## **Statements of Activities Years Ended December 31, 2021 and 2020**

REVENUE           Contributions         \$ 4,741,041         \$ 4,785,817           In-kind contributions         293,659         2,805,921           Sponsorship revenue         2,855,378         7,322,183           Fee for service revenue         10,426,078         8,553,937           Investment income         1,855,252         2,152,359           Other revenue         182,688         72,418           Paycheck Protection Program Ioan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$ 2,853,933         \$ 2,9697,452           EXPENSES         ****  Program services:**  Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,835,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Feedard Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         6,969,459         2,507,438           Government Affairs         2,010,465         1,103,993           Research, Dat		2021	2020
In-kind contributions         293,659         2,805,921           Sponsorship revenue         2,853,578         2,434,817           Grant revenue         2,476,137         7,322,183           Fee for service revenue         10,426,078         8,553,937           Investment income         1,855,252         2,152,359           Other revenue         182,688         72,418           Paycheck Protection Program loan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$ 2,634,833         \$ 29,697,452           EXPENSES         Program services:           Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,938           Research, Data and Performance Insights	REVENUE		
Sponsorship revenue         2,853,578         2,434,817           Grant revenue         2,476,137         7,322,183           Fee for service revenue         10,426,078         8,553,937           Investment income         1,855,252         2,152,359           Other revenue         182,688         72,418           Paycheck Protection Program loan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$2,828,433         \$29,697,452           EXPENSES           Program services:         Leadership - EIG         \$2,657,975         \$3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSE	Contributions	\$ 4,741,041	\$ 4,785,817
Grant revenue         2,476,137         7,322,183           Fee for service revenue         10,426,078         8,553,937           Investment income         1,855,252         2,152,359           Other revenue         182,688         72,418           Paycheck Protection Program loan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$2,828,433         \$29,697,452           EXPENSES           Program services:         Leadership - EIG         \$2,657,975         \$3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,337         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         2,0354,654         1,9670,362           Supporting servi	In-kind contributions	293,659	2,805,921
Fee for service revenue         10,426,078         8,553,937           Investment income         1,855,252         2,152,359           Other revenue         182,688         72,418           Paycheck Protection Program Ioan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$ 22,828,433         \$ 29,697,452           EXPENSES           Program services:           Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         20         \$ 1,664,227	Sponsorship revenue	2,853,578	2,434,817
Investment income         1,855,252         2,152,359           Other revenue         182,688         72,418           Paycheck Protection Program Ioan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$ 22,828,433         \$ 29,697,452           EXPENSES           Program services:         Leadership - BIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382         Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563         Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047         Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438         Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -         -           TOTAL PROGRAM SERVICE EXPENSES         20,354,654         \$ 19,670,362           Supporting services:         20         1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES <td>Grant revenue</td> <td>2,476,137</td> <td>7,322,183</td>	Grant revenue	2,476,137	7,322,183
Other revenue         182,688         72,418           Paycheck Protection Program loan         -         1,570,000           TOTAL SUPPORT AND REVENUE         \$ 22,828,433         \$ 29,697,452           EXPENSES           Program services:         Expenses           Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENS	Fee for service revenue	10,426,078	8,553,937
Paycheck Protection Program Ioan         - 1,570,000           TOTAL SUPPORT AND REVENUE         \$ 22,828,433         \$ 29,697,452           EXPENSES           Program services:           Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366	Investment income	1,855,252	2,152,359
EXPENSES         \$ 22,828,433         \$ 29,697,452           Program services:         Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         \$ 20,354,654         \$ 19,670,362           Supporting Services:         \$ 2,971,712         2,658,073           TOTAL SUPPORTING SERVICES EXPENSES         \$ 23,326,366         \$ 22,328,435	Other revenue	182,688	72,418
EXPENSES           Program services:	Paycheck Protection Program loan	-	1,570,000
Program services:         Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	TOTAL SUPPORT AND REVENUE	\$ 22,828,433	\$ 29,697,452
Leadership - EIG         \$ 2,657,975         \$ 3,296,530           Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         \$ 20,354,654         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	EXPENSES		
Leadership - Agency/FFS         2,167,601         1,824,382           Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         \$ 20,354,654         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Program services:		
Leadership - Open Enrollment         1,855,934         1,632,759           Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Leadership - EIG	\$ 2,657,975	\$ 3,296,530
Government Effectiveness         2,314,003         2,702,563           Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Leadership - Agency/FFS	2,167,601	1,824,382
Workforce and Engagement         2,693,650         1,789,473           Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Leadership - Open Enrollment	1,855,934	1,632,759
Federal Executive Networks         236,137         174,047           Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Government Effectiveness	2,314,003	2,702,563
Presidential Transition         1,645,698         4,639,177           Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Workforce and Engagement	2,693,650	1,789,473
Communications         4,695,459         2,507,438           Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Federal Executive Networks	236,137	174,047
Government Affairs         2,010,463         1,103,993           Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Value of the control of t	Presidential Transition	1,645,698	4,639,177
Research, Data and Performance Insights         77,734         -           TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         Operations         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Communications	4,695,459	2,507,438
TOTAL PROGRAM SERVICE EXPENSES         \$ 20,354,654         \$ 19,670,362           Supporting services:         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Government Affairs	2,010,463	1,103,993
Supporting services:         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Research, Data and Performance Insights	77,734	-
Operations         \$ 1,664,227         \$ 1,606,003           Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	TOTAL PROGRAM SERVICE EXPENSES	\$ 20,354,654	\$ 19,670,362
Development         1,307,485         1,052,070           TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Supporting services:		
TOTAL SUPPORTING SERVICES EXPENSES         2,971,712         2,658,073           TOTAL EXPENSES         \$ 23,326,366         \$ 22,328,435	Operations	\$ 1,664,227	\$ 1,606,003
TOTAL EXPENSES \$ 23,326,366 \$ 22,328,435	Development	1,307,485	1,052,070
	TOTAL SUPPORTING SERVICES EXPENSES	2,971,712	2,658,073
CHANGES IN NET ASSETS \$ (497.933) \$ 7 369 017	TOTAL EXPENSES	\$ 23,326,366	\$ 22,328,435
	CHANGES IN NET ASSETS	\$ (497,933)	\$ 7,369,017

