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***INROADS, INC. AND AFFILIATES***  
***COMBINED FINANCIAL STATEMENTS***  
***AUGUST 31, 2018***

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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, 2018, 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, 2018**

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**Assets**

<b>Cash And Cash Equivalents</b>	\$ 6,047,848
<b>Accounts Receivable And Unconditional Promises To Give</b>	1,514,730
<b>Prepays And Other Assets</b>	118,676
<b>Property And Equipment</b>	23,607
<b>Investments Restricted For Endowment</b>	<u>399,001</u>
	<u><u>\$ 8,103,862</u></u>

**Liabilities And Net Assets**

<b>Liabilities</b>	
Accounts payable and accrued expenses	\$ 7,782,882
Deferred income	<u>179,735</u>
<b>Total Liabilities</b>	<u><u>7,962,617</u></u>
<b>Net Assets</b>	
Without donor restrictions	(2,281,379)
With donor restrictions	<u>2,422,624</u>
<b>Total Net Assets</b>	<u><u>141,245</u></u>
	<u><u>\$ 8,103,862</u></u>

# INROADS, INC. AND AFFILIATES

## COMBINED STATEMENT OF ACTIVITIES

For The Year Ended August 31, 2018

	<b>Without Donor Restrictions</b>	<b>With Donor Restrictions</b>	<b>Total</b>
<b>Public Support And Revenues</b>			
Sponsorship and participation fees	\$ 4,656,420	\$ —	\$ 4,656,420
Contributions and grants	567,145	1,882,492	2,449,637
Activity and miscellaneous income	46,990		46,990
Investment income	—	—	—
Banquet event income	137,572	—	137,572
Golf event income	4,454	—	4,454
Donated services	26,125	—	26,125
<b>Total Public Support And Revenues Before Net Assets Released From Restrictions</b>	<b>5,438,706</b>	<b>1,882,492</b>	<b>7,321,198</b>
<b>Net Assets Released From Restrictions</b>	<b>941,246</b>	<b>(941,246)</b>	<b>—</b>
<b>Total Public Support And Revenues</b>	<b>6,379,952</b>	<b>941,246</b>	<b>7,321,198</b>
<b>Expenses</b>			
Program Services:			
Program	7,043,463	—	7,043,463
Supporting Services:			
Management and general	2,248,645	—	2,248,645
Fundraising and development	370,508	—	370,508
Total Supporting Services	2,619,153	—	2,619,153
<b>Total Expenses</b>	<b>9,662,616</b>	<b>—</b>	<b>9,662,616</b>
<b>Excess (Deficit) Of Public Support And Revenues Over Expenses</b>	<b>(3,282,664)</b>	<b>941,246</b>	<b>(2,341,418)</b>
<b>Realized Gains On Investments</b>	<b>1,450</b>	<b>—</b>	<b>1,450</b>
<b>Increase (Decrease) In Net Assets</b>	<b>(3,281,214)</b>	<b>941,246</b>	<b>(2,339,968)</b>
<b>Net Assets - Beginning Of Year</b>	<b>999,835</b>	<b>1,481,378</b>	<b>2,481,213</b>
<b>Net Assets - End Of Year</b>	<b>\$ (2,281,379)</b>	<b>\$ 2,422,624</b>	<b>\$ 141,245</b>

## INROADS, INC. AND AFFILIATES

### COMBINED STATEMENT OF FUNCTIONAL EXPENSES

For The Year Ended August 31, 2018

	Program Services		Supporting Services			Total
	Program Services	Total Program Services	Management And General	Fundraising And Development	Total Supporting Services	
<b>Salaries And Benefits</b>	\$ 3,302,738	\$ 3,302,738	\$ 1,283,940	\$ 268,143	\$ 1,552,083	\$ 4,854,821
<b>Other Expenses</b>						
Audit fees	—	—	10,950	—	10,950	10,950
Fundraising expense	—	—	—	150	150	150
Group insurance benefits	315,771	315,771	104,810	9,810	114,620	430,391
Insurance	91,525	91,525	10,169	—	10,169	101,694
Interest expense	—	—	14,017	—	14,017	14,017
Legal fees	189,829	189,829	—	—	—	189,829
Office	137,755	137,755	30,078	10,213	40,291	178,046
Payroll fees	20,076	20,076	—	—	—	20,076
Payroll taxes	244,047	244,047	96,241	24,038	120,279	364,326
Pension	18,866	18,866	—	—	—	18,866
Professional consultants	625,479	625,479	313,778	19,017	332,795	958,274
Public relations	16,997	16,997	223	—	223	17,220
Recruitment	2,618	2,618	31,736	—	31,736	34,354
Rent	372,946	372,946	27,998	2,995	30,993	403,939
Scholarship disbursements	35,205	35,205	—	—	—	35,205
Technology	172,668	172,668	75,753	20,230	95,983	268,651
Training and development	1,260,342	1,260,342	112,333	—	112,333	1,372,675
Travel and related	219,267	219,267	79,564	15,912	95,476	314,743
Uncollected fees	—	—	57,055	—	57,055	57,055
<b>Total Other Expenses</b>	3,723,391	3,723,391	964,705	102,365	1,067,070	4,790,461
<b>Depreciation</b>	17,334	17,334	—	—	—	17,334
	\$ 7,043,463	\$ 7,043,463	\$ 2,248,645	\$ 370,508	\$ 2,619,153	\$ 9,662,616

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**INROADS, INC. AND AFFILIATES**  
**COMBINED STATEMENT OF CASH FLOWS**  
**For The Year Ended August 31, 2018**

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<b>Cash Flows From Operating Activities</b>	
Decrease in net assets	\$ (2,339,968)
Adjustments to reconcile decrease in net assets to net cash from operating activities:	
Depreciation and amortization	17,334
Changes in assets and liabilities:	
Accounts receivable and unconditional promises to give	1,316,641
Prepays and other assets	37,018
Accounts payable and accrued expenses	3,438,213
Deferred income	(86,675)
<b>Net Cash Provided By Operating Activities</b>	<u>2,382,563</u>
<b>Net Increase In Cash And Cash Equivalents</b>	2,382,563
<b>Cash And Cash Equivalents - Beginning Of Year</b>	<u>3,665,285</u>
<b>Cash And Cash Equivalents - End Of Year</b>	<u><u>\$ 6,047,848</u></u>