

**INDIANA STATE NURSES ASSOCIATION**

**FINANCIAL STATEMENTS**

**DECEMBER 31, 2006 AND 2005**



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**INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
Indiana State Nurses Association:

We have audited the statements of financial position of Indiana State Nurses Association, Inc. (an Indiana non-profit corporation) as of December 31, 2006 and 2005, and the related statements of activities and changes in net assets and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these 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 financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the 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 that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Indiana State Nurses Association as of December 31, 2006 and 2005, and the results of its activity and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary statements are presented for the purpose of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

*Ent & Imler CPA Group, P.C.*

ENT & IMLER CPA GROUP, P.C.

Indianapolis, Indiana  
February 1, 2007

**INDIANA STATE NURSES ASSOCIATION**

**STATEMENTS OF FINANCIAL POSITION**

**DECEMBER 31, 2006 AND 2005**

**ASSETS**

	<u>2006</u>	<u>2005</u>
<b>CURRENT ASSETS:</b>		
Cash - checking	\$ 28,434	\$ 26,498
Cash - savings and money market	83,593	15,237
Accounts receivable	3,459	1,018
Receivable - ISNAP program	68,145	62,139
Certificates of deposit	145,137	142,181
Book inventory	-	17,397
Prepaid expenses	<u>10,573</u>	<u>7,641</u>
Total Current Assets	<u>339,341</u>	<u>272,111</u>
<b>FIXED ASSETS, at cost:</b>		
Land	25,000	25,000
Buildings	125,000	125,000
Building improvements	84,021	80,710
Equipment	<u>68,771</u>	<u>77,596</u>
	302,792	308,306
Less: accumulated depreciation	<u>(236,221)</u>	<u>(234,891)</u>
Total Property and Equipment, net	<u>66,571</u>	<u>73,415</u>
<b>INVESTMENTS:</b>		
Marketable securities	<u>16,756</u>	<u>15,917</u>
	<u>\$ 422,668</u>	<u>\$ 361,443</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDIANA STATE NURSES ASSOCIATION**

**STATEMENTS OF FINANCIAL POSITION**

(Continued)

DECEMBER 31, 2006 AND 2005

**LIABILITIES AND NET ASSETS**

	<u>2006</u>	<u>2005</u>
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 6,123	\$ 1,416
Bank of America payable	5,395	5,395
PAC payable	60	99
Regional dues payable	-	5,928
ANA dues payable	6,755	11,996
Center for American Nurses dues payable	3,724	-
Growth and Development Fund payable	21,372	-
ISNAP Assistance Fund payable	9,404	-
Rent deposits payable	978	978
Accrued property taxes	2,500	1,231
Accrued ISNAP benefits	21,501	-
Unearned revenue	<u>13,671</u>	<u>7,003</u>
Total Current Liabilities	<u>91,483</u>	<u>34,046</u>
<b>LONG-TERM DEBT</b> , net of current maturities:		
Bank of America payable	<u>-</u>	<u>5,396</u>
Total Liabilities	<u>91,483</u>	<u>39,442</u>
<b>NET ASSETS:</b>		
Unrestricted	<u>331,185</u>	<u>322,001</u>
Total Net Assets	<u>331,185</u>	<u>322,001</u>
	<u>\$ 422,668</u>	<u>\$ 361,443</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDIANA STATE NURSES ASSOCIATION**

**STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS**

**YEARS ENDED DECEMBER 31, 2006 AND 2005**

	<u>2006</u>	<u>2005</u>
<b><u>UNRESTRICTED NET ASSETS</u></b>		
<b>SUPPORT AND REVENUE:</b>		
Program services (Schedule I)	\$ 474,878	\$ 235,231
Supporting services (Schedule I)	150,117	151,661
Other revenues (Schedule I)	<u>78,378</u>	<u>48,595</u>
Total Unrestricted Support and Revenue	<u>703,373</u>	<u>435,487</u>
<b>EXPENSES:</b>		
Program services (Schedule II)	447,351	200,294
Supporting services (Schedule II)	<u>246,838</u>	<u>229,939</u>
Total Unrestricted Expenses	<u>694,189</u>	<u>430,233</u>
<b>CHANGE IN UNRESTRICTED NET ASSETS</b>	9,184	5,254
<b>NET ASSETS, beginning of year</b>	<u>322,001</u>	<u>316,747</u>
<b>NET ASSETS, end of year</b>	<u>\$ 331,185</u>	<u>\$ 322,001</u>

See independent auditors' report and accompanying notes to the financial statements.

# INDIANA STATE NURSES ASSOCIATION

## STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2006 AND 2005

	<u>2006</u>	<u>2005</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>		
Change in unrestricted net assets	\$ 9,184	\$ 5,254
Adjustments to reconcile change in unrestricted net assets to net cash provided by operations:		
Depreciation	12,796	8,500
Unrealized gains	(839)	(2,157)
Loss on disposal of assets	452	-
Increase (decrease) in:		
Accounts receivable	(2,441)	(808)
Receivable - ISNAP	(6,006)	(62,139)
Book inventory	17,397	856
Prepaid expenses	(2,932)	(4,185)
Increase (decrease) in:		
Accounts payable	4,707	888
MBNA payable	(5,396)	(5,395)
PAC payable	(39)	51
Regional dues payable	(5,928)	440
ANA dues payable	(5,241)	(717)
Center for American Nurses payable	3,724	-
Growth and Development Fund payable	21,372	-
ISNAP Assistance Fund payable	9,404	-
Security deposits payable	-	9
Property tax payable	1,269	-
Accrued benefits	21,501	-
Unearned revenue	6,668	(8,669)
	<u>79,652</u>	<u>(68,072)</u>
<b>NET CASH PROVIDED BY OPERATING ACTIVITIES</b>		
	<u>79,652</u>	<u>(68,072)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Capital expenditures	(6,656)	(32,486)
Proceeds on sale of equipment	252	-
Proceeds (purchases) of certificates of deposit	(2,956)	76,307
	<u>(9,360)</u>	<u>43,821</u>
<b>NET CASH USED BY INVESTING ACTIVITIES</b>		
	<u>(9,360)</u>	<u>43,821</u>
<b>INCREASE (DECREASE) IN CASH</b>	70,292	(24,251)
<b>CASH, beginning of year</b>	<u>41,735</u>	<u>65,986</u>
<b>CASH, end of year</b>	<u>\$ 112,027</u>	<u>\$ 41,735</u>

See independent auditors' report and accompanying notes to the financial statements.

# **INDIANA STATE NURSES ASSOCIATION**

## **NOTES TO FINANCIAL STATEMENTS**

**DECEMBER 31, 2006 AND 2005**

### **NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

#### **General Purpose**

The Indiana State Nurses Association, Inc. (the "Association") is a statewide organization founded in 1903 to foster high standards of nursing, to promote the professional and educational development of nurses while advancing their welfare, to work for the improvement of health standards, and to work for the availability of health care services for all people.

#### **Basis of Accounting**

The financial statements of the Association have been prepared on the accrual basis, except for membership dues, which are recorded as income when received. However, the differences in amounts are not material to these financial statements since most members pay on a monthly basis.

#### **Financial Statement Presentation**

The Association elected to adopt Statement of Financial Standards (SFAS) No. 117, "Financial Statements of Not-for-Profit Organizations". Under SFAS No. 117, the Association is required to report information regarding its financial position and activities according to three classes of net assets: Unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. In addition, the Association is required to present a statement of cash flows.

#### **Cash**

For purposes of the statement of cash flows, the Association considers all short-term debt securities purchased with a maturity of three months or less to be cash equivalents. There was no cash paid for interest and income taxes for 2006 and 2005.

#### **Accounts Receivables**

Accounts receivable represented reimbursement for administrative services, exhibitor receipts for the convention, and purchase of labels. Normal accounts receivables are due within 30 days after the issuance of the invoice. Receivables past due more than 120 days are considered delinquent. Delinquent receivables may be charged to bad debt expense based upon a periodic review of the accounts. At December 31, 2006 and 2005, no allowance for uncollectible accounts was considered necessary.

#### **Book Inventory**

Inventory consists of publications of the Association's 100-year history. They are recorded at the lower of cost or market, determined by the first-in, first-out method for 2005. In 2006 management determined that the history book inventory has become obsolete and has decided to write off the entire amount.

### Investments

The Association elected to adopt SFAS No. 124, "Accounting for Certain Investments Held by Not-for-Profit Associations," in 1996. Under SFAS No. 124, investments in mutual funds with readily determinable fair value are reported at their fair values in the statement of financial position. Unrealized gains and losses are included in the Statement of Activities.

### Net Assets

The financial statements report amounts separately by class of net assets:

#### Unrestricted net assets

Unrestricted amounts are those, which are currently available by the Board for use in the Association's activities.

#### Temporarily restricted net assets

Temporarily restricted expendable amounts are those, which are restricted by donors for specific purposes. As of December 31, 2006 and 2005, there were no temporarily restricted net assets.

#### Permanently restricted net assets

Permanently restricted amounts are those, which are subject to donor-imposed stipulations that require that they be maintained permanently by the Foundation. Generally, the donors of these assets permit the use of all or part of the income earned on the related investments for general or specific purposes. The Association does not have any permanently restricted net assets as of December 31, 2006.

### Member Billing System

The Association is responsible for all member dues billing and collections, including the American Nurses Association (ANA) assessment, Center for American Nurses assessment and the state of Indiana assessment. The Association collects the membership dues from its members and remits a portion of the collected monies to both the ANA and the Center for American Nurses.

The Association charges a minimal service fee for handling the billing, collection and remittance procedures for the semi-annual and electronic transfer payment plans. This amount is reflected in the marketing program revenues in the accompanying financial statements.

### Accounting Estimates

Management uses estimates and assumptions in preparing financial statements in conformity with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and reported revenues and expenses. Actual results could differ from those estimates.

### Membership Marketing

The Association expenses membership marketing costs as they are incurred. Membership marketing expense was \$4,715 and \$6,593 for the years ended December 31, 2006 and 2005, respectively. The 2006 and 2005 amount includes web-site maintenance and updates performed by an outside consultant.

### Impairment of Long-Lived Assets

Each year, the Association evaluates whether there has been an impairment that is other than temporary in any of its long-lived assets. An impairment in value is considered to have occurred when the undiscounted future net operating cash flows associated with the long-lived assets are not sufficient to cover the carrying value of the long-lived assets. If it is determined that an impairment in value has occurred, the carrying value will be written down to the present value of the future operating cash flows to be generated by the long-lived assets. Management has determined that no impairment existed as of December 31, 2006.

### Program Expenses

Except for the Indiana State Nurses Assistance Program (Note 10), the Association recognizes only the expenses that are directly related to a program as program expenses. All indirect expenses are reported as Supporting Services in the Statement of Expenses and none are allocated to the programs. Indirect expenses consist of salaries and personnel costs, occupancy costs, general and administrative expenses and depreciation expenses.

## **NOTE 2 – DESCRIPTION OF PROGRAM AND SUPPORTING SERVICES**

### Association Governance

To promote the general health and welfare of the public through association programs, activities, and relationships.

### Education

To provide for the continuing professional development and practice demands of nurses. To promote appropriate standard of nursing practice, nursing education and nursing services as defined by the American Nurses' Association.

### Practice Programs

To assist individual members to improve professional practice and development within a specific clinical or functional area.

### Governmental Affairs

To promote legislation and to speak for nurses in regard to legislative action.

### Workplace Issues

To promote issues that relate to the nurses' workplace and working conditions.

### Marketing Program

To promote membership in the professional association and to inform members of the Association's activities.

### Endorsed Programs

Include royalty income received on credit card arrangements using the Association's name. The Association receives a minimal percentage of gross purchases. The revenue is used to accomplish the Associations' general purpose.

### Membership Dues

Dues paid by individuals for membership in the Association. Revenue is used to offset administrative expenses and accomplish the Association's general purpose.

## **NOTE 3 – PROPERTY, FURNITURE AND EQUIPMENT**

Depreciation of property, furniture and equipment is computed based upon the estimated useful lives of the assets using both accelerated and straight-line methods. The estimated useful lives for the more significant items within each property classification are as follows:

Building	20 years
Building improvements	10-31 years
Equipment	5-7 years

Expenditures for property, furniture and equipment and for renewals or betterments which extend the originally estimated economic life of the assets are capitalized. Expenditures for maintenance and repairs are charged to expense. When an asset is retired or otherwise disposed of, the cost and accumulated depreciation are removed from the accounts and any gain or loss is included in the statement of activity.

Depreciation expense was \$3,027 and \$2,855 for supporting services and \$9,769 and \$5,645 for the ISNAP program for the years ended December 31, 2006 and 2005, respectively

## **NOTE 4 – CONCENTRATIONS**

The membership of the Association is primarily made up of nurses in the state of Indiana. Membership dues constitute 21% and 36% of total support for the Association for 2006 and 2005, respectively.

## **NOTE 5 – INCOME TAX**

The Association is exempt from federal income taxes under Section 501(c)(6) of the U.S. Internal Revenue Code and accordingly, no provision for corporate federal income taxes on exempt purpose activities is required.

## NOTE 6 - INVESTMENTS

Investments are stated at fair value and consist of certificate of deposit and marketable securities. Fair values and unrealized gains (losses) at December 31, 2006 and 2005 are summarized as follows:

	<u>2006</u>		Unrealized
	<u>Cost</u>	<u>Fair Value</u>	Gain (Loss)
Certificate of Deposit	\$ 145,137	\$ 145,137	\$ -
Marketable Securities	<u>11,691</u>	<u>16,756</u>	<u>5,065</u>
	<u>\$ 156,828</u>	<u>\$ 161,893</u>	<u>\$ 5,065</u>
	<u>2005</u>		Unrealized
	<u>Cost</u>	<u>Fair Value</u>	Gain (Loss)
Certificate of Deposit	\$ 142,181	\$ 142,181	\$ -
Marketable Securities	<u>11,691</u>	<u>15,917</u>	<u>4,226</u>
	<u>\$ 153,872</u>	<u>\$ 158,098</u>	<u>\$ 4,226</u>

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended:

	<u>2006</u>	<u>2005</u>
Investment income	\$ 8,671	\$ 6,507
Unrealized gain (loss)	<u>839</u>	<u>2,157</u>
Total investment return	<u>\$ 9,510</u>	<u>\$ 8,664</u>

Interest rates and maturity dates of certificates of deposit held as of December 31, 2006 were as follows:

<u>Dates of Maturity</u>	<u>Interest Rate</u>	<u>Amount</u>
6/13/2007	4.98%	\$ 75,137
4/5/2007	4.95%	<u>70,000</u>
Total outstanding		<u>\$ 145,137</u>

## **NOTE 7 – RENTAL INCOME**

The Association receives rental income from the lease of space in its administrative offices under leases that expire on various dates through 2007. The leases are generally renewed on an annual basis. The Association also maintains a lease agreement whereby it receives lawn maintenance in exchange for the uses of its garage facility for storage. The agreement may be terminated upon written notice by either party at any time.

## **NOTE 8 - PROFIT SHARING PLAN**

The Association has a Simplified Employee Pension Plan, which covers substantially all employees. Pension plan expense amounted to \$19,819 and \$6,927 for the years ended December 31, 2006 and 2005, respectively.

## **NOTE 9 – CONCENTRATION OF CREDIT RISK**

Financial instruments that potentially subject the Association to concentrations of credit risk consist principally of temporary cash investments and trade accounts receivable. Concentrations of credit risk with respect to trade receivables are limited due to the small amounts of small balanced receivables. As of December 31, 2006 and 2005, the Association had no significant concentrations of credit risk.

## **NOTE 10 – INDIANA STATE NURSES ASSISTANCE PROGRAM (ISNAP)**

Beginning August 1, 2005, the Association contracted with the state of Indiana to administer the ISNAP program. This contract is a two year contract that may be renewed for an additional two years and may include an increase of 5% of the contract amount. The contract shall not exceed \$840,000 during the initial contract period. The Association will bill the State for monitoring of participants at \$77 per month, per participant. As of December 31, 2006, the Association had a receivable of \$68,145, which is reported in the statements of financial position. All expenses for ISNAP including staff, benefits, supplies, equipment, administration, and overhead are allocated directly to ISNAP.

The program is designed to provide a confidential, non-punitive, therapeutic approach to substance use, abuse and chemical dependency for licensed nurses through early intervention to decrease the time between the acknowledgment of the problem and entry into recovery.

The ISNAP Assistance Fund was established in 2006 from the net income from the Program's annual workshop. Program participants may apply for assistance with expenses associated with the monitoring process.

## **NOTE 11 – GROWTH AND DEVELOPMENT FUND**

The Association's members approved amendments to the Association's Bylaws at the annual meeting in 2005 which eliminated regions as dedicated geographic areas. The regions had to divest their financial reserves to another not-for-profit organization. Several regions sent a portion of their reserves to the Association for the establishment of a Growth and Development Fund. This fund will be utilized to cover expenses for the newly created chapters of the Association.

**NOTE 12 – RECLASSIFICATION**

Certain balances have been reclassified to conform with the current year presentation with no effect on changes in net assets.

**INDIANA STATE NURSES ASSOCIATION**  
**SCHEDULE OF SUPPORT AND REVENUE**  
**YEARS ENDED DECEMBER 31, 2006 AND 2005**

	<u>2006</u>	<u>2005</u>
<b>Program Services:</b>		
Association governance:		
Meeting of the members	\$ 4,679	\$ 10,338
Education:		
Committee on Approval	20,508	18,092
Other	3,763	364
Practice programs	705	270
Governmental affairs:		
Legislative conference	2,110	2,770
Workplace issues	-	539
Marketing program:		
ISNA Bulletin	70	70
Member billing system	3,491	3,897
Other	530	992
Continuing education	2,740	-
ISNAP program	398,706	152,999
Endorsed programs	<u>37,576</u>	<u>44,900</u>
Total Program Services	<u>474,878</u>	<u>235,231</u>
<b>Supporting Services:</b>		
Membership dues	294,867	307,744
American Nurses Association assessment	(91,772)	(148,054)
Center for American Nurses assessment	(50,598)	-
Regional dues	<u>(2,380)</u>	<u>(8,029)</u>
Total Supporting Services	<u>150,117</u>	<u>151,661</u>
<b>Other Revenues:</b>		
Occupancy	17,620	17,686
Interest	236	163
Investment income	8,671	6,507
Unrealized gains on investments	839	2,157
Loss on disposal of assets	(452)	-
Miscellaneous	<u>51,464</u>	<u>22,082</u>
Total Other Revenues	<u>78,378</u>	<u>48,595</u>
Total Revenues	<u>\$ 703,373</u>	<u>\$ 435,487</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDIANA STATE NURSES ASSOCIATION****SCHEDULE OF EXPENSES****YEARS ENDED DECEMBER 31, 2006 AND 2005**

	<u>2006</u>	<u>2005</u>
<b>Program Services:</b>		
Association governance:		
Meeting of the members	\$ 2,259	\$ 10,624
Other	19,780	1,942
Education:		
Committee on Approval	1,749	793
Practice programs	409	195
Governmental affairs	25,937	25,822
Workplace issues	174	2,666
Marketing program:		
ISNA Bulletin	638	1,940
Member billing system	10,552	7,952
Other	4,077	4,652
Continuing education	2,254	-
ISNAP program	<u>379,522</u>	<u>143,708</u>
 Total Program Services	 <u>447,351</u>	 <u>200,294</u>
<b>Supporting Services:</b>		
Personnel	190,731	179,998
Occupancy	20,185	16,302
General and Administrative	29,233	28,504
Depreciation	3,027	2,855
ANA Obligations	<u>3,662</u>	<u>2,280</u>
 Total Supporting Services	 <u>246,838</u>	 <u>229,939</u>
 Total Expenses	 <u>\$ 694,189</u>	 <u>\$ 430,233</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDIANA STATE NURSES ASSOCIATION****SCHEDULES OF PROGRAM SERVICES' REVENUE AND EXPENSES****YEARS ENDED DECEMBER 31, 2006 AND 2005**

	<u>2006</u>	<u>2005</u>
<b>Program Services:</b>		
Association governance:		
Meeting of the members revenue	\$ 4,679	\$ 10,338
Meeting of the members expense	<u>(2,259)</u>	<u>(10,624)</u>
Net Expenses	<u>2,420</u>	<u>(286)</u>
Other revenue	-	-
Other expenses	<u>(19,780)</u>	<u>(1,942)</u>
Net Expenses	<u>(19,780)</u>	<u>(1,942)</u>
Net Expenses on Association Governance	<u>\$ (17,360)</u>	<u>\$ (2,228)</u>
Education:		
Committee on Approval revenue	\$ 20,508	\$ 18,092
Committee on Approval expenses	<u>(1,749)</u>	<u>(793)</u>
Net Revenue	<u>18,759</u>	<u>17,299</u>
Other revenue	3,763	364
Other expenses	<u>-</u>	<u>-</u>
Net Revenue	<u>3,763</u>	<u>364</u>
Net Revenue on Education	<u>\$ 22,522</u>	<u>\$ 17,663</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDIANA STATE NURSES ASSOCIATION****SCHEDULES OF PROGRAM SERVICES' REVENUE AND EXPENSES**

(Continued)

**YEARS ENDED DECEMBER 31, 2006 AND 2005**

	<u>2006</u>	<u>2005</u>
Practice Programs:		
Practice program revenue	\$ 705	\$ 270
Practice program expenses	<u>(409)</u>	<u>(195)</u>
Net Revenue on Practice Programs	<u>\$ 296</u>	<u>\$ 75</u>
Governmental Affairs:		
Governmental revenue	\$ 2,110	\$ 2,770
Governmental expenses	<u>(25,937)</u>	<u>(25,822)</u>
Net Expenses on Governmental Affairs	<u>\$ (23,827)</u>	<u>\$ (23,052)</u>
Workplace Issues:		
Workplace issues revenue	\$ -	\$ 539
Workplace issues expense	<u>(174)</u>	<u>(2,666)</u>
Net Expenses on Workplace Issues	<u>\$ (174)</u>	<u>\$ (2,127)</u>
Marketing Program:		
ISNA Bulletin revenue	\$ 70	\$ 70
ISNA Bulletin expenses	<u>(638)</u>	<u>(1,940)</u>
Net Expenses	<u>(568)</u>	<u>(1,870)</u>
Member billing system revenue	3,491	3,897
Member billing system expenses	<u>(10,552)</u>	<u>(7,952)</u>
Net Expenses	<u>(7,061)</u>	<u>(4,055)</u>

See independent auditors' report and accompanying notes to the financial statements.

**INDIANA STATE NURSES ASSOCIATION****SCHEDULES OF PROGRAM SERVICES' REVENUE AND EXPENSES**

(Continued)

**YEARS ENDED DECEMBER 31, 2006 AND 2005**

	<u>2006</u>	<u>2005</u>
Other revenue	530	992
Other expenses	<u>(4,077)</u>	<u>(4,652)</u>
Net Expenses on Marketing Program	<u>\$ (3,547)</u>	<u>\$ (3,660)</u>
ISNAP Program:		
ISNAP program revenue	\$ 398,706	\$ 152,999
ISNAP program expenses	<u>(379,522)</u>	<u>(143,708)</u>
Net Revenue on ISNAP Program	<u>\$ 19,184</u>	<u>\$ 9,291</u>
Endorsed Programs:		
Endorsed programs revenue	\$ 37,576	\$ 44,900
Endorsed programs expenses	<u>-</u>	<u>-</u>
Net Revenue on Endorsed Programs	<u>\$ 37,576</u>	<u>\$ 44,900</u>
Continuing Education Offering #1		
Continuing education offering #1 revenue	\$ 15,465	\$ -
Continuing education offering #1 expenses	(6,095)	-
ISNAP Assistance fund	<u>(9,404)</u>	<u>-</u>
Net Expense on Continuing Education Offering #1	<u>\$ (34)</u>	<u>\$ -</u>
Continuing Education Offering #2		
Continuing education offering #2 revenue	\$ 2,740	\$ -
Continuing education offering #2 expenses	<u>(2,220)</u>	<u>-</u>
Net Revenue on Continuing Education Offering #2	<u>\$ 520</u>	<u>\$ -</u>

See independent auditors' report and accompanying notes to the financial statements.