

**AMERICAN CORPORATE PARTNERS, INC.**

Financial Statements and  
Independent Auditors' Report  
Years Ended  
December 31, 2017 and 2016

**AMERICAN CORPORATE PARTNERS, INC.**

Financial Statements  
Years Ended December 31, 2017 and 2016

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Accountants & Advisors

805 Third Avenue  
New York, NY 10022  
212.838-5100  
212.838.2676/ Fax  
www.rbsmllp.com

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
American Corporate Partners, Inc.

### *Report on the Financial Statements*

We have audited the accompanying statements of financial position of American Corporate Partners, Inc. as of December 31, 2017 and 2016, and the related statements of activities and cash flows for the years 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.

### *Auditor's 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 of material misstatement.

An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's 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 American Corporate Partners Inc. as of December 31, 2017 and 2016 and the changes in net assets and its cash flows for the years ended December 31, 2017 and 2016 in conformity with accounting principles generally accepted in the United States of America.

### ***Other Matter***

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses on page 14 is presented for purposes of additional analysis and is not a required part of the 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 financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the 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 financial statements as a whole.

RBSM LLP

New York, New York  
April 9, 2018

**AMERICAN CORPORATE PARTNERS, INC.**  
**STATEMENTS OF FINANCIAL POSITION**

|   | <u>December 31, 2017</u>   | <u>December 31, 2016</u>   |
|---|----------------------------|----------------------------|
| <b><u>ASSETS</u></b>                                |                            |                            |
| Cash and cash equivalents                           | \$ 3,476,449               | \$ 3,521,467               |
| Certificate of deposit - restricted                 | 303,758                    | 301,790                    |
| Prepaid expenses                                    | 27,154                     | 17,490                     |
| Leasehold improvements, furniture and equipment-net | <u>285,808</u>             | <u>326,033</u>             |
| <b>TOTAL ASSETS</b>                                 | <b>\$ <u>4,093,169</u></b> | <b>\$ <u>4,166,780</u></b> |
| <b><u>LIABILITIES AND NET ASSETS</u></b>            |                            |                            |
| Liabilities:  |                            |                            |
| Accounts payable and accrued expenses               | \$ <u>188,851</u>          | \$ <u>70,025</u>           |
| <b>TOTAL LIABILITIES</b>                            | <b><u>188,851</u></b>      | <b><u>70,025</u></b>       |
| Net Assets :  |                            |                            |
| Unrestricted  | <u>3,904,318</u>           | <u>4,096,755</u>           |
| <b>TOTAL NET ASSETS</b>                             | <b><u>3,904,318</u></b>    | <b><u>4,096,755</u></b>    |
| <b>TOTAL LIABILITIES AND NET ASSETS</b>             | <b>\$ <u>4,093,169</u></b> | <b>\$ <u>4,166,780</u></b> |

See accompanying notes to financial statements

**AMERICAN CORPORATE PARTNERS, INC.  
STATEMENTS OF ACTIVITIES**

|   | <b>Years ended December 31,</b> |                     |
|---|---------------------------------|---------------------|
|   | <b>2017</b>                     | <b>2016</b>         |
| <b><u>CONTRIBUTIONS AND PROGRAM REVENUES:</u></b>       |                                 |                     |
| Grants in cash  | \$ 3,362,753                    | \$ 3,352,251        |
| <b>TOTAL CONTRIBUTIONS</b>                              | <b>3,362,753</b>                | <b>3,352,251</b>    |
| <b><u>EXPENSES:</u></b>                                 |                                 |                     |
| <b>(See Schedule of Functional Expenses for detail)</b> |                                 |                     |
| Programs  | 3,210,551                       | 2,523,688           |
| Fundraising   | 29,126                          | -                   |
| Support services  | 320,154                         | 44,427              |
| <b>TOTAL EXPENSES</b>                                   | <b>3,559,831</b>                | <b>2,568,115</b>    |
| <b>CHANGE IN NET ASSETS BEFORE OTHER INCOME</b>         | (197,078)                       | 784,136             |
| <b><u>OTHER INCOME:</u></b>                             |                                 |                     |
| Interest income   | 4,641                           | 4,753               |
| <b>TOTAL OTHER INCOME</b>                               | <b>4,641</b>                    | <b>4,753</b>        |
| <b>CHANGE IN NET ASSETS - Unrestricted</b>              | (192,437)                       | 788,889             |
| <b>NET ASSETS, BEGINNING OF YEAR</b>                    | <b>4,096,755</b>                | <b>3,307,866</b>    |
| <b>NET ASSETS, END OF YEAR</b>                          | <b>\$ 3,904,318</b>             | <b>\$ 4,096,755</b> |

See accompanying notes to financial statements

**AMERICAN CORPORATE PARTNERS, INC.  
STATEMENTS OF CASH FLOWS**

|  | <b>Years Ended December 31,</b> |              |
|--|---------------------------------|--------------|
|  | <b>2017</b>                     | <b>2016</b>  |
| <b><u>OPERATING ACTIVITIES</u></b>   |                                 |              |
| CHANGE IN NET ASSETS   | \$ (192,437)                    | \$ 788,889   |
| Adjustments to reconcile change in net assets to cash<br>provided by ( used in ) operating activities: |                                 |              |
| Depreciation and amortization  | 54,617                          | 45,783       |
| Increase (decrease) in prepaid expenses  | (9,664)                         | 34,578       |
| Increase in accounts payable and accrued expenses  | 118,826                         | 39,109       |
|  | 163,779                         | 119,470      |
| NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES  | (28,658)                        | 908,359      |
| <b><u>INVESTING ACTIVITIES</u></b>   |                                 |              |
| Certificate of deposit - security for letter of credit   | (1,968)                         | (201,354)    |
| Purchase of furniture, equipment and website costs   | (14,392)                        | (306,895)    |
| NET CASH USED IN INVESTING ACTIVITIES  | (16,360)                        | (508,249)    |
| <b><u>FINANCING ACTIVITIES</u></b>   |                                 |              |
|  | -                               | -            |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS   | (45,018)                        | 400,110      |
| CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR   | 3,521,467                       | 3,121,357    |
| CASH AND CASH EQUIVALENTS, END OF YEAR   | \$ 3,476,449                    | \$ 3,521,467 |
| Cash Paid for:   |                                 |              |
| Interest   | \$ -                            | \$ -         |
| Taxes  | \$ -                            | \$ -         |

See accompanying notes to financial statements

American Corporate Partners, Inc.  
Notes to Financial Statements  
Years Ended December 31, 2017 and 2016

**NOTE A: DESCRIPTION OF THE ORGANIZATION**

American Corporate Partners ("ACP") is a New York City based non-profit organization incorporated in the State of New York in November 2007 and approved for 501(c)(3) status on September 12, 2008. ACP consists of two programs: The ACP Veteran Mentoring Program, and ACP AdvisorNet. Both programs are dedicated to helping service members and veterans of the armed services transition to the corporate environment. The ACP Veteran Mentoring Program provides current and past military members with mentoring and networking opportunities offered by employees of some of America's leading corporations and select universities. The Mentoring Program offers both local and national (long-distance) mentorships depending on geography and preferences. At the conclusion of 2017, approximately 2,800 veteran Proteges were paired with corporate Mentors throughout the United States. ACP expects this number of mentorships to increase significantly in the years ahead.

ACP's Veteran Mentoring Program provides a unique career development opportunity to veterans, from former enlisted members and officers to current Reservists and National Guard members who have served on active duty since 2001. The Mentoring Program also accepts applications from spouses of those service members severely wounded or killed while serving. ACP's Mentoring Program is not a jobs program; rather, it is designed to assist veterans in their career development.

On November 11th, 2011, ACP launched ACP AdvisorNet. ACP AdvisorNet is a free, online "Quick Question Community" connecting veterans and their family members with business leaders across the country. Through an interactive Q&A platform, veterans can ask questions about career development, employment and small business and receive advice from business professionals with expertise in a variety of different fields. ACP AdvisorNet is open to all current and former members of the U.S. Military and their immediate family, as well as business leaders nationwide looking to share their expertise and advice.

As of December 31, 2017, ACP's Corporate Partners included: 21st Century Fox, AECOM, AIG, American Academy of Orthopaedic Surgeons, Amgen, Aon, Arconic, AT&T, Axalta, BlackRock, Bloomberg, Bristol-Myers Squibb, Cargill, Caterpillar, CBS Veterans Network, The Coca-Cola Company, Colgate-Palmolive Company, Constellium, Credit Suisse, Deere & Company, Deloitte LLP, Disney, Eli Lilly and Company, Fidelity, General Motors & United Automobile Workers, Harvard University, Hospital Corporation of America, Hearst Corporation, The Home Depot, IBM, Intel Corporation, International Paper, Johnson & Johnson, Johnson Controls, Kaiser Permanente, Liberty Mutual Group, Lockheed Martin, MasterCard, Memorial Sloan-Kettering Cancer Center, MetLife, Morgan Stanley, MSC Industrial Supply, News Corporation, Northrop Grumman, Occidental Petroleum Corporation, Och-Ziff Capital Management Group, Partners Healthcare, PepsiCo, PNC, Pratt & Whitney, PwC, Raytheon, S&P Global, SKF, Tegna, TIAA, Time Inc., Travelers, UBS, UMB Financial Corporation, Unilever, University of Phoenix, University of Texas System, UPS, USAA, Visa, Vistra Energy, Wells Fargo, Westfield and Whirlpool.



American Corporate Partners, Inc.  
Notes to Financial Statements  
Years Ended December 31, 2017 and 2016

Funding for the organization has been obtained through a one-time contribution from ACP's Founder, Sidney E. Goodfriend, and through financial contributions from ACP's Corporate Partners and additional contributors.

**NOTE B: SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Presentation of Financial Statements**

The Financial Accounting Standards Board's guidance on, "Financial Statements of Not-for-Profit Organizations," requires that Net Assets be presented as being either unrestricted, temporarily restricted, or permanently restricted. Unrestricted net assets result from contributions whose use is not limited by the donor. Temporarily restricted net assets result from contributions whose use is limited by donor-imposed stipulations that either expire by passage of time or can be fulfilled and removed by actions of the organization pursuant to these restrictions. Permanently restricted net assets result from contributions whose use is limited by donor-imposed stipulations that neither expire by passage of time nor can be fulfilled or otherwise removed by the organization's actions.

**Accrual Basis**

The accompanying financial statements have been prepared on the accrual basis.

**Cash and Cash Equivalents**

The Company considers highly liquid financial instruments with maturities of three months or less at the time of purchase to be cash equivalents.

**Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America 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. Actual results could differ from those estimates.

**Revenue Recognition**

The organization's revenue is obtained through sponsorship from corporations. It is the policy of the organization to record these contributions when the pledges are received.

**Contributions and Grants**

All contributions and grants are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are restricted by the donor for future periods or for specific purposes are reported as temporarily restricted or permanently restricted support, depending on the nature of the restrictions. If a restriction is fulfilled in the same time period in which the contribution is received, the Organization reports the support as unrestricted. Otherwise, when a temporary restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

American Corporate Partners, Inc.  
Notes to Financial Statements  
Years Ended December 31, 2017 and 2016

**Contributed/ Donated Services**

Donated services are recognized as contributions in accordance with FASB ASC 958-605, *Not-for-Profit Entities Revenue Recognition*, if the services (a) create or enhance nonfinancial assets or (b) require specialized skills that are performed by people with those skills, and would otherwise be purchased by the Organization. They are recorded at their fair values in the period received. Volunteers also provided other services throughout the year that are not recognized as contributions in the financial statements since the recognition criteria under FASB ASC 958 were not met.

**Consideration of Credit Risk**

ACP maintains its cash in bank deposits at high credit quality financial institutions. The balances, at times, may exceed federally insured limits of \$250,000. At December 31, 2017 ACP cash balances exceeded the federal limits by \$3,226,449. At December 31, 2016 ACP cash balances exceeded the federal limits by \$3,271,467.

**Depreciation and Amortization**

Depreciation and amortization of furniture and equipment and web site costs are calculated over the estimated useful lives of the respective assets, 3-7 years, using the straight-line method.

**Allocation of Expenses**

The cost of providing various programs and other activities has been summarized on a functional basis in the Statements of Activities and in the Schedule of Functional Expenses. Accordingly, certain costs have been allocated among the programs and supporting services based on management's estimate of the benefit to the related program and supporting service and certain expenses are allocated to program, general and administrative and fundraising based on a percentage of space utilization. The allocation of expenses at December 31, 2017 were allocated in total at approximately 93% to program, 6% to support services and 1% to fundraising expenses. The allocation of expenses at December 31, 2016 were allocated in total at approximately 97% to program and 3% to support services.

**Income Taxes**

ACP is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, if income from certain activities not directly related to the Organization's tax-exempt purpose were received, it would be subject to taxation as unrelated business income. In addition, the Organization qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization that is not a private foundation under Section 509(a)(2). The Organizations' tax returns for the years 2014-2017 remain open to an Internal Revenue Service audit.

American Corporate Partners, Inc.  
Notes to Financial Statements  
Years Ended December 31, 2017 and 2016

**Fair Value of Financial Instruments**

The Company adopted the guidance in the Fair Value Measurements and Disclosure Topic of the Accounting Standards Codification for assets and liabilities measured at fair value on a recurring basis. This guidance establishes a common definition for fair value to be applied to existing generally accepted accounting principles that require the use of fair value measurements, establishes a framework for measuring fair value and expands disclosure about such fair value measurements. The adoption of this guidance did not have an impact on the Company's financial position or operating results, but did expand certain disclosures. The guidance defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Additionally, the guidance requires the use of valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs. These inputs are prioritized below:

Level 1: Quoted prices in active markets.

Level 2: Observable market-based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs for which there is little or no market data, which require the use of the reporting entity's own assumptions.

The fair values of financial assets of the company were determined using the following categories at December 31, 2017:

|  | Quoted<br>prices in<br>active<br>markets<br>(Level 1) | Significant<br>other<br>observable<br>inputs<br>(Level 2) | Value at<br>December 31,<br>2017 |
|--|---|---|----------------------------------|
| Certificate of Deposit -<br>Restricted | \$ 303,758  | -   | \$ 303,758                       |
| Cash Equivalents                       | 500,299   |   | 500,299                          |
|  | <u>\$ 804,057</u>                                     | <u>\$ -</u>   | <u>\$ 804,057</u>                |

The marketable securities presented above consist of a certificate of deposit which serves as collateral for a letter of credit required and evidenced in the Company's lease agreement. See Footnote D below for further details. This certificate of deposit matured on January 28, 2018 and bears interest at .65%, and has subsequently been renewed with a new maturity date of January 28, 2019.

Cash and cash equivalents of \$3,476,449, include money market securities (cash equivalents), of \$500,299, that are considered to be highly liquid and easily tradeable as of December 31, 2017. These securities are valued using inputs observable in active markets for identical securities and are therefore classified as Level 1 within our fair value hierarchy.

American Corporate Partners, Inc.  
Notes to Financial Statements  
Years Ended December 31, 2017 and 2016

The fair values of financial assets of the company were determined using the following categories at December 31, 2016:

|   | Quoted<br>prices in<br>active<br>markets<br>(Level 1) | Significant<br>other<br>observable<br>inputs<br>(Level 2) | Value at<br>December 31,<br>2016 |
|---|---|---|----------------------------------|
| Restricted Cash –<br>certificate of deposit | 301,790   | -   | 301,790                          |
| \$  | \$ 301,790  | \$ -  | \$ 301,790                       |

The marketable securities presented above consist of a certificate of deposit which serves as collateral for a letter of credit required and evidenced in the Company's lease agreement. See Footnote D below for further details. This certificate of deposit matured on January 28, 2017 and bears interest at .65%, and has subsequently been renewed with a new maturity date of January 28, 2018.

#### **Restrictions on Net Assets**

The Company has a restricted certificate of deposit which is held as collateral for a letter of Credit required by the leasing company where the Company resides. There are no other restrictions on net assets, revenues or expenses at the end of 2018 and 2017. The Statements of Financial Position and Statement of Activities is presented to reflect all net assets, revenues and expenses as either restricted or non- restricted.

#### **Recent Accounting Pronouncements**

In February 2016, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) "ASU 2016 – 02 Leases" intended to improve financial reporting about leasing transactions. The ASU affects all companies and other organization that lease assets such as real estate, and equipment, including office equipment.

The ASU will require organizations that lease assets—referred to as "lessees"—to recognize on the balance sheet the assets and liabilities for the rights and obligations created by those leases. Under the new guidance, a lessee will be required to recognize assets and liabilities for leases with lease terms of more than 12 months. Consistent with current Generally Accepted Accounting Principles (GAAP), the recognition, measurement, and presentation of expenses and cash flows arising from a lease by a lessee primarily will depend on its classification as a finance or operating lease. However, unlike current GAAP—which requires only capital leases to be recognized on the balance sheet—the new ASU will require both types of leases to be recognized on the balance sheet. The ASU on leases will take effect for non-public companies for fiscal years beginning after December 15, 2019, and for interim periods within fiscal years beginning after December 15, 2020. The Company is currently evaluating the impact of this ASU on its financial statements. Early adoption is permitted. The Company has not adopted this guidance for 2017 and is currently evaluating the impact of adopting this guidance.

American Corporate Partners, Inc.  
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In August 2016, the Financial Accounting Standards Board (FASB) issued an Accounting Standards Update (ASU) "ASU 2016 – 14 Not-for-Profit Entities – Presentation of Financial Statements of Not-for-Profit Entities. The main provisions of this Update, which amend the requirements for financial statements and notes in Topic 958, Not-for-Profit Entities, require an NFP; to present two classes of net assets rather than current requirement of three classes, which will be "net assets with donor restrictions" and "net assets without donor restrictions", modify the statement of activities as well for such changes to the net asset presentations, changes if the direct method of cash flows is presented, changes to the disclosures relating to governing board designations, appropriations and other self imposed limits on the use of resources without donor imposed restrictions, discuss how the NFP manages its liquid resources to meet cash needs for general expenditures, qualitative disclosures presenting how the cash needs are to be met for the next year, methods used to allocate costs among program and support functions, increased disclosures on underwater endowment funds, report investment return net of external and internal investment expenses as well as other narrow topic and specific changes to financial statement presentations and disclosures.

The amendments in this ASU 2016-14 are effective for annual financial statements issued for fiscal years beginning after December 15, 2017, and for interim periods within fiscal years beginning after December 15, 2018. Application to interim financial statements is permitted but not required in the initial year of application. Early application of the amendments in this ASU 2016-14 is permitted. The amendments in this Update should be initially adopted only for an annual fiscal period or for the first interim period within the fiscal year of adoption.

The amendments in this ASU 2016-14 should be applied on a retrospective basis in the year that the ASU 2016-14 is first applied. However, if presenting comparative financial statements, an NFP has the option to omit certain information. The Company has not adopted this guidance for 2017 and is currently evaluating the impact of adopting this guidance.

The Company does not believe any of the other recently issued but not yet effective accounting pronouncements once effective will have any effect on the Company's reporting needs.

**NOTE C: LEASEHOLD IMPROVEMENTS, FURNITURE, EQUIPMENT AND SOFTWARE**

Leasehold improvements, furniture, computer equipment and software are carried at cost.

Depreciation on Furniture, equipment and software is provided by the straight-line-method at rates calculated to amortize the cost over the estimated lives of the individual assets (3-7 years).

Leasehold improvements were recorded at cost when incurred. These costs are being amortized over the life of the lease (10 years).

American Corporate Partners, Inc.  
Notes to Financial Statements  
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Leasehold improvements, furniture, equipment and software consists of the following:

|                                     | December 31, |            |
|-------------------------------------|--------------|------------|
|                                     | 2017         | 2016       |
| Computer equipment                  | \$ 47,715    | \$ 38,967  |
| Office furniture                    | 232,094      | 226,451    |
| Office equipment                    | 103,677      | 103,677    |
| Database costs                      | (1) 142,000  | 142,000    |
| Leasehold improvements              | 26,402       | 26,402     |
| Less: accumulated depreciation      | (266,080)    | (211,464)  |
| Net computer equipment and software | \$ 285,808   | \$ 326,033 |

Depreciation expense for the years ended December 31, 2017 and 2016 was \$54,617 and \$45,783, respectively.

(1) The cost of the database was an in-kind contribution.

**NOTE D: COMMITMENTS**

The Company moved their office to a new location in November 2016. As a result they entered into a new lease, which commenced on November 1, 2016 and expires on October 31, 2026. The lease contains provisions for future rent increases, as well as certain rent free holiday provisions.

Future minimal lease payments are as follows:

For the years ended December 31,

|            |    |                  |
|------------|----|------------------|
| 2018       | \$ | 545,978          |
| 2019       |    | 595,612          |
| 2020       |    | 595,612          |
| 2021       |    | 602,911          |
| 2022       |    | 639,407          |
| Thereafter |    | <u>2,451,060</u> |
| Total      | \$ | <u>5,430,580</u> |

During fiscal years ended December 31, 2017 and 2016, the Company's rent expense was \$607,583 and \$332,858, respectively.

The new lease agreement also provides for a security deposit of \$300,000, which at December 31, 2017 was evidenced by a letter of credit collateralized by the Company's funds held in a deposit account. The letter of credit matures in January 2018, and is subject to automatic twelve month renewals through 2027, unless the financial institution renders a 60 day notice of non-renewal prior to the annual expiration date.

**NOTE E: RELATED PARTY TRANSACTIONS**

The founder of ACP, Sidney E. Goodfriend has contributed services and is taking no compensation for his services rendered.

Since inception, the Founder of ACP, Sidney E. Goodfriend contributed \$225,000 of personal funds to ACP.

**NOTE F: SUBSEQUENT EVENTS**

The Company has evaluated any other subsequent events through April 9, 2018, the financial statement issuance date.

**SUPPLEMENTARY FINANCIAL INFORMATION**



## SCHEDULE OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2017:

|                               | <u>Programs</u>     | <u>Fund<br/>Raising</u> | <u>Support<br/>Services</u> | <u>Total</u>        |
|-------------------------------|---------------------|-------------------------|-----------------------------|---------------------|
| Payroll and personnel costs   | \$ 2,398,880        | \$ 21,137               | \$ 163,534                  | \$ 2,583,551        |
| Professional fees             | 15,319              | 307                     | 21,874                      | 37,500              |
| Depreciation and amortization | 50,714              | 447                     | 3,457                       | 54,618              |
| Marketing and promotional     | 35,869              | 980                     | 82,904                      | 119,753             |
| Technology and web design     | 27,373              | 241                     | 1,866                       | 29,480              |
| Travel related expenses       | 26,287              | 232                     | 1,792                       | 28,311              |
| Rent and utilities            | 582,046             | 5,129                   | 39,679                      | 626,854             |
| Office and other              | 74,063              | 653                     | 5,048                       | 79,764              |
|                               | <u>\$ 3,210,551</u> | <u>\$ 29,126</u>        | <u>\$ 320,154</u>           | <u>\$ 3,559,831</u> |

## SCHEDULE OF FUNCTIONAL EXPENSES

For the Year Ended December 31, 2016:

|                               | <u>Programs</u>     | <u>Fund<br/>Raising</u> | <u>Support<br/>Services</u> | <u>Total</u>        |
|-------------------------------|---------------------|-------------------------|-----------------------------|---------------------|
| Payroll and personnel costs   | \$ 1,859,584        | \$ -                    | \$ 32,737                   | \$ 1,892,321        |
| Professional fees             | 31,544              | -                       | 555                         | 32,099              |
| Depreciation and amortization | 44,991              | -                       | 792                         | 45,783              |
| Marketing and promotional     | 47,656              | -                       | 839                         | 48,495              |
| Technology and web design     | 100,150             | -                       | 1,763                       | 101,913             |
| Travel related expenses       | 21,014              | -                       | 370                         | 21,384              |
| Rent and utilities            | 340,600             | -                       | 5,996                       | 346,596             |
| Office and other              | 78,149              | -                       | 1,375                       | 79,524              |
|                               | <u>\$ 2,523,688</u> | <u>\$ -</u>             | <u>\$ 44,427</u>            | <u>\$ 2,568,115</u> |