

The Christophers, Inc.

Financial Statements

December 31, 2017



Independent Auditors' Report

Board of Directors The Christophers, Inc.

We have audited the accompanying financial statements of The Christophers, Inc., which comprise the statement of financial position as of December 31, 2017, and the related statements of activities, functional expense 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 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 financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these 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 financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the 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 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 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 financial statements referred to above present fairly, in all material respects, the financial position of The Christophers, Inc. 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.

Report on Summarized Comparative Information

We have previously audited The Christophers, Inc.'s December 31, 2016 financial statements, and we expressed an unmodified audit opinion on those financial statements in our report dated October 26, 2017. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2016, is consistent, in all material respects, with the audited financial statements from which it has been derived.

PKF O'Connor Davies, LLP

October 30, 2018

The Christophers, Inc.

Statement of Financial Position

December 31, 2017

(with comparative amounts for December 31, 2016)

| | <u>2017</u> | <u>2016</u> |
|---|---------------------|---------------------|
| ASSETS | | |
| Cash | \$ 75,027 | \$ 78,771 |
| Pledges receivable, net | 523,123 | 607,429 |
| Investments | 6,321,637 | 6,377,020 |
| Security deposit | 39,900 | 39,900 |
| Restricted beneficial interest in a trust | 55,566 | 52,507 |
| Property and equipment, net | 17,537 | 21,295 |
| Deferred lease costs | 285,383 | 361,485 |
| Other assets | 21,358 | 11,643 |
| | <u>\$ 7,339,531</u> | <u>\$ 7,550,050</u> |
| | | |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts payable and accrued expenses | \$ 139,669 | \$ 138,296 |
| Deferred rent | 170,481 | 207,453 |
| Total Liabilities | <u>310,150</u> | <u>345,749</u> |
| | | |
| Net Assets | | |
| Unrestricted | 6,973,815 | 7,151,794 |
| Permanently restricted | 55,566 | 52,507 |
| Total Net Assets | <u>7,029,381</u> | <u>7,204,301</u> |
| | <u>\$ 7,339,531</u> | <u>\$ 7,550,050</u> |

See notes to financial statements

The Christophers, Inc.

Statement of Activities
Year Ended December 31, 2017

(with summarized comparative totals for the year ended December 31, 2016)

| | Unrestricted | Permanently Restricted | Total | |
|---|--------------|---------------------------|--------------|--------------|
| | | | 2017 | 2016 |
| SUPPORT | | | | |
| Contributions and gifts | \$ 549,406 | \$ - | \$ 549,406 | \$ 570,876 |
| In-kind contributions | 46,460 | - | 46,460 | 46,553 |
| Legacies and bequests | 279,923 | - | 279,923 | 390,656 |
| Foundations | 18,650 | - | 18,650 | 11,500 |
| Total Support | 894,439 | - | 894,439 | 1,019,585 |
| REVENUE | | | | |
| Books, calendars, news notes and other | 84,204 | - | 84,204 | 72,800 |
| Dividend and interest income, net | 66,125 | - | 66,125 | 60,085 |
| Gain on investments | 353,638 | - | 353,638 | 81,260 |
| Total Revenue | 503,967 | - | 503,967 | 214,145 |
| Total Support and Revenue | 1,398,406 | - | 1,398,406 | 1,233,730 |
| EXPENSES | | | | |
| Program services | 1,358,328 | - | 1,358,328 | 1,357,329 |
| Management and general | 159,113 | - | 159,113 | 169,607 |
| Fundraising | 58,944 | - | 58,944 | 62,560 |
| Total Operating Expenses | 1,576,385 | - | 1,576,385 | 1,589,496 |
| Change in Net Assets Before Change in Beneficial Interests in Trusts | (177,979) | - | (177,979) | (355,766) |
| Change in beneficial interests in trusts | - | 3,059 | 3,059 | (597) |
| Change in Net Assets | (177,979) | 3,059 | (174,920) | (356,363) |
| NET ASSETS | | | | |
| Beginning of year | 7,151,794 | 52,507 | 7,204,301 | 7,560,664 |
| End of year | \$ 6,973,815 | \$ 55,566 | \$ 7,029,381 | \$ 7,204,301 |

See notes to financial statements

The Christophers, Inc.
Statement of Functional Expenses
Year Ended December 31, 2017
(with summarized totals for the year ended December 31, 2016)

| | Program Services | | | | | | Supporting Services | | | Total | | |
|---|--------------------------|------------|------------|----------------------|-------------------------|-----------|---------------------|------------------------|-------------|------------|--------------|--------------|
| | Inspirational Literature | Media | Awards | Youth and Ministries | Leadership and Seminars | Bequest | Total | Management and General | Fundraising | Total | 2017 | 2016 |
| Salaries | \$ 125,748 | \$ 58,475 | \$ 114,984 | \$ 64,817 | \$ 64,550 | \$ 29,277 | \$ 457,851 | \$ 40,009 | \$ 5,417 | \$ 45,426 | \$ 503,277 | \$ 501,832 |
| Fringe Benefits | 22,588 | 10,729 | 19,707 | 10,421 | 12,836 | 2,559 | 78,840 | 465 | 349 | 814 | 79,654 | 84,733 |
| Payroll Taxes | 9,242 | 4,294 | 8,509 | 4,815 | 4,924 | 2,160 | 33,944 | 1,923 | 406 | 2,329 | 36,273 | 38,720 |
| Pension Expense | 12,644 | 5,755 | 11,594 | 5,707 | 6,716 | 2,299 | 44,715 | 32,559 | 313 | 32,872 | 77,587 | 58,760 |
| Total Salaries and Related Expenses | 170,222 | 79,253 | 154,794 | 85,760 | 89,026 | 36,295 | 615,350 | 74,956 | 6,485 | 81,441 | 696,791 | 684,045 |
| In-Kind Contributions | 1,992 | 4,482 | 37,496 | 299 | 1,693 | - | 45,962 | 498 | - | 498 | 46,460 | 46,553 |
| Computer Systems and Service | 5,865 | 5,336 | 5,494 | 5,769 | 5,435 | 4,812 | 32,711 | 4,317 | 4,406 | 8,723 | 41,434 | 40,095 |
| Equipment Rental and Maintenance | 1,276 | 846 | 1,276 | 846 | 1,223 | 953 | 6,420 | 540 | 271 | 811 | 7,231 | 2,354 |
| General Insurance | 1,779 | 988 | 1,779 | 2,858 | 1,680 | 1,186 | 10,270 | 988 | 494 | 1,482 | 11,752 | 12,887 |
| Marketing and Public Relations | 1,611 | 901 | 11,111 | 901 | 901 | 901 | 16,326 | 96 | 816 | 912 | 17,238 | 16,643 |
| Meals Entertainment and Travel | 1,568 | 1,585 | 1,778 | 1,659 | 2,785 | 1,568 | 10,943 | 1,660 | 1,170 | 2,830 | 13,773 | 6,729 |
| Media Recording and Production | 164 | 28,349 | 40 | 26 | 29 | 29 | 28,637 | 33 | 17 | 50 | 28,687 | 31,715 |
| Miscellaneous Expense | 3,870 | 914 | 970 | 876 | 936 | 6,875 | 14,441 | 4,229 | 525 | 4,754 | 19,195 | 25,924 |
| Occupancy | 20,759 | 11,533 | 20,759 | 11,533 | 19,606 | 13,839 | 98,029 | 11,533 | 5,766 | 17,299 | 115,328 | 114,189 |
| Outside Mailing Services and List Rentals | 27,340 | - | 644 | - | - | - | 27,984 | - | 6,154 | 6,154 | 34,138 | 38,934 |
| Printing and Publications | 65,992 | 300 | 377 | 1,050 | 586 | 300 | 68,605 | 2,120 | 8,209 | 10,329 | 78,934 | 76,833 |
| Prizes and Donations | - | - | 7,050 | 100 | 608 | - | 7,758 | - | - | - | 7,758 | 6,350 |
| Shipping and Postage | 37,704 | 7,748 | 6,131 | 4,922 | 4,953 | 4,915 | 66,373 | 5,696 | 14,001 | 19,697 | 86,070 | 100,819 |
| Supplies | 4,747 | 1,306 | 15,391 | 1,306 | 1,013 | 963 | 24,726 | 1,291 | 576 | 1,867 | 26,593 | 24,815 |
| Telephone | 446 | 446 | 446 | 453 | 446 | 446 | 2,683 | 439 | 446 | 885 | 3,568 | 3,568 |
| Professional Fees | 17,679 | 39,778 | 8,840 | 2,652 | 15,027 | - | 83,976 | 32,019 | - | 32,019 | 115,995 | 131,594 |
| Program Consultants and Contributors | 68,685 | 11,347 | 13,834 | 13,745 | 14,312 | 7,332 | 129,255 | 10,712 | 5,613 | 16,325 | 145,580 | 145,489 |
| Total Expenses Before Depreciation and Amortization | 431,699 | 195,112 | 288,210 | 134,755 | 160,259 | 80,414 | 1,290,449 | 151,127 | 54,949 | 206,076 | 1,496,525 | 1,509,536 |
| Amortization of deferred lease cost | 13,698 | 7,610 | 13,698 | 7,610 | 12,937 | 9,132 | 64,685 | 7,610 | 3,807 | 11,417 | 76,102 | 76,102 |
| Depreciation | 676 | 376 | 676 | 376 | 639 | 451 | 3,194 | 376 | 188 | 564 | 3,758 | 3,858 |
| Total Expenses | \$ 446,073 | \$ 203,098 | \$ 302,584 | \$ 142,741 | \$ 173,835 | \$ 89,997 | \$ 1,358,328 | \$ 159,113 | \$ 58,944 | \$ 218,057 | \$ 1,576,385 | \$ 1,589,496 |

The Christophers, Inc.

Statement of Cash Flows

Year Ended December 31, 2017

(with comparative amounts for the year ended December 31, 2016)

| | <u>2017</u> | <u>2016</u> |
|--|------------------|------------------|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Change in net assets | \$ (174,920) | \$ (356,363) |
| Adjustments to reconcile change in net assets to net cash from operating activities | | |
| Net realized and unrealized gain on investment | (353,638) | (81,260) |
| Depreciation and amortization | 3,758 | 3,858 |
| Bad debt expense | 6,000 | 17,500 |
| Amortization of deferred lease costs | 76,102 | 76,102 |
| Amortization of deferred rent | (36,972) | (26,454) |
| Changes in operating assets and liabilities | | |
| Pledges receivable | 78,306 | (142,950) |
| Other assets | (9,715) | (1,274) |
| Accounts payable and accrued expenses | <u>1,373</u> | <u>(26,238)</u> |
| Net Cash from Operating Activities | <u>(409,706)</u> | <u>(537,079)</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Net change in beneficial interests in trusts | (3,059) | 597 |
| Purchases of investments | (109,497) | (59,833) |
| Proceeds from sale of investments | <u>518,518</u> | <u>500,000</u> |
| Net Cash from Investing Activities | <u>405,962</u> | <u>440,764</u> |
| Net Change in Cash | (3,744) | (96,315) |
| CASH | | |
| Beginning of Year | <u>78,771</u> | <u>175,086</u> |
| End of Year | <u>\$ 75,027</u> | <u>\$ 78,771</u> |

See notes to financial statements

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

1. Organization

The Christophers, Inc. (the “Christophers”) is a New York not-for-profit membership corporation. The objective of the Christophers is to enlist the services of all persons of goodwill to show personal responsibility by word and action for the promotion of humanistic ideals, which are congruent with the Judeo-Christian tradition. This objective is achieved primarily through the use of mass media.

The Christophers is exempt from income tax under Section 501(c)(3) of the Internal Revenue Code, under a group exemption covering all agencies and instrumentalities and all educational, charitable and religious institutions operated, supervised or controlled by or in connection with The Roman Catholic Church in the United States, its territories and possessions. The Christophers has been classified as an organization that is not a private foundation. Accordingly, all contributions to the Christophers are fully deductible to the extent permitted under Internal Revenue Service regulations.

2. Summary of Significant Accounting Policies

Basis of Presentation and Use of Management Estimates

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”), which 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 financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Cash and Cash Flows

Cash for purposes of the statements of financial position and cash flows includes all short-term highly liquid investments with a maturity of ninety days or less at the time of purchase which are not intended for investment purposes.

Contributions

Contributions are recorded when the unconditional promises to give are made. All contributions are available for unrestricted use unless specifically restricted by the donor. All 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.

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

2. Summary of Significant Accounting Policies (continued)

In-kind Contributions and Donated Services

In-kind contributions are recorded as income and expenses at the time the items are received, which is also the time they are placed into service. Donated services are reported as income at their fair value if such services create value or would have been purchased if not provided by donation, require specialized skills, and are provided by individuals possessing such specialized skills. In-kind contributions and donated services amounted to \$46,460 and \$46,553 for the year ended December 31, 2017 and 2016, respectively.

Pledges Receivable and Allowance for Uncollectible Receivables

Pledges receivable are stated at the amount management expects to collect from outstanding balances. Management provides for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual accounts. Balances that remain outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a reduction in accounts receivable. At December 31, 2017 and 2016, the allowance for uncollectible receivables was \$23,500 and \$17,500. All receivables are expected to be collected within one year.

Fair Value Measurements

The Christophers follows U.S. GAAP guidance on Fair Value Measurements which defines fair value and establishes a fair value hierarchy organized into three levels based upon the input assumptions used in pricing assets. Level 1 inputs have the highest reliability and are related to assets with unadjusted quoted prices in active markets. Level 2 inputs relate to assets with other than quoted prices in active markets which may include quoted prices for similar assets or liabilities or other inputs which can be corroborated by observable market data. Level 3 inputs are unobservable inputs and are used to the extent that observable inputs do not exist.

Investments Valuation

Investments are stated at fair value.

Investment Income Recognition

Purchases and sales of securities are recognized on a trade-date basis. Interest income is recognized on the accrual basis. Realized and unrealized gains and losses are included in the determination of the change in net assets.

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

2. Summary of Significant Accounting Policies (continued)

Property and Equipment

Property and equipment is stated at cost, less accumulated depreciation. Depreciation is provided principally on the straight-line method over the estimated useful lives of assets. The Organization capitalizes expenditures for property and equipment with a cost in excess of \$1,000. Capitalized leased assets are amortized on the straight-line method over the estimated useful life of the asset. Costs for repairs and maintenance are charged to expense as incurred. Leasehold improvements are amortized on the straight-line method over the term of the lease or useful life, whichever is shorter.

Concentrations of Credit Risk

Financial instruments which potentially subject the Christophers to concentrations of credit risk consist of money market accounts, pledges receivable and investment securities. The Christophers places its temporary cash and money market accounts with financial institutions and at times a portion of the funds may not be insured by the Federal Deposit Insurance Corporation.

Allocation of Functional Expenses

Expenses are charged directly to each program when incurred. Expenditures, which benefit multiple functions and are not easily identifiable to a particular function, are allocated to those several functions based on the relative attribution of employee efforts and/or in some instances based on the proportion of office space used.

Accounting for Uncertainty in Income Taxes

The Christophers recognizes the effect of income tax positions only if those positions are more likely than not to be sustained. Management has determined that the Christophers had no uncertain tax positions that would require financial statement recognition. The Christophers is no longer subject to examinations by the applicable taxing jurisdictions for periods prior to 2014.

Deferred Rent

Rent expense is amortized ratably over the lease term. Deferred rent represents the difference between the cash payments for the office lease and the amounts expensed in the financial statements which, pursuant to U.S. GAAP is computed on a straight-line basis over the lease term.

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

2. Summary of Significant Accounting Policies *(continued)*

Deferred Lease Costs

Deferred lease costs represent lease modification costs incurred in connection with the extension of The Christophers' office lease which is being amortized on a straight-line basis over the lease term.

Subsequent Events Evaluation by Management

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which date is October 30, 2018.

Reclassifications

Certain prior period information has been reclassified to conform to current year presentation.

3. Investments and Fair Value Measurements

The following are the major categories of financial instruments measured at fair value based on inputs at December 31:

| | 2017 | | | Total |
|--|--|--|--|-------------|
| | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) | |
| Level 1 money market investments | \$ 1,970,288 | \$ - | \$ - | \$1,970,288 |
| Investments in common stock | 2,120,119 | - | - | 2,120,119 |
| Mutual Funds | 815,580 | - | - | 815,580 |
| Government and agency bonds | - | 617,038 | - | 617,038 |
| Corporate bonds | - | 787,865 | - | 787,865 |
| Beneficial interests in trust | - | - | 55,566 | 55,566 |
| Total at Fair Value | \$ 4,905,987 | \$ 1,404,903 | \$ 55,566 | 6,366,456 |
| Interest & dividend receivable | | | | 10,747 |
| Total Investments and Value of Beneficial Interest in Trust | | | | \$6,377,203 |

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

3. Investments and Fair Value Measurements (continued)

| | 2016 | | | Total |
|--|--|---|---------------------------------------|--------------------|
| | Quoted | Significant Other Observable Inputs | Significant Unobservable Inputs | |
| | Prices in Active Markets for Identical Assets (Level 1) | | | |
| | (Level 1) | (Level 2) | (Level 3) | |
| Level 1 money market investments | \$ 2,441,257 | \$ - | \$ - | \$2,441,257 |
| Investments in common stock | 1,331,224 | - | - | 1,331,224 |
| Mutual Funds | 1,073,214 | - | - | 1,073,214 |
| Government and agency bonds | - | 815,923 | - | 815,923 |
| Corporate bonds | - | 705,906 | - | 705,906 |
| Beneficial interests in trust | - | - | 52,507 | 52,507 |
| Total at Fair Value | <u>\$ 4,845,695</u> | <u>\$ 1,521,829</u> | <u>\$ 52,507</u> | 6,420,031 |
| Interest & dividend receivable | | | | 9,496 |
| Total Investments and Value of Beneficial Interest in Trust | | | | <u>\$6,429,527</u> |

The following table summarizes the investment return for the year ending December 31:

| | 2017 | 2016 |
|---|-------------------|-------------------|
| Dividend and interest income | \$ 109,643 | \$ 100,073 |
| Realized and unrealized gain on investments | <u>353,638</u> | <u>81,260</u> |
| | 463,281 | 181,333 |
| Investment fees | <u>(43,518)</u> | <u>(39,988)</u> |
| | <u>\$ 419,763</u> | <u>\$ 141,345</u> |

4. Beneficial Interests in Trust

The Christophers was also a beneficiary of a charitable trust during the year. The Christophers receives annual distributions which are included in unrestricted income. Future distributions from the trusts are subject to the Christophers' continuing to exist and function. The trust was held and managed by independent corporate trustees. The remaining permanently restricted trust amounts to \$55,566 and \$52,507 at December 31, 2017 and 2016, respectively.

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

4. Beneficial Interests in Trust *(continued)*

The trusts are invested in marketable equity and debt securities. The following is a reconciliation of the beginning and ending balances of beneficial interests, for the years ending December 31:

| | <u>2017</u> | <u>2016</u> |
|---|------------------|------------------|
| Total beginning balance | \$ 52,507 | 53,104 |
| Changes in beneficial interests included in change in net assets | <u>3,059</u> | <u>(597)</u> |
| Total ending balance | <u>\$ 55,566</u> | <u>\$ 52,507</u> |

5. Property and Equipment

Property and equipment consist of the following at December 31:

| | <u>2017</u> | <u>2016</u> |
|--------------------------|------------------|------------------|
| Leasehold improvements | \$ 37,580 | \$ 37,580 |
| Equipment | <u>115,258</u> | <u>115,258</u> |
| | 152,838 | 152,838 |
| Accumulated depreciation | <u>(135,301)</u> | <u>(131,543)</u> |
| | <u>\$ 17,537</u> | <u>\$ 21,295</u> |

6. Endowment Funds

The Christophers is a beneficiary of a permanently restricted beneficial interest in a trust which is a donor-restricted fund whose purpose is to provide long term support to the Christophers. In classifying such funds for financial statement purposes as either permanently restricted, temporarily restricted or unrestricted net assets, the Board looks to explicit directions of the donor where applicable and the applicable provisions the New York State Prudent Management of Institutional Funds Act ("NYPMIFA").

The Christophers, Inc.

Notes to Financial Statements
December 31, 2017 and 2016

7. Pension Plans

The Christophers participates in the Archdiocesan Pension Plan, a multi-employer defined benefit plan that is limited to eligible employees meeting the age and years of service requirements of the plan. Pension expense was \$77,587 and \$58,760 for the years ended December 31, 2017 and 2016. The Archdiocesan Plan is currently under funded by an undetermined amount. The Christophers' management has not evaluated the effect of such under funding on future contributions but believes that any increased contributions will not materially affect the Christophers' financial condition or liquidity in the near term.

8. Commitments and Contingencies

The Christophers is obligated under an operating lease which includes escalations for its executive and administrative offices. The lease expires on September 11, 2021.

Minimum future obligations under the lease are as follows:

| | |
|------|-------------------|
| 2018 | \$ 141,181 |
| 2019 | 144,804 |
| 2020 | 148,526 |
| 2021 | <u>113,531</u> |
| | <u>\$ 548,042</u> |

Rent expense net of deferred rent amounted to \$115,328 and \$114,189 for the year ending December 31, 2017 and 2016.

9. Related Party Transactions

The Christophers incurred legal fees and related disbursements of approximately \$94,000 and \$90,000 in 2017 and 2016, respectively for services rendered by a firm in which one member is a board member and officer of the Christophers. The Christophers incurred \$8,250 and \$17,000 in 2017 and 2016, respectively for consulting services from a board member. One employee is a board member, who received a salary compensation of \$120,327 in 2017 and 2016, respectively.

10. Major Contributors

For the year ended December 31, 2017, three gifts totaling \$275,899 comprised approximately 50% of total contributions. These gifts have no restrictions on their use.

For the year ended December 31, 2016, three gifts totaling \$473,309 comprised approximately 76% of total contributions. These gifts have no restrictions on their use.

* * * * *