
INROADS, INC. AND AFFILIATES
COMBINED FINANCIAL STATEMENTS
AUGUST 31, 2017



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One North Brentwood
Suite 1100
St. Louis, MO 63105

T: 314.290.3300
E: info@rubinbrown.com
www.RubinBrown.com

CERTIFIED PUBLIC ACCOUNTANTS & BUSINESS CONSULTANTS

Independent Accountants' Compilation Report

Board of Directors
INROADS, Inc.
St. Louis, Missouri

Management is responsible for the accompanying financial statements of INROADS, Inc. And Affiliates, which comprise the combined statement of financial position as of August 31, 2017, and the related combined statements of activities, functional expenses and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or the completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

RubinBrown LLP

February 15, 2022

INROADS, INC. AND AFFILIATES

COMBINED STATEMENT OF FINANCIAL POSITION
August 31, 2017

Assets

Cash And Cash Equivalents	\$ 3,665,285
Accounts Receivable And Unconditional Promises To Give	2,831,371
Prepays And Other Assets	155,694
Property And Equipment	40,941
Investments Restricted For Endowment	<u>399,001</u>
	<u><u>\$ 7,092,292</u></u>

Liabilities And Net Assets

Liabilities	
Accounts payable and accrued expenses	\$ 4,344,669
Deferred income	<u>266,410</u>
Total Liabilities	<u><u>4,611,079</u></u>
Net Assets	
Without donor restrictions	999,835
With donor restrictions	<u>1,481,378</u>
Total Net Assets	<u><u>2,481,213</u></u>
	<u><u>\$ 7,092,292</u></u>

INROADS, INC. AND AFFILIATES

COMBINED STATEMENT OF ACTIVITIES

For The Year Ended August 31, 2017

	Without Donor Restrictions	With Donor Restrictions	Total
Public Support And Revenues			
Sponsorship and participation fees	\$ 5,845,110	\$ —	\$ 5,845,110
Contributions and grants	1,082,241	701,832	1,784,073
Activity and miscellaneous income	51,989	—	51,989
Banquet event income	88,112	—	88,112
Golf event income	7,630	—	7,630
Donated services	31,593	—	31,593
Total Public Support And Revenues Before Net Assets Released From Restrictions	7,106,675	701,832	7,808,507
Net Assets Released From Restrictions	946,710	(946,710)	—
Total Public Support And Revenues	8,053,385	(244,878)	7,808,507
Expenses			
Program Services:			
Program	7,813,205	—	7,813,205
Supporting Services:			
Management and general	2,549,689	—	2,549,689
Fundraising and development	836,847	—	836,847
Total Supporting Services	3,386,536	—	3,386,536
Total Expenses	11,199,741	—	11,199,741
Excess (Deficit) Of Public Support And Revenues Over Expenses	(3,146,356)	(244,878)	(3,391,234)
Realized Gains On Investments	83,277	—	83,277
Increase (Decrease) In Net Assets	(3,063,079)	(244,878)	(3,307,957)
Net Assets - Beginning Of Year	4,062,914	1,726,256	5,789,170
Net Assets - End Of Year	\$ 999,835	\$ 1,481,378	\$ 2,481,213

INROADS, INC. AND AFFILIATES

COMBINED STATEMENT OF FUNCTIONAL EXPENSES

For The Year Ended August 31, 2017

	Program Services		Supporting Services			Total
	Program Services	Total Program Services	Management And General	Fundraising And Development	Total Supporting Services	
Salaries And Benefits	\$ 3,466,082	\$ 3,466,082	\$ 1,128,320	\$ 236,181	\$ 1,364,501	\$ 4,830,583
Other Expenses						
Audit fees	—	—	88,400	—	88,400	88,400
Fundraising expense	—	—	—	7,681	7,681	7,681
Group insurance benefits	343,374	343,374	91,830	9,983	101,813	445,187
Insurance	96,969	96,969	9,049	926	9,975	106,944
Legal fees	299,658	299,658	—	—	—	299,658
Office	151,714	151,714	30,988	10,267	41,255	192,969
Payroll fees	20,166	20,166	—	—	—	20,166
Payroll taxes	274,593	274,593	89,705	20,010	109,715	384,308
Pension	21,754	21,754	—	—	—	21,754
Professional consultants	797,223	797,223	660,871	518,230	1,179,101	1,976,324
Public relations	—	—	75,560	—	75,560	75,560
Recruitment	8,696	8,696	32,786	—	32,786	41,482
Relocation	—	—	15,079	—	15,079	15,079
Rent	424,232	424,232	28,066	2,735	30,801	455,033
Scholarship disbursements	345,302	345,302	—	—	—	345,302
Technology	230,466	230,466	46,448	10,665	57,113	287,579
Training and development	1,009,828	1,009,828	56,099	—	56,099	1,065,927
Travel and related	292,523	292,523	106,663	20,169	126,832	419,355
Uncollected fees	—	—	89,825	—	89,825	89,825
Total Other Expenses	4,316,498	4,316,498	1,421,369	600,666	2,022,035	6,338,533
Depreciation	30,625	30,625	—	—	—	30,625
	\$ 7,813,205	\$ 7,813,205	\$ 2,549,689	\$ 836,847	\$ 3,386,536	\$ 11,199,741

INROADS, INC. AND AFFILIATES
COMBINED STATEMENT OF CASH FLOWS
For The Year Ended August 31, 2017

Cash Flows From Operating Activities	
Decrease in net assets	\$ (3,307,957)
Adjustments to reconcile decrease in net assets to net cash from operating activities:	
Depreciation expense	30,625
Realized gain on investments	(83,277)
Changes in assets and liabilities:	
Accounts receivable and unconditional promises to give	1,081,538
Prepays and other assets	49,248
Accounts payable and accrued expenses	3,731,592
Deferred income	133,091
Net Cash Provided By Operating Activities	<u>1,634,860</u>
Cash Flows From Investing Activities	
Proceeds from sales of investments	584,221
Net assets released from endowment	595,794
Net Cash Provided By Investing Activities	<u>1,180,015</u>
Net Increase In Cash And Cash Equivalents	2,814,875
Cash And Cash Equivalents - Beginning Of Year	<u>850,410</u>
Cash And Cash Equivalents - End Of Year	<u><u>\$ 3,665,285</u></u>