

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES

CONSOLIDATED FINANCIAL STATEMENTS
WITH CONSOLIDATING INFORMATION

December 31, 2017 and 2016

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INDEPENDENT AUDITOR'S REPORT

To the Board of Directors and Finance Committee
American Network of Community Options and Resources
Alexandria, Virginia

We have audited the accompanying consolidated financial statements of American Network of Community Options and Resources, which comprise the consolidated statement of financial position as of December 31, 2017, and the related consolidated statements of activities and cash flows for the year 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 consolidated 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 consolidated 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 consolidated financial statements based on our audit. We conducted our audit 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 from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated 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 consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of American Network of Community Options and Resources as of December 31, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

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Prior Period Financial Statements

The consolidated financial statements of American Network of Community Options and Resources as of December 31, 2016, were audited by other auditors whose report dated April 27, 2017, expressed an unmodified opinion on those financial statements.

Report on Consolidating Information

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The 2017 consolidating schedules of financial position and activities are presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position and changes in net assets of the individual organizations, and they 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. The consolidating 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 consolidating information is fairly stated in all material respects in relation to the consolidated financial statements as a whole. The 2016 consolidating schedules of financial position and activities were subjected to the auditing procedures applied in the 2016 audit of the consolidated financial statements by other auditors, whose report on such information stated that it was fairly stated in all material respects in relation to the 2016 consolidated financial statements as a whole.

Wegner CPAs LLP

Wegner CPAs, LLP
Alexandria, Virginia
May 30, 2018

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
December 31, 2017 and 2016

	2017	2016
ASSETS		
CURRENT ASSETS		
Cash	\$ 556,114	\$ 705,415
Accounts receivable	178,774	39,767
Prepaid expenses	75,287	50,247
Total current assets	810,175	795,429
PROPERTY AND EQUIPMENT		
Office condominium	475,770	475,770
Membership software	269,807	269,807
Website	151,120	133,750
Equipment	76,872	73,875
Property and equipment	973,569	953,202
Less accumulated depreciation	(635,592)	(598,673)
Property and equipment - net	337,977	354,529
OTHER ASSETS		
Investments	1,599,274	1,473,143
Deposits	2,150	2,150
Total assets	\$ 2,749,576	\$ 2,625,251
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	\$ 138,524	\$ 66,700
Accrued payroll	50,186	48,803
Accrued vacation	58,758	50,370
Deferred revenue	293,462	533,198
Current portion of capital lease payable	3,060	3,276
Total current liabilities	543,990	702,347
LONG-TERM LIABILITIES		
Capital lease payable less current portion	12,375	884
Total liabilities	556,365	703,231
NET ASSETS		
Unrestricted	1,981,776	1,724,180
Temporarily restricted	211,435	197,840
Total net assets	2,193,211	1,922,020
Total liabilities and net assets	\$ 2,749,576	\$ 2,625,251

See accompanying notes.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATED STATEMENTS OF ACTIVITIES
Years ended December 31, 2017 and 2016

	2017	2016
UNRESTRICTED NET ASSETS		
SUPPORT AND REVENUE		
Membership dues	\$ 2,141,592	\$ 1,870,648
Affinity programs	111,827	113,236
Conferences and seminars	754,997	687,519
Contributions	25,595	20,494
Grant revenue	139,754	-
Investment return	126,446	42,476
Advertising	92,669	78,123
Publications	215	731
Total unrestricted support and revenue	3,393,095	2,813,227
EXPENSES		
ACL grant expense	120,122	6,087
Conference and seminars	227,227	241,480
Leadership initiatives	-	3,652
Legacy leader circle	17,415	6,536
Marketing and communications	76,260	74,870
Membership services	95,704	88,474
National advocacy campaign	10,733	27,484
Government relations and public policy	319,186	285,890
Publications	7,700	4,752
General and administrative	367,067	262,294
Salaries, payroll taxes, and benefits	1,562,374	1,447,747
Leadership and governance	150,789	148,323
Income taxes	72,378	16,168
Public awareness campaign	157,424	-
Total expenses	3,184,379	2,613,757
Net assets released from restrictions	40,255	65,417
Change in unrestricted net assets	248,971	264,887
TEMPORARILY RESTRICTED NET ASSETS		
Contributions	62,475	88,711
Net assets released from restrictions	(40,255)	(65,417)
Change in temporarily restricted net assets	22,220	23,294
Change in net assets	271,191	288,181
Net assets - beginning of year	1,922,020	1,633,839
Net assets - end of year	\$ 2,193,211	\$ 1,922,020

See accompanying notes.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATED STATEMENTS OF CASH FLOWS
Years ended December 31, 2017 and 2016

	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 271,191	\$ 288,181
Adjustments to reconcile change in net assets to net cash flows from operating activities		
Depreciation	50,023	62,885
Net realized and unrealized gains on investments	(100,744)	(26,580)
(Increase) decrease in assets		
Accounts receivable	(139,007)	437
Prepaid expenses	(25,040)	(6,953)
Deposits	-	(2,150)
Increase (decrease) in liabilities		
Accounts payable	71,824	(28,761)
Accrued payroll	1,383	(17,969)
Accrued vacation	8,388	9,443
Deferred revenue	(239,736)	234,432
Net cash flows from operating activities	(101,718)	512,965
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of property and equipment	(18,795)	(44,000)
Purchases of and interest retained in investments	-	(15,390)
Proceeds from sales of investments	(25,387)	-
Net cash flows from investing activities	(44,182)	(59,390)
CASH FLOWS FROM INVESTING ACTIVITIES		
Payments on capital lease payable	(3,401)	(3,306)
Change in cash	(149,301)	450,269
Cash - beginning of year	705,415	255,146
Cash - end of year	\$ 556,114	\$ 705,415
SUPPLEMENTAL CASH FLOW INFORMATION		
Noncash investing and financing transaction		
Equipment acquired under a capital lease	\$ 17,952	\$ -
Cash paid for income taxes	27,578	10,999

See accompanying notes.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

American Network of Community Options and Resources (ANCOR) is based in Alexandria, Virginia and was formed in 1970 as a national nonprofit trade association representing private providers who provide supports and services to people with intellectual and developmental disabilities. ANCOR provides leading practices, resources and advocacy for member agencies and the people and families they support. ANCOR formed a charitable foundation and a for-profit company to complement its basic mission.

The following is a summary of the entities included in these financial statements:

ANCOR – the purposes of ANCOR are to serve as an information source of critical information and technical support for its members; to provide leadership in the development of high quality supports and services in the private sector; to provide members with an influential and respected voice with our government; to provide training and educational opportunities; to communicate and assist the membership with outreach programs and to develop networks, advocate and raise awareness among members, related organizations and the general public.

ANCOR Foundation, Inc. – was formed in 2000 to expand the commitment and capacity of providers and communities dedicated to improving the quality of life for people with intellectual and developmental disabilities. Through its leadership development and recognition initiatives, ANCOR Foundation recognizes and supports those who provide the supports and services that empower people with intellectual and developmental disabilities to live more independently.

ANCOR Services Corp. – was formed in 2004 to provide to ANCOR members and individuals receiving their services group purchasing discounts on voluntary employee benefits programs, property and casualty insurance and discounts on various products and services.

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Consolidation

The consolidated financial statements include the accounts of ANCOR and its wholly owned subsidiary, ANCOR Services, Corp. The consolidated financial statements also include the financial statements of ANCOR Foundation, Inc., which is related through common management. All material intra-entity transactions have been eliminated.

Basis of Presentation

ANCOR reports information regarding its financial position and activities according to three classes of net assets:

Unrestricted net assets—Net assets that are not restricted by donors. Designations are voluntary board-approved segregations of unrestricted net assets for specific purposes, projects, or investments.

Temporarily restricted net assets—Net assets whose use has been limited by donor-imposed time restrictions or purpose restrictions.

Permanently restricted net assets—Net assets that have been restricted by donors to be maintained by ANCOR in perpetuity.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Accounts Receivable

ANCOR considers all accounts receivable to be fully collectible. Accordingly, no allowance for doubtful accounts has been developed. If accounts become uncollectible, they will be charged to operations when that determination is made.

Investments

ANCOR reports investments in equity securities with readily determinable fair values and all investments in debt securities at their fair values in the consolidated statements of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying consolidated statements of activities.

Investment securities, in general, are exposed to various risks, such as interest rates, credit, and overall market volatility. Due to the level of risk associated with certain investment securities, it is reasonably possible that changes in values of investment securities will occur in the near term and that such change could materially affect the amounts reported in the consolidated statements of financial position.

Property and Equipment

ANCOR capitalizes all expenditures for property and equipment in excess of \$1,500. Purchased property and equipment are carried at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Depreciation expense for 2017 and 2016 was \$50,023 and \$62,885.

Revenue Recognition

The organization recognizes membership dues as support when earned. Conference and seminar fees and their related expenses are recognized during the period in which they are held.

Membership dues, conference and seminar fees collected in advance of the fiscal year are classified as deferred revenue.

Contributions

Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the consolidated statements of activities as net assets released from restrictions.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

NOTE 1—SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

Expense Allocation

Directly identifiable expenses are charged to program services and supporting activities. Expenses related to more than one function are charged to program services and supporting activities on the basis of employee time spent in applicable program services and supporting activities. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of ANCOR.

Income Tax Status

ANCOR is exempt from federal income tax under Section 501(c)(6) of the Internal Revenue Code. However, income from certain activities not directly related to its tax-exempt purpose is subject to taxation as unrelated business income. ANCOR Foundation, Inc. is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. ANCOR Services, Corp. is treated as a corporation for federal and state income tax purposes.

Estimates

The preparation of consolidated financial statements in conformity with 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.

Date of Management's Review

Management has evaluated subsequent events through May 30, 2018, the date which the consolidated financial statements were available to be issued.

Reclassifications

Certain accounts in the prior year consolidated financial statements have been reclassified for comparative purposes to conform to the presentation in the current year consolidated financial statements.

NOTE 2—RELATED PARTIES

ANCOR PAC is a political action committee ANCOR established to advocate for ANCOR members. ANCOR PAC is operated by a governing committee appointed by the ANCOR board of directors and management. ANCOR performs all of the administrative work for ANCOR PAC at no cost.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

NOTE 3—INVESTMENTS

Investments consisted of the following at December 31, 2017 and 2016:

	<u>2017</u>	<u>2016</u>
Money market funds	\$ 632,080	\$ 824,903
Mutual funds	875,590	648,240
Exchange traded funds	<u>91,604</u>	<u>-</u>
Investments	<u>\$ 1,599,274</u>	<u>\$ 1,473,143</u>

Investment return for 2017 and 2016 consisted of the following:

	<u>2017</u>	<u>2016</u>
Interest and dividends	\$ 25,702	\$ 15,896
Net realized and unrealized gains	<u>100,744</u>	<u>26,580</u>
Investment return	<u>\$ 126,446</u>	<u>\$ 42,476</u>

NOTE 4—FAIR VALUE MEASUREMENTS

Fair values of assets measured on a recurring basis at December 31, 2017 and 2016 are as follows:

	<u>Fair Value</u>	<u>Quoted Price in Active Markets for Identical Assets (Level 1)</u>	<u>Significant Other Observable Inputs (Level 2)</u>	<u>Significant Unobservable Inputs (Level 3)</u>
<u>2017</u>				
Mutual funds	\$ 875,590	\$ 875,590	\$ -	\$ -
Exchange traded funds	<u>91,604</u>	<u>91,604</u>	<u>-</u>	<u>-</u>
Total	<u>\$ 967,194</u>	<u>\$ 967,194</u>	<u>\$ -</u>	<u>\$ -</u>
<u>2016</u>				
Mutual funds	<u>\$ 648,240</u>	<u>\$ 648,240</u>	<u>\$ -</u>	<u>\$ -</u>

Fair values for mutual funds and exchange traded funds are determined by reference to quoted market prices and other relevant information generated by market transactions.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

NOTE 5—NET ASSETS

Unrestricted net assets at December 31, 2017 includes \$76,601 designated for the ISE Public Awareness Campaign.

Temporarily restricted net assets are available for the following purposes at December 31, 2017 and 2016:

	2017	2016
Legacy Leader Circle	\$ 57,095	\$ 54,610
National Advocacy Campaign	153,925	142,815
Self Advocacy Campaign	415	415
Temporarily restricted net assets	\$ 211,435	\$ 197,840

NOTE 6—LEASES

Capital Lease

ANCOR leased equipment under a capital lease requiring monthly payments of \$273 with a lease term through March 2018. During 2017, this lease was terminated and a new lease was entered into for similar equipment under a capital lease that expires in February 2022. The capital lease requires monthly payments of principal and interest of \$299. Interest expense for 2017 was \$475.

Future minimum payments on ANCOR's capital lease is as follows:

2018	\$ 3,590
2019	3,590
2020	3,590
2021	3,590
2022	2,488
Total minimum capital lease payments	16,848
Less the amount representing interest	1,413
Present value of net minimum capital lease payments	\$ 15,435

The leased equipment has a cost of \$17,952 and accumulated depreciation of \$2,992 at December 31, 2017.

Office Lease

ANCOR had a lease agreement for office space in Washington, D.C. that expired in January 2018. The lease required monthly payments of \$2,150. Rent expense under this lease agreement totaled \$25,800 for 2017.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

NOTE 6—LEASES (continued)

Effective January 1, 2018, ANCOR entered into a lease agreement of the lease of office space in Washington, D.C. that expires on December 31, 2019, requiring monthly payments of \$3,219.

Future minimum payments on ANCOR's office lease agreement are as follows:

	2018		\$ 38,626
	2019		39,785

NOTE 7—FUNCTIONAL CLASSIFICATION OF EXPENSES

Expenses by function for 2017 and 2016 were as follows:

	2017	2016
Program services		
ACL	\$ 130,182	\$ 6,086
Conferences and seminars	438,021	241,477
Leadership initiatives	13,416	3,652
Legacy leader circle	21,263	6,536
Marketing and communications	243,409	74,869
Membership services	320,632	88,480
National advocacy campaign	55,192	52,795
Public policy	852,390	260,660
Publications	21,958	4,752
Public awareness campaign	162,421	-
Total program services	2,258,884	739,307
Supporting activities		
Management and general	687,576	1,711,066
Leadership and governance	195,770	148,323
Fundraising	42,149	15,061
Total expenses	\$ 3,184,379	\$ 2,613,757

NOTE 8—INCOME TAXES

Income taxes for 2017 and 2016 consisted of the following:

	2017	2016
Federal income tax	\$ 58,851	\$ 10,809
State income tax	12,391	4,285
Income taxes	\$ 71,242	\$ 15,094

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
December 31, 2017 and 2016

NOTE 9—RETIREMENT PLAN

ANCOR provides a 401(k) salary deferral retirement plan for all eligible employees. All employees who have attained age twenty-one with three months of service are eligible to participate in the plan. ANCOR contributes the equivalent of 3% of an employee's annual compensation. ANCOR retirement plan expense for 2017 and 2016 totaled \$39,913 and \$36,546.

NOTE 10—COMMITMENT

ANCOR has entered into agreements to reserve space for future conferences. These agreements indicate that ANCOR would be liable for certain cancellation fees and liquidated damages in the event of cancellation. If cancellations occur, ANCOR could be liable for up to approximately \$117,000. Management does not expect any hotel agreement cancellations.

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATING SCHEDULE OF FINANCIAL POSITION
December 31, 2017

	<u>ANCOR</u>	<u>ANCOR Services Corp</u>	<u>ANCOR Foundation</u>	<u>Eliminations</u>	<u>Total</u>
ASSETS					
CURRENT ASSETS					
Cash	\$ 277,424	\$ 55,317	\$ 223,373	\$ -	\$ 556,114
Accounts receivable	108,722	97,537	300	(27,785)	178,774
Prepaid expenses	72,945	2,342	-	-	75,287
Total current assets	459,091	155,196	223,673	(27,785)	810,175
PROPERTY AND EQUIPMENT					
Office condominium	475,770	-	-	-	475,770
Membership software	269,807	-	-	-	269,807
Website	145,270	-	5,850	-	151,120
Equipment	76,872	-	-	-	76,872
Property and equipment	967,719	-	5,850	-	973,569
Less accumulated depreciation	(634,812)	-	(780)	-	(635,592)
Property and equipment - net	332,907	-	5,070	-	337,977
OTHER ASSETS					
Investments	1,600,274	-	-	(1,000)	1,599,274
Deposits	2,150	-	-	-	2,150
Total assets	\$ 2,394,422	\$ 155,196	\$ 228,743	\$ (28,785)	\$ 2,749,576
LIABILITIES AND NET ASSETS					
CURRENT LIABILITIES					
Accounts payable	\$ 123,217	\$ 32,227	\$ 10,865	\$ (27,785)	\$ 138,524
Accrued payroll	50,186	-	-	-	50,186
Accrued vacation	58,758	-	-	-	58,758
Deferred revenue	293,212	-	250	-	293,462
Current portion of capital lease payable	3,060	-	-	-	3,060
Total current liabilities	528,433	32,227	11,115	(27,785)	543,990
LONG-TERM LIABILITIES					
Capital lease payable less current portion	12,375	-	-	-	12,375
Total liabilities	540,808	32,227	11,115	(27,785)	556,365
NET ASSETS					
Common stock	-	1,000	-	(1,000)	-
Unrestricted	1,705,534	121,969	77,672	76,601	1,981,776
Temporarily restricted	148,080	-	139,956	(76,601)	211,435
Total net assets	1,853,614	122,969	217,628	(1,000)	2,193,211
Total liabilities and net assets	\$ 2,394,422	\$ 155,196	\$ 228,743	\$ (28,785)	\$ 2,749,576

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATING SCHEDULE OF FINANCIAL POSITION
December 31, 2016

	<u>ANCOR</u>	<u>ANCOR Services Corp</u>	<u>ANCOR Foundation</u>	<u>Eliminations</u>	<u>Total</u>
ASSETS					
CURRENT ASSETS					
Cash	\$ 458,298	\$ 122,952	\$ 124,165	\$ -	\$ 705,415
Accounts receivable	48,559	2,980	1,575	(13,347)	39,767
Prepaid expenses	45,747	4,500	-	-	50,247
Total current assets	552,604	130,432	125,740	(13,347)	795,429
PROPERTY AND EQUIPMENT					
Office condominium	475,770	-	-	-	475,770
Membership software	269,807	-	-	-	269,807
Website	133,750	-	-	-	133,750
Equipment	73,875	-	-	-	73,875
Property and equipment	953,202	-	-	-	953,202
Less accumulated depreciation	(598,673)	-	-	-	(598,673)
Property and equipment - net	354,529	-	-	-	354,529
OTHER ASSETS					
Investments	1,474,143	-	-	(1,000)	1,473,143
Deposits	2,150	-	-	-	2,150
Total assets	\$ 2,383,426	\$ 130,432	\$ 125,740	\$ (14,347)	\$ 2,625,251
LIABILITIES AND NET ASSETS					
CURRENT LIABILITIES					
Accounts payable	\$ 65,803	\$ 13,704	\$ 540	\$ (13,347)	\$ 66,700
Accrued payroll	48,803	-	-	-	48,803
Accrued vacation	50,370	-	-	-	50,370
Deferred revenue	533,198	-	-	-	533,198
Current portion of capital lease payable	3,276	-	-	-	3,276
Total current liabilities	701,450	13,704	540	(13,347)	702,347
LONG-TERM LIABILITIES					
Capital lease payable less current portion	884	-	-	-	884
Total liabilities	702,334	13,704	540	(13,347)	703,231
NET ASSETS					
Common stock	-	1,000	-	(1,000)	-
Unrestricted	1,544,120	115,728	64,332	-	1,724,180
Temporarily restricted	136,972	-	60,868	-	197,840
Total net assets	1,681,092	116,728	125,200	(1,000)	1,922,020
Total liabilities and net assets	\$ 2,383,426	\$ 130,432	\$ 125,740	\$ (14,347)	\$ 2,625,251

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATING SCHEDULE OF ACTIVITIES
Year ended December 31, 2017

	ANCOR	ANCOR Services Corp	ANCOR Foundation	Eliminations	Total
UNRESTRICTED NET ASSETS					
SUPPORT AND REVENUE					
Membership dues	\$ 2,141,592	\$ -	\$ -	\$ -	\$ 2,141,592
Affinity programs	1,544	110,283	-	-	111,827
Conferences and seminars	754,997	-	-	-	754,997
Contributions	1,026	-	24,569	-	25,595
Grant revenue	139,754	-	-	-	139,754
Service fees	43,777	-	-	(43,777)	-
Investment return	126,264	-	182	-	126,446
Advertising	92,669	-	-	-	92,669
Publications	215	-	-	-	215
	<u>3,301,838</u>	<u>110,283</u>	<u>24,751</u>	<u>(43,777)</u>	<u>3,393,095</u>
Total support and revenue	3,301,838	110,283	24,751	(43,777)	3,393,095
EXPENSES					
ACL grant expense	120,122	-	-	-	120,122
Conference and seminars	227,227	-	-	-	227,227
Legacy leader circle	-	-	17,415	-	17,415
Marketing and communications	39,014	81,023	-	(43,777)	76,260
Membership services	95,704	-	-	-	95,704
National advocacy campaign	10,733	-	-	-	10,733
Government relations and public policy	319,186	-	-	-	319,186
Publications	7,700	-	-	-	7,700
General and administrative	342,340	19,811	4,916	-	367,067
Salaries, payroll taxes, and benefits	1,562,374	-	-	-	1,562,374
Leadership and governance	144,696	-	6,093	-	150,789
Income taxes	69,170	3,208	-	-	72,378
Public awareness campaign	225,000	-	157,424	(225,000)	157,424
	<u>3,163,266</u>	<u>104,042</u>	<u>185,848</u>	<u>(268,777)</u>	<u>3,184,379</u>
Total expenses	3,163,266	104,042	185,848	(268,777)	3,184,379
Net assets released from restrictions	22,840	-	174,837	(157,422)	40,255
Change in unrestricted net assets	161,412	6,241	13,740	67,578	248,971
TEMPORARILY RESTRICTED NET ASSETS					
Contributions	33,950	-	253,525	(225,000)	62,475
Net assets released from restrictions	(22,840)	-	(174,837)	157,422	(40,255)
Change in temporarily restricted net assets	11,110	-	78,688	(67,578)	22,220
Change in net assets	172,522	6,241	92,428	-	271,191
Net assets - beginning of year	1,681,092	116,728	125,200	(1,000)	1,922,020
Net assets - end of year	<u>\$ 1,853,614</u>	<u>\$ 122,969</u>	<u>\$ 217,628</u>	<u>\$ (1,000)</u>	<u>\$ 2,193,211</u>

AMERICAN NETWORK OF COMMUNITY OPTIONS AND RESOURCES
CONSOLIDATING SCHEDULE OF ACTIVITIES
Year ended December 31, 2016

	ANCOR	ANCOR Services Corp	ANCOR Foundation	Eliminations	Total
UNRESTRICTED NET ASSETS					
SUPPORT AND REVENUE					
Membership dues	1,870,648	\$ -	\$ -	\$ -	\$ 1,870,648
Affinity programs	5,108	120,628	-	(12,500)	113,236
Conferences and seminars	683,869	-	3,650	-	687,519
Contributions	1,251	-	19,243	-	20,494
Service fees	42,617	-	-	(42,617)	-
Investment return	42,375	-	101	-	42,476
Advertising	78,123	-	-	-	78,123
Publications	731	-	-	-	731
Total support and revenue	2,724,722	120,628	22,994	(55,117)	2,813,227
EXPENSES					
ACL grant expense	6,087	-	-	-	6,087
Conference and seminars	241,480	-	-	-	241,480
Leadership initiatives	-	-	3,652	-	3,652
Legacy leader circle	-	-	6,536	-	6,536
Marketing and communications	39,690	90,297	-	(55,117)	74,870
Membership services	88,474	-	-	-	88,474
National advocacy campaign	27,484	-	-	-	27,484
Government relations and public policy	285,890	-	-	-	285,890
Publications	4,752	-	-	-	4,752
General and administrative	240,933	14,243	7,118	-	262,294
Salaries, payroll taxes, and benefits	1,447,747	-	-	-	1,447,747
Leadership and governance	141,734	-	6,589	-	148,323
Income taxes	11,868	4,300	-	-	16,168
Total expenses	2,536,139	108,840	23,895	(55,117)	2,613,757
Net assets released from restrictions	58,881	-	6,536	-	65,417
Change in unrestricted net assets	247,464	11,788	5,635	-	264,887
TEMPORARILY RESTRICTED NET ASSETS					
Contributions	81,496	-	7,215	-	88,711
Net assets released from restrictions	(58,881)	-	(6,536)	-	(65,417)
Change in temporarily restricted net assets	22,615	-	679	-	23,294
Change in net assets	270,079	11,788	6,314	-	288,181
Net assets - beginning of year	1,411,013	104,940	118,886	(1,000)	1,633,839
Net assets - end of year	\$ 1,681,092	\$ 116,728	\$ 125,200	\$ (1,000)	\$ 1,922,020