>1,334,677</u>	<u>1,268,606</u>
Property and equipment	2,134,871	2,148,572
Less: accumulated depreciation	(330,409)	(287,322)
Net property and equipment	<u>1,804,462</u>	<u>1,861,250</u>
<u>Other assets</u>		
Endowment	<u>736,942</u>	<u>646,578</u>
Total Assets	<u>\$ 3,876,081</u>	<u>\$ 3,776,434</u>

LIABILITIES AND NET ASSETS

<u>Current liabilities</u>		
Accounts payable	\$ 26,455	\$ 84,184
Accrued expenses	37,557	35,577
Deferred income	381,359	62,993
Total current liabilities	<u>445,371</u>	<u>182,754</u>
<u>Net assets</u>		
Without donor restrictions	2,222,091	2,464,153
With donor restrictions	<u>1,208,619</u>	<u>1,129,527</u>
Total net assets	<u>3,430,710</u>	<u>3,593,680</u>
Total liabilities and net assets	<u>\$ 3,876,081</u>	<u>\$ 3,776,434</u>

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

PILOT INTERNATIONAL, INC.

STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	2019	2018
<b><u>Net Assets Without Donor Restrictions</u></b>		
<b>Revenues and Support</b>		
Member support		
Membership dues	\$ 375,549	\$ 452,828
Membership insurance	55,486	63,953
Membership fees	240	460
Membership initiation	12,210	12,168
Total member support	<u>443,485</u>	<u>529,409</u>
Convention revenue	<u>4,142</u>	<u>526,174</u>
Member services		
Catalog sales	32,407	38,189
Cost of sales	(29,044)	(30,281)
Gross profit	<u>3,363</u>	<u>7,908</u>
Other revenue		
Contributions	59,552	63,518
Management fees	-	1,245
Investment	43,126	53,127
Royalties	-	3,252
Other	3,264	9,272
Total other revenue	<u>105,942</u>	<u>130,414</u>
<b>Total Revenues and Support</b>	<u>556,932</u>	<u>1,193,905</u>
Net assets released from restriction	131,492	111,435
<b>Total revenues, gains and other support without donor restrictions</b>	<u>688,424</u>	<u>1,305,340</u>
<b>Expenses</b>		
Program services		
Pilot Clubs	266,882	264,361
Convention expenses	78,397	622,924
Anchor clubs	98,215	114,916
Other Programs	167,976	169,097
Total program services	<u>611,470</u>	<u>1,171,298</u>
Supporting services		
General & administrative	290,755	303,098
Executive committee	28,261	37,478
Total supporting services	<u>319,016</u>	<u>340,576</u>
<b>Total expenses</b>	<u>930,486</u>	<u>1,511,874</u>
<b>Change in net assets without donor restrictions</b>	<u>\$ (242,062)</u>	<u>\$ (206,534)</u>

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



PILOT INTERNATIONAL, INC.

STATEMENTS OF ACTIVITIES  
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018  
(CONTINUED)

	<u>2019</u>	<u>2018</u>
<u>Net assets with donor restrictions</u>		
Contributions	\$ 210,584	\$ 236,189
Net assets transferred to/(from) restrictions	<u>(131,492)</u>	<u>(111,435)</u>
Net change in net assets with donor restrictions	<u>79,092</u>	<u>124,754</u>
Increase (decrease) in net assets	(162,970)	(81,780)
Net assets, beginning of year	<u>3,593,680</u>	<u>3,675,460</u>
Net assets, end of year	<u>\$ 3,430,710</u>	<u>\$ 3,593,680</u>

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

PILOT INTERNATIONAL, INC.

STATEMENT OF FUNCTIONAL EXPENSES  
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	Program Services					Supporting Services			2018
	Pilot Club	Anchor Club	Convention	Founders	Total	General	Executive Committee	Total	
Salaries and benefits	\$ 115,235	\$ 42,627	\$ 60,731	\$ 47,302	\$ 265,895	\$ 183,664	\$ -	\$ 183,664	\$ 456,258
Overhead	33,206	21,916	2,656	3,890	61,668	33,206	-	33,206	121,109
Audio visual	-	-	-	-	-	-	-	-	83,639
Awards and grants	-	-	-	35,342	35,342	-	-	-	35,342
Banking fees	-	-	-	-	-	13,142	-	13,142	16,476
Convention	-	530	1,290	-	1,820	-	-	-	14,987
Copying/printing expense	-	-	-	-	-	8,953	-	8,953	1,820
Decorations	-	-	-	-	-	-	-	-	8,953
Depreciation	19,819	13,118	1,647	2,328	36,912	19,876	-	19,876	56,788
District convention	8,185	-	-	-	8,185	-	-	-	8,185
Dues and subscriptions	-	-	-	-	-	1,440	-	1,440	1,440
Equipment rental	-	-	-	-	-	-	-	-	1,526
Insurance	28,504	16,006	-	-	44,510	-	-	-	1,262
LOG	22,624	-	-	-	23,423	1,572	-	1,572	46,082
Marketing	28,875	-	-	799	23,423	-	-	-	23,423
Meals	-	-	-	-	28,875	-	-	-	28,875
Meetings	-	-	-	-	-	-	-	-	3,615
Miscellaneous	-	-	-	-	-	-	-	-	238,086
New Clubs	120	469	6,260	186	6,446	168	17,254	17,254	14,197
Postage	-	-	-	-	589	-	-	-	10,812
Program development	-	-	-	-	-	8,622	-	8,622	1,353
Recognition	-	1,049	-	-	1,049	-	-	-	508
Seed grants	-	2,500	-	-	2,500	-	-	-	2,524
Scholarships	-	-	-	78,129	78,129	-	-	-	2,700
Shipping	-	-	57	-	57	-	-	-	85,609
Speakers	-	-	-	-	-	-	-	-	7,283
Strategic	1,677	-	-	-	1,677	-	-	-	26,403
Supplies	-	-	92	-	92	-	-	-	1,677
Telephone	-	-	-	-	-	10,668	3,156	13,824	13,916
Translation	-	-	-	-	-	4,536	286	4,822	21,982
Travel	8,637	-	5,664	-	14,301	-	-	-	17,195
<b>Total expenses</b>	<b>\$ 266,882</b>	<b>\$ 98,215</b>	<b>\$ 78,397</b>	<b>\$ 167,976</b>	<b>\$ 611,470</b>	<b>\$ 290,755</b>	<b>\$ 28,261</b>	<b>\$ 319,016</b>	<b>\$ 930,486</b>
									<b>\$ 1,511,874</b>

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

STATEMENTS OF CASH FLOWS  
JUNE 30, 2019 AND 2018

	2019	2018
<b><u>Cash Flows from Operating Activities</u></b>		
Revenues and support	\$ 1,087,695	\$ 1,090,822
Cash paid for:		
Program expenses	(798,350)	(899,258)
Supporting services	(319,016)	(340,576)
Net cash provided (used) by operating activities	(29,671)	(149,012)
<b><u>Cash Flows from Investing Activities</u></b>		
Investment acquired	(92,177)	(48,903)
Cash provided (used) by investing activities	(92,177)	(48,903)
Increase (decrease) in cash and cash equivalents	(121,848)	(197,915)
Cash and cash equivalents - beginning of year	1,264,631	1,462,546
Cash and cash equivalents - end of year	\$ 1,142,783	\$ 1,264,631
<b><u>Reconciliation of cash and cash equivalents</u></b>		
Cash and cash equivalents	\$ 671,106	\$ 781,682
Cash and cash equivalents - restricted	471,677	482,949
Total cash and cash equivalents	\$ 1,142,783	\$ 1,264,631
<b><u>Reconciliation of Increase (Decrease) in Net Assets to Net Cash Provided (Used by) Operating Activities</u></b>		
Increase (decrease) in net assets	\$ (162,970)	\$ (81,780)
Adjustments to reconcile increase (decrease) in net assets to net cash provided by operating activities:		
Depreciation	56,788	58,071
Unrealized gains and losses on investments	1,813	(15,440)
(Increase) decrease in Inventory	(42,035)	-
(Increase) decrease in Prepaid expenses	(145,884)	127,006
Increase (decrease) in Accounts payable	(57,729)	61,912
Increase (decrease) in Accrued expenses	1,980	25,051
Increase (decrease) in Deferred income	318,366	(323,832)
Cash provided (used) by operating activities	\$ (29,671)	\$ (149,012)

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

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**NOTES TO THE FINANCIAL STATEMENTS**

PILOT INTERNATIONAL, INC.  
MACON, GEORGIA

NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018

**NOTE 1 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Activities**

Pilot International, Inc. ("Pilot") is a membership organization headquartered in Macon, Georgia, which provides member services to local Pilot Clubs located in the United States and abroad. Pilot's mission is to transform communities by developing youth, providing services and education and uplifting families. Pilot's vision is a world where all are valued.

**Basis of Accounting**

The financial statements of Pilot have been prepared on the accrual basis of accounting in conformity with generally accepted accounting principles.

**Basis of Presentation**

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board (FASB) Accounting Standard Codification (ASC) 958. Under FASB ASC 958, the organization is required to report information regarding its 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 the organization's management and board of directors.

**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 the organization or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

**Use of Estimates**

Financial statements prepared in conformity with generally accepted accounting principles require management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

**Cash and cash equivalents**

For purposes of the statements of cash flows, Pilot considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

**Investments**

Investments are reported at fair value. Unrealized gains and losses arising from changes in the fair

PILOT INTERNATIONAL, INC.  
MACON, GEORGIA

NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018  
(CONTINUED)

value of the investments are reported in the statement of activities as increases or decreases in unrestricted net assets. Investment fees are reflected as a component of investment investment income.

**Property and Equipment**

Property and equipment are carried at cost, or, if donated, at fair market value on the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Repairs and maintenance are expensed as incurred, but any costs incurred that extend the useful lives are capitalized. Generally, items purchased with costs of \$500 or less are expensed regardless of life expectancy. Estimated useful lives are as follows:

Buildings & Improvements	40 years
Furniture & Equipment	3 to 10 years
Software	3 years

**Revenue Recognition**

Revenues are displayed in two broad categories. Earned revenues represent fees earned or revenue generated through the performance or provision of services. Contributed support represents unconditional gifts in a voluntary nonreciprocal transfer.

**Deferred Revenue**

Amounts received in advance of the benefits provided are reflected as deferred income.

**Shipping and Handling**

Shipping and handling costs are expensed as incurred and are included in catalogue costs on the statement of activities.

**Contributions**

Contributed support is reported as with or without donor restrictions, depending upon the existence of donor stipulations that limit the use of the support. When a donor stipulated time restriction ends or purpose restriction is accomplished, with donor restricted net assets are reclassified to without donor restricted net assets and reported in the statement of activity as net assets released from restrictions.

**Functional allocation of expenses**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited. Salaries and related costs have been allocated based on management's estimates of time spent on their assigned duties. Other expenses are allocated based on management's estimate of benefit provided to each function.

PILOT INTERNATIONAL, INC.  
MACON, GEORGIA

NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018  
(CONTINUED)

**New Accounting Pronouncement**

On August 18, 2016, FASB issued ASU 2016-14, Not-for-Profit Entities (Topic 958) – *Presentation of Financial Statements of Not-for-Profit Entities*. The update addresses the complexity and understandability of net asset classification, deficiencies in information about liquidity and availability of resources, and the lack of consistency in the type of information provided about expenses and investment return. Pilot has adjusted the presentation of these statements accordingly.

**NOTE 2 – CASH AND DEPOSITS**

Pilot International, Inc. maintains its cash balance in one financial institution. At certain times during the year balances in these accounts may exceed the amount insured by the Federal Deposit Insurance Corporation (FDIC) of \$250,000. As of June 30, 2019, and June 30, 2018, the carrying amounts of Pilot's deposits were \$1,142,783 and \$1,264,631, respectively; and the bank balance was \$1,196,634 and \$1,268,065, respectively. The amount of uninsured deposits totaled \$946,634 and \$1,014,631 as of June 30, 2019 and 2018.

**NOTE 3 – AVAILABILITY AND LIQUIDITY**

The Organization's financial assets available within one year of the balance sheet date for general expenditure are as follows:

	2019	2018
Cash	<u>\$ 671,106</u>	<u>\$ 781,682</u>
	<u>\$ 671,106</u>	<u>\$ 781,682</u>

As part of the organization's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the organization plans to utilize its cash balance to fund various ongoing activities and projects within the next year.



PILOT INTERNATIONAL, INC.  
MACON, GEORGIA

NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018  
(CONTINUED)

**NOTE 4 – INVESTMENTS**

Investments consisted of the following:

	2019	2018
Cash	\$ 60,994	\$ 62,021
Open-end mutual funds	677,761	569,117
Total cost of investments	<u>738,755</u>	<u>631,138</u>
Unrealized gain (loss)	<u>(1,813)</u>	<u>15,440</u>
Investments at fair market value	<u>\$ 736,942</u>	<u>\$ 646,578</u>

Investment income consists of the following:

	2019	2018
Interest and dividends	\$ 44,939	\$ 37,687
Unrealized gain (loss) from investments	<u>(1,813)</u>	<u>15,440</u>
Total investment income	<u>\$ 43,126</u>	<u>\$ 53,127</u>

**NOTE 5 – FAIR VALUE MEASUREMENTS**

Pilot's investments are reported at fair value in the accompanying statement of financial position. The methods used to measure fair value may produce an amount that may not be indicative of net realizable value or reflective of future fair values. Furthermore, although Pilot believes its valuation methods are appropriate and consistent with other market participants, the use of difference methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The fair value measurement accounting literature establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority, Level 2 inputs consist of observable inputs other than quoted prices for identical assets, and Level 3 inputs are unobservable and have the lowest priority. Pilot uses appropriate valuation techniques based on the available inputs to measure the fair value of its investments. When available, Pilot measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. As of this date, Pilot's investments are all classified as Level 1 investments.

***Level 1 Fair Value Measurements***

The fair values of open-end mutual funds are based on the closing price reported in the active market where individual securities are traded, when available.

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NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018  
(CONTINUED)

As of June 30, 2019 and 2018, total investments classified with level 1 were \$736,942 and \$646,578, respectively.

**NOTE 6 – EQUIPMENT AND DEPRECIATION**

Property and equipment consisted of the following as of June 30:

	<u>2019</u>	<u>2018</u>
Land	\$ 292,202	\$ 292,202
Building and improvements	1,809,441	1,812,478
Furniture and equipment	27,250	27,820
Software	<u>5,978</u>	<u>16,072</u>
	2,134,871	2,148,572
Less: accumulated depreciation	<u>(330,409)</u>	<u>(287,322)</u>
Property and equipment, net	<u>\$ 1,804,462</u>	<u>\$ 1,861,250</u>

Depreciation expense for the years ended June 30, 2019 and 2018 was \$56,788 and \$58,071, respectively.

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NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018  
(CONTINUED)

**NOTE 7 – NET ASSETS WITH DONOR RESTRICTIONS**

Net assets with donor restrictions consist of the following:

	2019	2018
Subject to expenditure for specified purposes:		
Brain Disorders	\$ 65,941	\$ 72,137
Goals for Grants and Scholarship Fund	411,674	386,370
Adams Deacon Scholarship Fund	60,094	60,094
Bob King Scholarship	15,401	15,801
Pilot Love Lights	8,974	11,348
Heritage Foundation Headquarters	13,837	13,287
Disaster Relief	2,120	2,120
Safe Harbor	61,806	59,816
Heritage Garden	16,275	14,981
Yellow Rose Project	-	15,001
100 Year Anniversary	32,500	14,975
Dreams Ahead Fund	13,238	12,195
Anchor Program	2,478	22,478
Pick Me Up Grant	1,474	1,247
Make-A-Wish	2,404	2,404
KC Anchor Scholarship	8,000	-
KC International Scholarship	10,000	-
	726,216	704,254
Endowments:		
Subject to appropriation and expenditure for a specified purpose:		
Pilot International Foundation Endowment	482,403	425,273
	\$ 1,208,619	\$ 1,129,527

PILOT INTERNATIONAL, INC.  
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NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2019 AND 2018  
(CONTINUED)

**NOTE 8 – ENDOWMENT**

The Pilot International Foundation Endowment (the Endowment) was established on February 9, 2002. The purpose of the Endowment is to provide funds for grants, scholarships and other programs of the Foundation. The trustees directed unrestricted bequests, planned gifts and other donations for the initial funding of the Endowment.

See Note 4, for further details relative to these investments.

**NOTE 9 – RETIREMENT PLAN**

Pilot maintains a defined contribution plan for its employees. Employer contributions are 3% of the employee's salary. Pilot contributed \$4,068 and 4,117 to the plan during the years ended June 30, 2019 and 2018, respectively.

**NOTE 10 – INCOME TAXES**

Pilot is exempt from federal taxes under Section 501(c)(3) of the Internal Revenue Code, except on net income derived from unrelated business activities. For the year ended June 30, 2019, Pilot is taking the position that all income is derived as a result of its tax exempt purpose and there is no income derived from unrelated business activities. As a result, no tax liability has been recorded. Pilot believes that it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

Pilot's federal Return of Organization Exempt from Income Tax (Form 990) for 2016, 2017, and 2018 are subject to examination by the IRS, generally for three years after they are filed.

**NOTE 11 – EVALUATION OF SUBSEQUENT EVENTS**

During March 2020, the Organization suspended its activities as a result of the COVID-19 pandemic and in compliance with city, state and federal recommendations. The extent of the impact of COVID-19 on our operational and financial performance will depend on certain developments, including the duration and spread of the outbreak all of which are uncertain. Accordingly, the extent to which COVID-19 may impact our financial condition or results of operation cannot be determined.

The Organization has evaluated subsequent events through April 28, 2020, the date which the financial statements were available to be issued.

**SUPPLEMENTARY INFORMATION**

PILOT INTERNATIONAL, INC.

SCHEDULE OF ACTIVITIES - WITHOUT DONOR RESTRICTIONS  
FOR THE YEARS ENDED JUNE 30, 2019 AND 2018

	PILOT CLUBS		ANCHOR CLUBS		COMBINED	
	2019	2018	2019	2018	2019	2018
<b>Revenues and Support</b>						
<b>Member support</b>						
Membership dues	\$ 303,470	\$ 378,180	\$ 72,079	\$ 74,648	\$ 375,549	\$ 452,828
Membership insurance	55,486	63,953	-	-	55,486	63,953
Membership fees	240	460	-	-	240	460
Membership initiation	12,210	12,168	-	-	12,210	12,168
Total member support	371,406	454,761	72,079	74,648	443,485	529,409
Convention revenue	4,142	526,174	-	-	4,142	526,174
<b>Member services</b>						
Catalog sales	32,407	38,189	-	-	32,407	38,189
Cost of sales	(29,044)	(30,281)	-	-	(29,044)	(30,281)
Gross profit	3,363	7,908	-	-	3,363	7,908
<b>Other revenue</b>						
Contributions	59,552	63,518	-	-	59,552	63,518
Management fees	-	1,245	-	-	-	1,245
Investment	43,126	53,127	-	-	43,126	53,127
Royalties	-	3,252	-	-	-	3,252
Other	3,264	9,272	-	-	3,264	9,272
Total other revenue	105,942	130,414	-	-	105,942	130,414
Net assets released from restriction	131,492	111,435	-	-	131,492	111,435
Total Revenues and Support	616,345	1,230,692	72,079	74,648	688,424	1,305,340
<b>Expenses</b>						
<b>Program services</b>						
Pilot Clubs	266,882	264,361	-	-	266,882	264,361
Convention expenses	78,397	622,924	-	-	78,397	622,924
Founders	167,976	169,097	-	-	167,976	169,097
Anchor Clubs	-	-	98,215	114,916	98,215	114,916
Total program services	513,255	1,056,382	98,215	114,916	611,470	1,171,298
<b>Supporting services</b>						
General & administrative	290,755	303,098	-	-	290,755	303,098
Executive committee	28,261	37,478	-	-	28,261	37,478
Total	319,016	340,576	-	-	319,016	340,576
Total Expenses	832,271	1,396,958	98,215	114,916	930,486	1,511,874
Increase (decrease) in net assets	\$ (215,926)	\$ (166,266)	\$ (26,136)	\$ (40,268)	\$ (242,062)	\$ (206,534)

\* There is no allocation of supporting expenses between Pilot and Anchor. Accordingly, there is no separate presentation of net assets without donor restrictions.