# SHARED HOPE INTERNATIONAL AND AFFILIATE

## CONSOLIDATED FINANCIAL STATEMENTS AND SUPPLEMENTAL CONSOLIDATING INFORMATION

Years Ended June 30, 2011 and 2010

### **CONTENTS**

	PAGE
INDEPENDENT AUDITORS' REPORT	1
CONSOLIDATED FINANCIAL STATEMENTS	
Consolidated Statements of Financial Position	2
Consolidated Statements of Activities	3-4
Consolidated Statements of Functional Expenses	5-6
Consolidated Statements of Cash Flows	7-8
Notes to Consolidated Financial Statements	9-22
SUPPLEMENTAL INFORMATION	
Independent Auditors' Report on Supplemental Information	23
Consolidating Statements of Financial Position	24-25
Consolidating Statements of Activities	26-27



The Board of Directors

SHARED HOPE INTERNATIONAL AND AFFILIATE

Vancouver, Washington

#### INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying consolidated statements of financial position of Shared Hope International (a nonprofit organization) and Affiliate (Shared Hope Foundation, a nonprofit organization) as of June 30, 2011 and 2010 and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Organizations' management. Our responsibility is to express an opinion on these consolidated 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 consolidated financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Shared Hope International and Affiliate as of June 30, 2011 and 2010, and the changes in their net assets and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Salem, Oregon

November 22, 2011





## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

June 30, 2011 and 2010

		2011		2010
ASSETS				
Current Assets				
Cash and cash equivalents	\$	456,112	\$	395,877
Investments		26,627		7,251
Other receivables		924		213
Grants receivable		42,000		208,000
Pledges receivable, net		80,055		66,061
Prepaid expenses		11,115		10,252
Inventory		41,176		96,473
Deposits and other assets		3,338		3,338
Total Current Assets		661,347		787,465
Property and Equipment, net		36,019		40,658
Website		31,183		-
Foundation Investments		71,419		71,419
Total Assets	\$	799,968	\$	899,542
LIABILITIES AND NET A	CCFT	S		
Current Liabilities		S		
Accounts payable	\$	59,137	\$	67,740
Accrued payroll taxes and benefits	Ψ	28,629	Ψ	22,881
Accrued paid time off		52,967		39,669
Current maturities of capital lease payable		52,707		1,931
Total Current Liabilities		140,733		132,221
Total Cultent Elabinities		140,733		132,221
Net Assets				
Unrestricted				
Operations		198,511		317,140
Property and equipment		36,019	_	38,727
Total Unrestricted		234,530		355,867
Temporarily restricted		353,286		340,035
Permanently restricted		71,419		71,419
Total Net Assets		659,235		767,321
Total Liabilities and Net Assets	\$	799,968	\$	899,542

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENT OF ACTIVITIES

Year Ended June 30, 2011

	U	nrestricted	emporarily Restricted	manently estricted	Total
Support and Revenue					
Contributions and grants	\$	1,541,287	\$ 416,515	\$ _	\$ 1,957,802
Registration income		4,179	-	_	4,179
Gifts-in-kind		220,061	-	_	220,061
Interest income		3,069	2,690	_	5,759
Investment gain		676	12,837	-	13,513
Loss on equipment disposition		(818)	-	_	(818)
Net assets released from restrictions		418,791	 (418,791)	 	 <u> </u>
Total Support and Revenue		2,187,245	13,251	-	2,200,496
Expenses					
Program activities					
International partners		401,253	-	-	401,253
International public education		34,369	-	-	34,369
Domestic public education		1,087,728	-	-	1,087,728
Domestic partners		200,194	-	-	200,194
Domestic WIN program		98,316	-	-	98,316
Defenders/predator project		42,026	 	 	 42,026
Total Program Activities		1,863,886	-	-	1,863,886
Supporting activities					
Administration		252,369	-	-	252,369
Fundraising		192,327	 		 192,327
Total Supporting Activities		444,696	 		444,696
Total Expenses		2,308,582	 	 	2,308,582
Change in Net Assets		(121,337)	13,251	_	(108,086)
Net Assets, Beginning of Year		355,867	 340,035	 71,419	 767,321
Net Assets, End of Year	\$	234,530	\$ 353,286	\$ 71,419	\$ 659,235

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENT OF ACTIVITIES

Year Ended June 30, 2010

	U	nrestricted	emporarily Restricted	rmanently estricted	Total
Support and Revenue					
Contributions and grants	\$	1,365,060	\$ 482,650	\$ _	\$ 1,847,710
Government grants		-	16,204	-	16,204
Gifts-in-kind		196,133	-	-	196,133
Interest income		4,157	1,853	-	6,010
Investment gain		970	5,370	-	6,340
Loss on equipment disposition		(819)	-	-	(819)
Net assets released from restrictions		292,037	(292,037)	 	
Total Support and Revenue		1,857,538	214,040	-	2,071,578
Expenses					
Program activities					
International partners		241,045	-	-	241,045
International public education		26,798	-	-	26,798
Domestic public education		901,058	-	-	901,058
Domestic trafficking (grant)		35,552	-	-	35,552
Domestic partners		202,474	-	-	202,474
Domestic WIN program		94,901	-	-	94,901
Defenders/predator project		20,990	 		 20,990
Total Program Activities		1,522,818	-	-	1,522,818
Supporting activities					
Administration		255,276	-	-	255,276
Fundraising		178,643	 		 178,643
Total Supporting Activities		433,919		 	433,919
Total Expenses		1,956,737	 		1,956,737
Change in Net Assets		(99,199)	214,040	-	114,841
Net Assets, Beginning of Year		455,066	 125,995	71,419	 652,480
Net Assets, End of Year	\$	355,867	\$ 340,035	\$ 71,419	\$ 767,321

### SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2011

						I	Progra	am Activiti	es						Supporting Activities						
		ernational Partners		ernational Public ducation		Domestic Public Education		Domestic Partners		nestic WIN Program	P	fenders / redator Project	Total	Adn	ninistration	Fu	ndraising	_	Total	Tota	al Expenses
Salaries and Wages	\$	12,246	\$	20,349	\$	449,737	\$	19,663	\$	68,362	\$	9,213	\$ 579,570	\$	93,981	\$	39,944	\$	133,925	\$	713,495
Payroll Taxes and																					
Benefits		2,153		3,584		79,353		3,455		12,142		1,579	102,266		16,667		7,142		23,809		126,075
Donated Services		1,270		5,644		143,529		1,552		564		8,042	160,601		13,263		9,171		22,434		183,035
Banking Costs		-		-		-		-		-		-	-		14,560		-		14,560		14,560
Computer Expenses		282		450		9,312		445		1,579		298	12,366		2,147		857		3,004		15,370
Conferences and																					
Meetings		-		-		3,336		-		-		250	3,586		1,012		-		1,012		4,598
Contract Labor		-		-		27,453		2,485		-		14,674	44,612		22,622		204		22,826		67,438
Depreciation		400		697		13,728		617		2,345		314	18,101		3,218		1,258		4,476		22,577
Facilities		-		-		8,520		-		-		-	8,520		-		780		780		9,300
Gifts		460		-		110		-		80		-	650		2,927		249		3,176		3,826
Grants to Others		373,306		-		-		162,899		-		-	536,205		-		-		-		536,205
Insurance		209		217		7,176		293		1,272		133	9,300		1,597		639		2,236		11,536
Licenses, Fees and																					
Subscriptions		186		265		6,940		293		1,196		105	8,985		3,406		668		4,074		13,059
Meals and Entertainment		-		-		9,810		-		-		383	10,193		1,107		321		1,428		11,621
Media and Advertising		-		-		10,140		-		-		-	10,140		3,725		-		3,725		13,865
Miscellaneous		-		-		646		401		10		-	1,057		3,070		23		3,093		4,150
Occupancy		1,256		2,160		42,497		1,974		7,266		988	56,141		10,044		3,958		14,002		70,143
Postage and Shipping		81		94		13,702		86		320		182	14,465		799		26,885		27,684		42,149
Printing and Publication		71		102		39,810		110		372		130	40,595		5,174		60,478		65,652		106,247
Professional Services		-		-		18,695		-		-		-	18,695		41,878		35,406		77,284		95,979
Property Taxes		20		3		388		30		80		58	579		126		23		149		728
Supplies		7,986		226		91,759		1,049		790		3,514	105,324		1,030		487		1,517		106,841
Telephone		339		578		11,337		531		1,938		291	15,014		2,723		1,034		3,757		18,771
Travel		988		-		85,327		4,311		-		743	91,369		7,293		2,800		10,093		101,462
Video Production and																					
Distribution		-		-		14,423		-		-		150	14,573		-		-		-		14,573
Website												979	979								979
Total Expenses	\$	401,253	\$	34,369	\$	1,087,728	\$	200,194	\$	98,316	\$	42,026	\$ 1,863,886	\$	252,369	\$	192,327	\$	444,696	\$	2,308,582
Total Expenses as Pe	rcen	tage of Tot	al Suj	pport and l	Reve	nue									11.5%		8.7%	_	20.2%		

### SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENT OF FUNCTIONAL EXPENSES

Year Ended June 30, 2010

			Program Activities											Sup	porti	ng Activiti	es							
		ernational Partners		ernational Public ducation		Domestic Public Education	Tra	omestic afficking OJ Grant)		Domestic Partners		nestic WIN Program	F	fenders / redator Project		Total	Adn	ninistration	Fu	ndraising		Total	<u>F</u>	Total Expenses
Salaries and Wages	\$	21,343	\$	10,067	\$	341,957	\$	9,307	\$	27,161	\$	61,477	\$	5,604	\$	476,916	\$	92,409	\$	28,200	\$	120,609	\$	597,525
Payroll Taxes and																								
Benefits		3,865		1,742		59,521		1,361		4,521		10,617		994		82,621		15,778		4,758		20,536		103,157
Donated Services		5,611		8,837		111,094		-		16,973		2,244		1,823		146,582		14,448		7,294		21,742		168,324
Banking Costs		-		-		-		-		-		-		-		-		11,850		-		11,850		11,850
Computer Expenses		724		457		11,614		213		980		2,441		180		16,609		3,635		831		4,466		21,075
Conferences and																								
Meetings		-		200		1,110		-		-		-		-		1,310		1,513		-		1,513		2,823
Contract Labor		-		-		41,396		13,622		7,455		-		9,858		72,331		14,342		30		14,372		86,703
Depreciation		946		446		14,745		-		1,167		2,724		248		20,276		4,094		1,654		5,748		26,024
Facilities		-		-		5,401		-		-		-		-		5,401		-		1,350		1,350		6,751
Gifts		6,444		-		92		-		900		143		-		7,579		2,819		-		2,819		10,398
Grants to Others		176,805		-		-		-		133,300		-		-		310,105		-		-		-		310,105
Insurance		342		235		5,468		38		239		1,012		122		7,456		1,519		586		2,105		9,561
Licenses, Fees and																								
Subscriptions		354		274		7,959		376		729		1,663		90		11,445		2,715		644		3,359		14,804
Meals and Entertainmen	nt	69		-		4,869		-		-		-		-		4,938		2,450		282		2,732		7,670
Media and Advertising		-		-		22,715		-		-		-		-		22,715		1,130		-		1,130		23,845
Miscellaneous		-		128		355		-		35		-		-		518		723		7		730		1,248
Occupancy		2,179		1,292		40,477		1,313		3,692		8,300		738		57,991		12,520		3,275		15,795		73,786
Postage and Shipping		142		191		17,927		227		442		539		88		19,556		1,248		30,161		31,409		50,965
Printing and Publication	ı	-		-		24,316		-		-		-		138		24,454		2,793		50,388		53,181		77,635
Professional Services		-		-		15,138		1,025		-		-		-		16,163		55,161		41,488		96,649		112,812
Property Taxes		17		16		504		50		45		115		2		749		207		48		255		1,004
Supplies		1,639		156		73,589		115		455		968		383		77,305		1,487		610		2,097		79,402
Telephone		1,164		551		10,485		377		956		1,988		168		15,689		3,042		1,114		4,156		19,845
Travel		19,401		475		75,773		6,682		3,424		670		-		106,425		8,858		5,027		13,885		120,310
Training		-		-		-		-		-		-		-		-		364		-		364		364
Video Production and																								
Distribution		-		878		12,206		846		-		-		-		13,930		-		-		-		13,930
Website	_			853		2,347			_	_				554		3,754		171		896	_	1,067		4,821
Total Expenses	\$	241,045	\$	26,798	\$	901,058	\$	35,552	\$	202,474	\$	94,901	\$	20,990	\$	1,522,818	\$	255,276	\$	178,643	\$	433,919	\$	1,956,737
Total Expenses as P	erce	ntage of To	otal S	upport and	Re	venue												12.3%		8.6%	_	20.9%		

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENTS OF CASH FLOWS

Years Ended June 30, 2011 and 2010

	 2011	 2010
Cash Flows from Operating Activities Cash received from donors Cash paid to grantees, vendors, and employees	\$ 2,083,561 (2,001,067)	\$ 1,711,726 (1,692,546)
Interest income	5,759	 6,010
Net Cash Provided by Operating Activities	88,253	25,190
Cash Flows from Investing Activities		
Purchases of investments	(35,022)	(25,646)
Proceeds from sale of investments	58,874	51,182
Acquisition of property and equipment	(18,777)	(2,185)
Proceeds from the disposal of property and equipment	21	390
Website development	 (31,183)	 
Net Cash Provided (Used) by Investing Activities	(26,087)	23,741
Cash Flows from Financing Activities		
Payments on capital lease payable	 (1,931)	 (3,033)
Net Cash Used by Financing Activities	(1,931)	 (3,033)
Net Increase in Cash and Cash Equivalents	60,235	45,898
Cash and Cash Equivalents, Beginning of Year	 395,877	 349,979
Cash and Cash Equivalents, End of Year	\$ 456,112	\$ 395,877

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATED STATEMENTS OF CASH FLOWS (CONTINUED)

Years Ended June 30, 2011 and 2010

	 2011	 2010
Reconciliation of Change in Net Assets to Net Cash Provided by Operating Activities		
Change in Net Assets	\$ (108,086)	\$ 114,841
Adjustments to Reconcile Change in Net Assets to		
Net Cash Provided by Operating Activities		
Depreciation	22,577	26,024
Noncash donations	(27,470)	(13,857)
Dividend reinvestments	(2,244)	-
Investment gains	(13,514)	(6,340)
Loss on disposal of property and equipment	818	819
Change in assets and liabilities:		
Other receivables	(711)	(213)
Grants receivable	166,000	(127,459)
Pledges receivable	(13,994)	(10,659)
Prepaid expenses	(863)	(523)
Inventory	55,297	49,347
Deposits and other assets	-	2,835
Accounts payable	(8,603)	(27,392)
Accrued payroll taxes and benefits	5,748	9,447
Accrued paid time off	 13,298	 8,320
Total Adjustments	 196,339	 (89,651)
Net Cash Provided by Operating Activities	\$ 88,253	\$ 25,190

Years Ended June 30, 2011 and 2010

#### NOTE 1. THE ORGANIZATION

Shared Hope International (Shared Hope) and Shared Hope Foundation (Foundation), hereafter collectively referred to as the "Organization," are corporate entities formed in the state of Washington. The Organization's activities are consolidated in the accompanying consolidated financial statements.

Shared Hope's mission is to rescue and restore women and children in crisis. Since its formation in November of 1998, the Organization has become a leader in the worldwide effort to prevent and eradicate sex trafficking and slavery through education and public awareness. The purpose of the Shared Hope Foundation, formed in March of 2001, is to provide a long-term endowment for Shared Hope to help ensure that its projects will have a source of future financing. In addition, the Foundation will provide for long-term projects that extend the mission of Shared Hope.

The Organization operates programs to educate the public and to motivate and provide opportunities for taking action concerning the global problem of the trafficking of women and children for sexual exploitation and slavery. Its domestic and international programs are committed to prevention, intervention and restoration of the victims of sex trafficking. Shared Hope aims to bring justice by serving as advisors for enacting strong legislation that provides for the prosecution of both the buyers and sellers while protecting the victims. The Organization partners with groups worldwide to prevent sex trafficking; to rescue victims of trafficking; and to supply shelter, healthcare, education, and vocational training opportunities to victims of sex trafficking.

#### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The following is a summary of significant accounting policies of the Organization.

**Consolidation Policy** – The consolidated financial statements include the accounts of Shared Hope International and Shared Hope Foundation. Intercompany transactions between the entities, which included expense reimbursements, are eliminated in the consolidation.

**Basis of Accounting and Presentation** – The accompanying consolidated financial statements have been prepared on the accrual basis of accounting and reflect all significant receivables, payables and other liabilities.

Use of Estimates – The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (generally accepted accounting principles) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Years Ended June 30, 2011 and 2010

### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

**Cash and Cash Equivalents** – The Organization considers all highly liquid investments with original maturities of three months or less to be cash equivalents for reporting purposes.

**Investments** – Investments acquired by gift are recorded at their fair market value at the date of the gift. The Organization's policy is to sell the investments within one year of their donation.

Investments are comprised of common and preferred stock, money market funds and mutual funds. These investments with readily determinable fair values are reported at their fair values based upon quoted market values. Income earned from investments, including realized and unrealized gains and losses, is recorded in the net assets classes based upon donor restrictions or the absence thereof. The Organization has an Endowment Fund which contains both temporarily and permanently restricted assets. Investment earnings of the Endowment Fund are available to support the Organization's rescue/restoration programs as well as pay for administrative costs of the Foundation. Investment earnings are reported as temporarily restricted in the consolidated statements of activities until disbursed.

The Organization 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 value of investment securities will occur in the near term and that such changes could materially affect the amounts reported in the consolidated statements of financial position.

**Promises to Give** – Unconditional promises to give are recognized as revenues or gains in the period received and as assets, decreases of liabilities, or expenses, depending on the form of the benefits received. Promises to give, which are reported as pledges receivable on the consolidated financial statements, are unsecured. Conditional promises to give are recognized when the conditions on which they depend are substantially met.

The Organization uses the allowance method to determine uncollectible promises to give. The allowance is calculated based on prior years' experience and management's analysis of specific promises made.

**Inventory** – Inventory in the accompanying consolidated statements of financial position consists primarily of books, t-shirts, printed materials, and office supplies. The Organization's inventory is recorded at the lower of cost or market on a first-in, first-out basis. Inventory, other than office supplies, is primarily given away to donors as a thank you for their gift.

Years Ended June 30, 2011 and 2010

### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

**Property and Equipment** – Property and equipment are recorded at cost, if purchased, or at fair market value at date of gift, if donated. It is the Organization's policy to capitalize expenditures for items in excess of \$250. Depreciation on property and equipment is computed on the straight-line basis over the estimated useful lives of the assets. Leasehold improvements are depreciated over the life of the property or lease, whichever is shorter. The recorded value of equipment and other capital assets used in the Organization's International and Domestic Partners program is expensed as incurred, as the Organization does not retain title.

Expenditures for additions, major renewals, and betterments are capitalized, and expenditures for repairs and maintenance are charged against revenue as incurred. The cost of assets retired or otherwise disposed of and the related accumulated depreciation is eliminated from the accounts in the year of disposal with the resulting gain or loss credited or charged to operations.

**Foundation Investments** – Foundation investments reported in the consolidated statements of financial position consist of endowment funds received by the Shared Hope Foundation, with donor-imposed restrictions limiting their use for long-term purposes.

**Restricted and Unrestricted Revenue and Support** – Contributions received are recorded as unrestricted, temporarily restricted or permanently restricted support, depending on the existence and/or nature of any donor-imposed restrictions. When projects are completed and restricted funds remain, every effort is made to use the excess funds in like or similar projects.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a restriction expires (that is, when a stipulated time restriction ends or purpose restriction is accomplished), temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities as net assets released from restrictions

**Gifts-in-kind** – In-kind contributions of equipment and other materials are recorded where there is an objective basis upon which to value these contributions and where the contributions are an integral part of the Organization's activities. The Organization receives the benefit of donated services, which are recognized if the services received create or enhance nonfinancial assets or require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation.

**Functional Allocation of Expenses** – The costs of providing various programs and supporting activities have been summarized on a functional basis in the consolidated statements of activities and in the consolidated statements of functional expenses. Certain costs have been allocated between the program and supporting services benefited. Such allocations are made on the basis of cost accounting information available and the judgment of management.

**Advertising Expenses** – Advertising costs are charged to income during the year in which they are incurred. Advertising expense for the years ended June 30, 2011 and 2010 was \$13,865 and \$23,845, respectively.

Years Ended June 30, 2011 and 2010

### NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

**Income Taxes** – The Organization is exempt from Federal and State income tax under Section 501(c)(3) of the Internal Revenue Code. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A)(vi) and has been classified as an Organization that is not a private foundation under Section 509(a)(2).

The Organization recognizes the tax benefit from uncertain tax positions only if it is more likely than not that the tax positions will be sustained on examination by the tax authorities, based on the technical merits of the position. The tax benefit is measured based on the largest benefit that has a greater than fifty percent likelihood of being realized upon ultimate settlement.

Effective with the year ended June 30, 2011, the Organization elected the expenditure test under section 501(h) as an alternative method for measuring lobbying activity. The election provides a specific dollar amount an organization can spend on lobbying during the year without the burden of proving the amount is not substantial. Management believes the Organization's lobbying activities are within limits allowed by relevant tax law.

The Organization files income tax returns in the U.S. federal jurisdiction and various state jurisdictions where the Organization is registered. The State of Washington does not require income tax filings. Generally, income tax filings are subject to federal examination for three years after the returns are filed. Tax returns filed for the periods ended June 30, 2007 and prior are considered closed. No penalties and interest were assessed on tax filings for the years ended June 30, 2011 and 2010.

**Subsequent Events** – Subsequent events are events or transactions that occur after the statement of financial position date, but before the financial statements are issued. The Organization recognizes in the financial statements the effects of all subsequent events that provide additional evidence about conditions that existed at the date of the statement of financial position, including the estimates inherent in the process of preparing the financial statements. Those subsequent events that provide evidence about conditions that arose after the statement of financial position date are not recognized in the financial statements. The Organization has evaluated subsequent events through November 22, 2011, which is the date the financial statements were issued.

### NOTE 3. CASH AND CASH EQUIVALENTS

At certain times during the year the level of cash held may exceed federally insured limits. Bank deposits are insured by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000 per institution. The Organization had cash in excess of FDIC insured limits of \$95,431 and \$0 as of June 30, 2011 and 2010, respectively. The cash balance reported in the accompanying financial statements may differ from the amount held on deposit due to deposits in transit or outstanding checks that have not cleared the bank as of the statement of financial position date.

Years Ended June 30, 2011 and 2010

#### NOTE 4. FAIR VALUE INVESTMENTS

The Organization uses fair value measurements to record fair value adjustments to its endowment investments and certain other assets. The *Fair Value Measurements* topic of the FASB Accounting Standards Codification establishes a fair value hierarchy that priorities the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels:

**Level 1**: Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

**Level 2**: Significant other observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

**Level 3**: Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

The fair values of trading and available for sale securities are determined by obtaining quoted prices on nationally recognized securities exchanges (Level 1 inputs) or matrix pricing, which is a mathematical technique widely used to in the industry to value debt securities without relying exclusively on quoted prices for the specific securities but rather by relying on the securities' relationship to other benchmark quoted securities (Level 2 inputs). The Organization maintains only Level 1 inputs that are classified as equity security investments with a fair value of \$98,046 and \$78,670 at June 30, 2011 and 2010, respectively.

The fair value of investments in equity securities (primarily mutual funds and common stocks) by class consists of the following at June 30:

		2011		2010
Bond	\$	28,999	\$	23,694
Growth	Ψ	21,775	Ψ	17,310
Value		17,664		17,368
Blend		12,431		12,618
Emerging markets		6,223		2,697
Precious metals		3,002		1,095
Bank loan		2,993		963
Market neutral		2,944		-
Real estate investment trust		2,015		1,641
Domestic equities - financial				1,284
	\$	98,046	\$	78,670

Years Ended June 30, 2011 and 2010

### NOTE 4. FAIR VALUE INVESTMENTS (CONTINUED)

Investment income is summarized as follows for the years ended June 30:

		2011	2010
Interest and Dividends Realized Gain on Investments Unrealized Gain on Investments	\$	5,759 6,532 6,981	\$ 6,010 2,621 3,719
	\$	19,272	\$ 12,350
NOTE 5. GRANTS RECEIVABLE			
Grants receivable consist of the following at June 30:	_	2011	2010
M.J. Murdock Charitable Trust Life Outreach International	\$	42,000	\$ 166,000 42,000
	\$	42,000	\$ 208,000

#### NOTE 6. CONDITIONAL PROMISES TO GIVE

During the year ended June 30, 2010, the Organization received a three-year \$248,000 grant for program expansion. The grant terms indicate that the funds are to be used toward compensation for a national training bureau coordinator and a community awareness coordinator, as well as travel costs and computer equipment for these positions. The grant includes \$42,000 and \$166,000 awarded without conditions which is included in grants receivable in the accompanying consolidated financial position at June 30, 2011 and 2010, respectively (Note 5). Receipt of the remaining \$82,000 is contingent upon the Organization raising matching funds. Since the \$82,000 represents a conditional promise to give, the amount will not be recognized as revenue until the conditions are met. As of June 30, 2011, matching funds have not been raised.

During the year ended June 30, 2011, the Organization received a letter of intent for a donation of \$60,000 to be paid in monthly installments of \$5,000 beginning February 2011. The donation is subject to the continued desire of the donor to provide support and to the donor receiving sufficient public funds. Subsequent to year end, the Organization received notice that the monthly donation amount is to be decreased to \$3,750 beginning July 2011. Since these donations are contingent upon the donor receiving sufficient funds, the donation represents a conditional promise to give and is therefore not recognized as revenue until the conditions are met.

Years Ended June 30, 2011 and 2010

#### NOTE 7. PLEDGES RECEIVABLE

Pledges receivable representing unconditional promises to give consist of the following at June 30:

	 2011	 2010
Receivable in Less Than One Year Allowance for Uncollectible Pledges	\$ 100,069 (20,014)	\$ 82,576 (16,515)
	\$ 80,055	\$ 66,061

### NOTE 8. PROPERTY AND EQUIPMENT

Property and equipment consist of the following at June 30:

	2011	2010
Office Equipment and Furniture Leasehold Improvements	\$ 103,198 45,682	\$ 85,449 45,682
Program Equipment	8,435	 8,435
Accumulated Depreciation	157,315 (121,296)	139,566 (98,908)
	\$ 36,019	\$ 40,658

Depreciation expense was \$22,577 and \$26,024 in 2011 and 2010, respectively, and includes amortization of property and equipment under capital lease arrangements. Office equipment and furniture under capital leases totaled \$0 and \$9,149 as of June 30, 2011 and 2010, respectively. Accumulated amortization of property and equipment under capital lease arrangements for the year ended June 30, 2011 and 2010 was \$0 and \$4,727, respectively.

#### NOTE 9. ENDOWMENT FUNDS

The Organization's endowment currently consists of funds given to the Mannisha Life Endowment Fund. As required by accounting principles generally accepted in the United States of America, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

Years Ended June 30, 2011 and 2010

### NOTE 9. ENDOWMENT FUNDS (CONTINUED)

Interpretation of Relevant Law – The management of the Organization has interpreted the State of Washington's Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds, absent explicit donor stipulations to the contrary. As a result of this interpretation, the Organization classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the Organization in a manner consistent with the standard of prudence prescribed by UPMIFA.

In accordance with UPMIFA, the Organization considers the following factors in making a determination to appropriate or accumulate donor-restricted funds:

- (1) The duration and preservation of the fund.
- (2) The purposes of the Organization and the donor-restricted endowment fund; (3) General economic conditions.
- (4) The possible effect of inflation and deflation.
- (5) The expected total return from income and the appreciation or depreciation of investments.
- (6) Other resources of the Organization.
- (7) The investment policies of the Organization.

Endowment fund net asset composition by type at June 30, 2011 and 2010 is as follows:

	Unrestric	Temporarily Permanently Restricted Restricted Restricted				1 7		•		Total
Donor-Restricted Endowment, June 30, 2011	\$		\$	28,290	\$	71,419	\$	99,709		
Donor-Restricted Endowment, June 30, 2010	\$		\$	14,650	\$	71,419	\$	86,069		

As of June 30, 2011 and 2010, the Organization had no board-restricted endowment funds.

Years Ended June 30, 2011 and 2010

### NOTE 9. ENDOWMENT FUNDS (CONTINUED)

Changes in endowment net assets are as follows for the years ended June 30:

	2011							
			Temporarily		Permanently			
	Unres	tricted	R	Restricted		estricted		Total
Endowment Net Assets, July 1, 2010	\$	-	\$	14,650	\$	71,419	\$	86,069
Investment Income: Interest and dividends Realized gains		-		2,690 5,856		-		2,690 5,856
Unrealized gains		-		6,981				6,981
Total Investment Income		-		15,527		-		15,527
Appropriation of Endowment Assets for Expenditures				(1,887)				(1,887)
Endowment Net Assets, June 30, 2011	\$		\$	28,290	\$	71,419	\$	99,709
					10			
			Temporarily		Per	rmanently		
	Unres	tricted	R	estricted	R	estricted		Total
Endowment Net Assets, July 1, 2009	\$	-	\$	9,275	\$	71,419	\$	80,694
Investment Income: Interest and dividends Realized gains Unrealized gains		- - -		1,853 2,873 2,497		- - -		1,853 2,873 2,497
Total Investment Income		-		7,223		-		7,223
Appropriation of Endowment Assets for Expenditures				(1,848)				(1,848)
Endowment Net Assets, June 30, 2010	\$		\$	14,650	\$	71,419	\$	86,069

Years Ended June 30, 2011 and 2010

### NOTE 9. ENDOWMENT FUNDS (CONTINUED)

Funds with Deficiencies – From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Organization to retain as a fund of perpetual duration. In accordance with accounting principles generally accepted in the United States of America, no deficiencies of this nature were required to be reported in unrestricted net assets were as of June 30, 2011 and 2010. If these deficiencies were to exist, they would most likely result from unfavorable market fluctuations.

Return Objectives and Risk Parameters – The Organization has adopted an investment policy for endowment assets that attempts to provide a predictable stream of funding for the payment of obligations and mission-related expenses, administrative expenses and the growth of financial surplus, while seeking to maintain the purchasing power of the endowment assets. Under this policy, as approved by the Finance and Audit Committee, the endowment assets are invested in a manner that is intended to produce results that provide a reasonable balance between the quest for growth and the need to protect principal. The Organization expects its endowment funds, over time, to provide an average rate of return of approximately 5.5 percent annually. Actual returns in any given year may vary from this amount.

**Strategies Employed for Achieving Objectives** – To satisfy its long-term rate-of-return objectives, the Organization relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Organization targets a diversified asset allocation that places a greater emphasis on equity-based investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy – The Organization has a policy of appropriating for distribution each year the income earned on the endowment funds. In establishing this policy, the Organization considered the long-term expected return on its endowment. Accordingly, over the long term, the Organization expects the current spending policy to remain consistent. This is consistent with Organization's objective to preserve the endowment assets held in perpetuity or for a specified term as well as to provide additional real growth through new gifts and investment return.

Years Ended June 30, 2011 and 2010

#### NOTE 10. NET ASSETS

Temporarily restricted net assets are available for the following purposes or periods as of June 30:

	2011		2010
International Partners: South Africa Village of Hope	\$ 1,696	\$	1,696
Domestic Public Education:			
Protected Innocence Initiative (PII) report cards	141,489		-
Florida PII report card	8,029		-
Minnesota PII report card	10,932		-
North Carolina PII report card	17,083		-
Tennessee PII report card	356		-
Arizona project	-		49,628
Murdock Grant - Program Expansion	23,357		-
Grants Receivable at June 30, 2011 and 2010	42,000		208,000
Pledges Receivable at June 30, 2011 and 2010	80,055		66,061
Earnings from Endowment Fund Yet to be Disbursed	28,290	_	14,650
	\$ 353,287	\$	340,035

Permanently restricted net assets include amounts donated to the Mannisha Life Endowment Fund totaling \$71,419 as of June 30, 2011 and 2010.

#### **NOTE 11. GIFTS-IN-KIND**

Shared Hope receives contributions in the form of donated services, supplies, and other assets. If it were not for gifts-in-kind, the purchase of these vital components and the services of these volunteers for its programs would be restricted to the availability of cash funds. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. In-kind donations reported in the accompanying consolidated financial statements consist of the following for the years ended June 30:

		2011		2010
Managerial and Professional Services	\$	183,036	\$	182,276
Investments	Ψ	27,470	Ψ	13,857
Contract Services		9,000		-
Printing and Supplies		405		-
Equipment		150		
	\$	220,061	\$	196,133

Years Ended June 30, 2011 and 2010

### NOTE 11. GIFTS-IN-KIND (CONTINUED)

The Organization receives donated services, primarily for administrative and fundraising support, which do not require specific expertise, but are nonetheless central to the Organization's activities. The estimated value of these services, based on the minimum hourly wage, amounts to \$35,202 and \$41,145 for the years ended June 30, 2011 and 2010, respectively. As required by generally accepted accounting principles, the value of these services is not reflected in the consolidated financial statements.

#### NOTE 12. GRANTS TO OTHERS

The Organization partners with several foreign nonprofit organizations in order to help rescue and restore victims of sex trafficking by providing them with shelter, healthcare, education and vocational training opportunities. The Organization has found that supporting established, local nonprofit organizations in foreign countries is the most effective way to meet these goals due to legal and cultural differences. The Organization's staff oversees these projects to ensure monies are utilized in compliance with the grant agreements in place.

The Organization also partners with organizations across the United States to fund street outreach for at-risk and trafficked women and children. These programs literally meet the girls where they are and provide resource hotlines, clothing, food, shelter placement and medical care. Partners work to support girls in order for them to escape a life of brutality, control and sexual violence.

Funds granted to nonprofit organizations are recorded as grants to others in the accompanying consolidated statements of functional expenses and totaled \$536,205 and \$310,105 for the years ended June 30, 2011 and 2010, respectively.

#### **NOTE 13. OPERATING LEASES**

The Organization's lease for office space in Vancouver, Washington expired on October 30, 2010. A new non-cancelable lease commenced on November 1, 2010 at a rate of \$2,550 per month plus shared utilities. The lease expires on October 30, 2011 and contains an option to negotiate a two-year lease.

In addition, the Organization entered into a non-cancelable lease of office space in Arlington, VA on April 1, 2007 with a monthly lease payment of \$2,836 that increases 3% annually. The lease also includes an annual prorated charge for operating expenses. The lease expired on May 1, 2010, at which time the Organization exercised its renewal option for additional three-year term with an initial monthly lease payment of \$2,467.

Years Ended June 30, 2011 and 2010

### NOTE 13. OPERATING LEASES (CONTINUED)

Future minimum lease payments are as follows for the years ending June 30:

2012	\$	3	67,469
2013	_		41,744
	\$	}	109,213

Rent expense reported in the accompanying consolidated statements of activities was \$65,695 and \$69,670 for the years ended June 30, 2011 and 2010, respectively.

#### **NOTE 14. JOINT COSTS**

Certain direct and indirect joint costs are incurred by the Organization's programs to educate the American public. When public education program activities are combined with a fundraising appeal, accounting principles generally accepted in the United States of America prescribe conditions under which costs may be split between fundraising and program activities. If these conditions are not met, then the entire amount must be treated as a fundraising cost.

The conditions to be met include three criteria tests: purpose, audience and content. When these criteria are met, the expenditures of the Organization's joint activities are allocated between fundraising and the Organization's related programs. In educating the public about human trafficking activities, Shared Hope incurred certain joint costs for informational materials, websites, and events.

The functional allocation of these joint costs for the years ended June 30 is summarized as follows:

	 2011	 2010
Domestic Public Education International Public Education Fundraising Administration	\$ 72,541 - 140,728	\$ 57,048 853 135,226 171
	\$ 213,269	\$ 193,298

Years Ended June 30, 2011 and 2010

#### NOTE 15. PROFIT SHARING PLAN

On April 1, 2009, the Organization adopted a profit-sharing and 401(k) plan (the Plan) for all eligible employees. Employees may contribute a percentage of their salary to the Plan subject to statutory limits. The Organization has made matching contributions in an amount equal to 3% of each eligible participant's compensation totaling \$12,161 and \$11,718 for the years ended June 30, 2011 and 2010, respectively. In addition, the Plan provides for discretionary contributions as determined by the Board of Directors. No discretionary contributions were made for the years ended June 30, 2011 and 2010.

### NOTE 16. STATEMENT OF CASH FLOWS – SUPPLEMENTAL DISCLOSURES

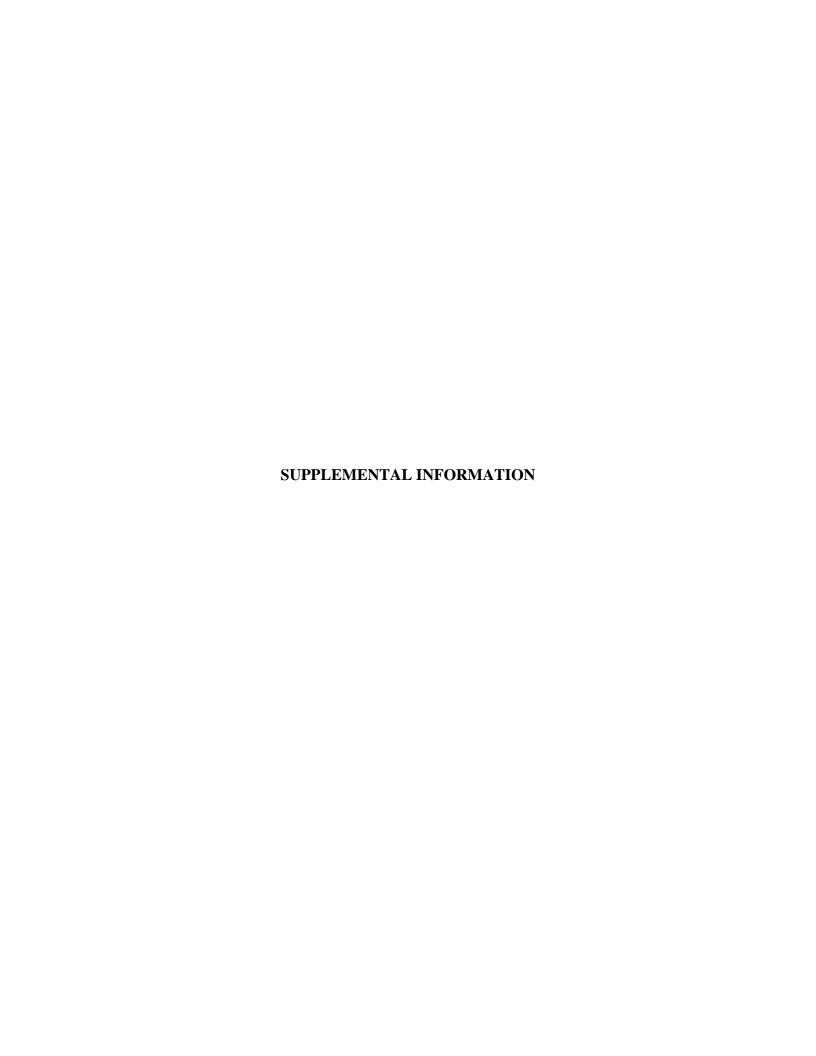
Non-cash transactions reported in the accompanying consolidated statements of cash flows are as follows:

		2011	2010		
Donated stock investments	<u>\$</u>	27,470	\$	13,857	

Cash paid for interest in the year ended June 30, 2011 and 2010 totaled \$70 and \$495, respectively.

#### **NOTE 17. RISKS**

The sex trafficking industry is fraught with dangers that could result in serious consequences to any party that discloses information about the details of sex trafficking operations or that works to prevent such operations from continuing. The Organization is heavily involved with research and related activities which are aimed at revealing information about the details of the sex trafficking industry and with helping sex trafficking victims reach freedom.





The Board of Directors

SHARED HOPE INTERNATIONAL AND AFFILIATE

Vancouver, Washington

nenj z Congram, LC

### INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTAL INFORMATION

We have audited the consolidated financial statements of Shared Hope International (a nonprofit organization) and Affiliate (Shared Hope Foundation, a nonprofit organization) as of and for the years ended June 30, 2011 and 2010, and have issued our report thereon dated November 22, 2011, which contained an unqualified opinion on those consolidated financial statements. Our audit was performed for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidating schedules are presented for the purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements. information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated 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 consolidated financial statements as a whole.

Salem, Oregon

November 22, 2011



## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATING STATEMENT OF FINANCIAL POSITION

Year Ended June 30, 2011

	Shared Hope International		Shared Hope Foundation		Consolidation Adjustments		Total
		ASS	ETS				
Current Assets							
Cash	\$	453,549	\$	2,563	\$	-	\$ 456,112
Investments		-		26,627		-	26,627
Grants receivable		42,000		-		-	42,000
Pledges receivable, net		80,055		-		-	80,055
Prepaid expenses		11,115		-		-	11,115
Other receivables		924		-		-	924
Intercompany receivable		900		-		(900)	-
Inventory		41,176		-		-	41,176
Deposits and other assets		3,338					 3,338
<b>Total Current Assets</b>		633,057		29,190		(900)	661,347
Property and Equipment, net		36,019		-		-	36,019
Website		31,183		-		-	31,183
Foundation investments				71,419			 71,419
Total Assets	\$	700,259	\$	100,609	\$	(900)	\$ 799,968
L	IABI	LITIES AN	ID N	ET ASSET	S		
Current Liabilities							
Accounts payable	\$	59,137	\$	-	\$	-	\$ 59,137
Intercompany payable		-		900		(900)	-
Accrued payroll taxes and bene	fits	28,629		-		-	28,629
Accrued paid time off		52,967					 52,967
Total Current Liabilities		140,733		900		(900)	140,733
Net Assets							
Unrestricted		100 511					100 511
Operations		198,511		-		-	198,511
Property and equipment		36,019					 36,019
Total Unrestricted		234,530		-		-	234,530
Temporarily restricted		324,996		28,290		-	353,286
Permanently restricted		-		71,419			71,419
Total Net Assets		559,526		99,709			659,235
Total Liabilities and Net Assets	\$	700,259	\$	100,609	\$	(900)	\$ 799,968

See independent auditor's report.

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATING STATEMENT OF FINANCIAL POSITION

Year Ended June 30, 2010

		nared Hope ternational	Shared Hope Foundation		Consolidation Adjustments			Total
		ASS]	ETS					
Current Assets	ф	206.442	Ф	0.404	ф		Ф	205.077
Cash	\$	386,443	\$	9,434	\$	-	\$	395,877
Investments		212		7,251		-		7,251
Other receivables		213 2,035		-		(2.025)		213
Intercompany receivable Grants receivable		2,033		-		(2,035)		208,000
Pledges receivable, net		66,061		_		_		66,061
Prepaid expenses		10,252		_		_		10,252
Inventory		96,473		_		_		96,473
Deposits and other assets		3,338		-		-		3,338
Total Current Assets		772,815		16,685		(2,035)		787,465
Property and Equipment, net		40,658		-		-		40,658
Foundation Investments				71,419				71,419
Total Assets	\$	813,473	\$	88,104	\$	(2,035)	\$	899,542
T.	T A R T	LITIES AN	JD NI	ET ASSET	'S			
Current Liabilities			12 111					
Accounts payable	\$	67,740	\$	_	\$	_	\$	67,740
Intercompany payable		_		2,035		(2,035)		_
Accrued payroll taxes and bene	efits	22,881		_		_		22,881
Accrued paid time off		39,669		-		-		39,669
Current maturities of								
capital lease payable		1,931						1,931
<b>Total Current Liabilities</b>		132,221		2,035		(2,035)		132,221
Net Assets								
Unrestricted								
Operations		317,140		-		-		317,140
Property and equipment		38,727		_				38,727
Total Unrestricted		355,867		-		_		355,867
Temporarily restricted		325,385		14,650		-		340,035
Permanently restricted				71,419				71,419
Total Net Assets		681,252		86,069				767,321
Total Liabilities and Net Assets	\$	813,473	\$	88,104	\$	(2,035)	\$	899,542

See independent auditor's report.

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATING STATEMENT OF ACTIVITIES

Year Ended June 30, 2011

	hared Hope ternational	Shared Hope Foundation		Consolidation Adjustments		 Total
Support and Revenue						
Contributions and grants	\$ 1,957,802	\$	_	\$	_	\$ 1,957,802
Registration income	4,179		-		-	4,179
Gifts-in-kind	220,061		-		-	220,061
Interest income	3,069		2,690		-	5,759
Investment gain	676		12,837		-	13,513
Loss on equipment disposition	(818)					 (818)
Total Support and Revenue	2,184,969		15,527		-	2,200,496
Expenses						
Program activities						
International partners	401,253		-		-	401,253
International public education	34,369		-		-	34,369
Domestic public education	1,087,728		-		-	1,087,728
Domestic partners	200,194		-		-	200,194
Domestic WIN program	98,316		-			98,316
Defenders/predator project	 42,026					 42,026
Total Program Activities	1,863,886		-		-	1,863,886
Supporting activities						
Administration	250,482		1,887		-	252,369
Fundraising	 192,327					 192,327
Total Supporting Activities	 442,809		1,887			 444,696
Total Expenses	 2,306,695		1,887			 2,308,582
Change in Net Assets	(121,726)		13,640		_	(108,086)
Net Assets, Beginning of Year	681,252		86,069			767,321
Net Assets, End of Year	\$ 559,526	\$	99,709	\$		\$ 659,235

## SHARED HOPE INTERNATIONAL AND AFFILIATES CONSOLIDATING STATEMENT OF ACTIVITIES

Year Ended June 30, 2010

		Shared Hope International		Shared Hope Foundation		Consolidation Adjustments		Total
Support and Revenue								
Contributions and grants	\$	1,847,710	\$	-	\$	_	\$	1,847,710
Government grants	·	16,204	,	_		_	·	16,204
Gifts-in-kind		196,133		_		_		196,133
Interest income		4,157		1,853		_		6,010
Investment gain		970		5,370		_		6,340
Loss on equipment disposition		(819)				-		(819)
Total Support and Revenue		2,064,355		7,223		-		2,071,578
Expenses								
Program activities								
International partners		241,045		-		-		241,045
International public education		26,798		-		-		26,798
Domestic public education		901,058		-		-		901,058
Domestic trafficking (grant)		35,552		-		-		35,552
Domestic partners		202,474		-		-		202,474
Domestic WIN program		94,901		-		-		94,901
Defenders/predator project		20,990						20,990
Total Program Activities		1,522,818		-		-		1,522,818
Supporting activities								
Administration		253,428		1,848		-		255,276
Fundraising		178,643		_		-		178,643
Total Supporting Activities		432,071		1,848				433,919
Total Expenses		1,954,889		1,848				1,956,737
Change in Net Assets		109,466		5,375		_		114,841
Net Assets, Beginning of Year		571,786		80,694		_		652,480
Net Assets, End of Year	\$	681,252	\$	86,069	\$		\$	767,321