
Financial statements of Muslim Association of Canada

December 31, 2019

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Independent Auditor's Report

To the Board of Directors of the
Muslim Association of Canada

Qualified Opinion

We have audited the financial statements of Muslim Association of Canada (the "Association"), which comprise the statement of financial position as at December 31, 2019, and the statements of operations, changes in net assets and cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies (collectively referred to as the "financial statements").

In our opinion, except for the possible effects of the matter described in the *Basis for Qualified Opinion* section of our report, the accompanying financial statements present fairly, in all material respects, the financial position of the Association as at December 31, 2019, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.

Basis for Qualified Opinion

In common with many not-for-profit organizations, the Association derives revenue from donations the completeness of which is not susceptible to satisfactory audit verification. Accordingly, our verification of these revenues was limited to the amounts recorded in the records of the Associations and we were not able to determine whether any adjustments might be necessary to recorded revenue, the excess of revenues over expenses, and cash flows from operations for the years ended December 31, 2019, current assets as at December 31, 2019, and net assets as at January 1 and December 31 for the 2019 year.

We conducted our audit in accordance with Canadian generally accepted auditing standards ("Canadian GAAS"). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Association in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our qualified audit opinion.

Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Association's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Association or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Association's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian GAAS will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

- As part of an audit in accordance with Canadian GAAS, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit 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 Association's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Association's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Association to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

[REDACTED]

Chartered Professional Accountants
Licensed Public Accountants
Kitchener, Ontario
[REDACTED]

Muslim Association of Canada
Statement of financial position
As at December 31, 2019

	Notes	2019 \$	2018 \$
Assets			
Current assets			
Cash and cash equivalents		4,046,546	5,459,962
Accounts receivable	4	2,434,485	2,289,685
Deposits	5	432,007	236,331
Investments in marketable securities	6	1,636,948	2,157,359
Inventory		22,657	59,659
Prepaid and sundry		574,498	621,831
Loans receivable	10	339,306	273,000
		9,486,447	11,097,827
Investment in private companies	7	275,396	282,059
Capital assets	8	75,615,913	65,899,873
Intangible asset	9	—	74,709
		85,377,756	77,354,468
Liabilities			
Current liabilities			
Accounts payable and accrued liabilities		2,602,188	1,323,560
Advances payable	11	907,944	775,892
Deferred revenue		1,682,199	1,476,957
Current portion payable of long-term debt	12	1,222,341	902,760
		6,414,672	4,479,169
Long-term debt	12	22,569,325	18,395,369
Deferred revenue		1,019,926	1,071,736
Other liabilities		14,687	14,687
		30,018,610	23,960,961
Commitments and contingencies	14 and 15		
Net assets			
Net assets invested in capital assets		54,950,712	53,157,061
Unrestricted net assets		408,434	236,446
		55,359,146	53,393,507
		85,377,756	77,354,468

The accompanying notes are an integral part of the financial statements.

On behalf of the Board

_____, Director

_____, Director

Muslim Association of Canada
Statement of operations
Year ended December 31, 2019

	Schedule	2019 \$	2018 \$
Revenue			
School fees		11,776,582	10,922,631
Donations		10,478,094	9,943,191
Program activities		4,297,790	4,960,394
Government grants		4,341,481	2,999,450
Daycare and daycamp fees		1,436,018	1,329,633
Rental		1,344,011	1,375,826
Sundry		108,044	56,482
Investment income		74,565	78,471
		33,856,585	31,666,078
Expenses			
Expenses		28,548,217	24,541,650
Financing charges on long-term debt		904,140	752,353
Amortization of capital assets		2,436,753	2,120,241
Gain on disposal of capital assets		(19,900)	—
Loss on disposal of intangible asset		21,214	—
Unrealized loss (gain) on foreign exchange		522	(12,518)
		31,890,946	27,401,726
Excess of revenue over expenses		1,965,639	4,264,352

The accompanying notes are an integral part of the financial statements.

Muslim Association of Canada
Statement of changes in net assets
Year ended December 31, 2019

	Invested in capital assets	Unrestricted	2019 Total	2018 Total
	\$	\$	\$	\$
Balance, beginning of year	53,157,061	236,446	53,393,507	49,129,155
Excess of revenue over expenses	(5,865,605)	7,831,244	1,965,639	4,264,352
Investment in capital assets	12,152,793	(12,152,793)	—	—
Long-term debt financing	(7,649,500)	7,649,500	—	—
Long-term debt repayment	3,155,963	(3,155,963)	—	—
Balance, end of year	54,950,712	408,434	55,359,146	53,393,507

The accompanying notes are an integral part of the financial statements.

Muslim Association of Canada
Statement of cash flows
Year ended December 31, 2019

	2019 \$	2018 \$
Operating activities		
Excess of revenue over expenses	1,965,639	4,264,352
Non-cash items		
Unrealized loss (gain) on foreign exchange	522	(12,518)
Advances payable converted to donations	—	(50,000)
Share dividends received	(7,800)	(2,000)
Amortization of capital assets	2,436,753	2,120,241
Gain on disposal of capital assets	(19,900)	—
Loss on disposal of intangible asset	21,214	—
Bad debt expense	566,959	183,134
Changes in non-cash working capital items	474,021	(1,051,245)
	5,437,408	5,451,964
Investing activities		
Purchase of capital assets	(11,880,541)	(5,497,475)
Net proceeds from the purchase and sale of marketable securities	519,889	388,778
Net advance of loans receivable	(189,156)	—
Proceeds on disposal of capital asset	19,900	—
Proceeds on disposal of intangible asset	53,495	—
	(11,476,413)	(5,108,697)
Financing activities		
Repayment of advances payable	(527,000)	(745,000)
Increase in advances payable	659,052	428,141
Increase in long-term debt	7,649,500	2,502,500
Repayment of long-term debt	(3,155,963)	(788,074)
	4,625,589	1,397,567
Net (decrease) increase in cash and cash equivalents	(1,413,416)	1,740,834
Cash and cash equivalents, beginning of year	5,459,962	3,719,128
Cash and cash equivalents, end of year	4,046,546	5,459,962

The accompanying notes are an integral part of the financial statements.

1. Purpose and legal form of the Association

The Muslim Association of Canada (the "Association") was incorporated on August 8, 1997 as a not-for-profit corporation without share capital under the Canada Corporations Act. It was continued under Canada Not-for-Profit Corporations Act by Articles of Continuance issued on July 17, 2014. It is a registered charity under the Income Tax Act (Canada) and, accordingly, is exempt from income taxes, provided that certain requirements of the Income Tax Act (Canada) are met.

The Association thrives through its different chapters in most major Canadian cities to establish an Islamic presence that is balanced, constructive and integrated though distinct within the social fabric and culture of Canada. The Muslim Association of Canada ("MAC") is a community project driven organization at the service of local Muslim Canadian communities. MAC is active in the realm of education and operates many full time Canadian accredited Islamic schools and youth centres. The Association also operates cultural centers and mosques to provide cultural services and meet the religious, social and intellectual needs of all Canadians regardless of their ethnic or religious background.

2. Change in accounting policy

Effective January 1, 2019, the Association adopted Handbook Section 4433, *Tangible capital assets held by not-for-profit organizations* ("Section 4433") replacing Section 4431 on the same topic. Section 4433 provides additional guidance related to componentization of tangible capital assets consisting of significant separable component parts, the recognition of partial impairments when the conditions indicate a tangible capital asset is impaired and related impairment disclosures. In accordance with the transition provisions, the organization has applied Section 4433 prospectively with no impact on the disclosures or amounts recorded in the financial statements of the Association.

3. Significant accounting policies

These financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations. Significant accounting policies are described below.

(a) Use of estimates and measurement of uncertainty

The preparation of financial statements in conformity with Canadian accounting standards for not-for-profit organizations 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. Consequently, actual results could differ from those estimates. Significant areas of the financial statements requiring the use of management estimates include the determination of accrued liabilities and allowance for doubtful accounts. These estimates are reviewed periodically and adjustments are made, as appropriate, in the statement of operations in the year they become known.

3. Significant accounting policies (continued)

(b) Revenue recognition

The Association follows the deferral method of accounting for contributions. Restricted contributions are recognized as revenue in the year in which the related expenses are incurred. Unrestricted contributions are recognized as revenue when received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured.

Donations, bequests, pledges and other revenue

Donations, bequests, pledges and other revenue from special events are recorded on a cash basis. No accruals are made for monies pledged but not yet received. Donations in-kind are recorded as revenue at the fair value of the contribution at the date of contribution, if fair value can be reasonably measured.

School fee, program fees and daycare and daycamp fees

Revenue is recognized as service is rendered to the customer. Amounts billed or received in accordance with customer contracts that do not yet satisfy revenue recognition criteria are recorded as deferred revenue.

Rental income

The Association records base rents on a straight-line basis over the term of each lease. The excess of rents recognized over amounts contractually due pursuant to the underlying leases is included in tenant receivables on the balance sheet.

Government grants

Government grants are recorded in the financial statements when there is reasonable assurance that the Association has complied with all conditions necessary to obtain the grant.

(c) Contributed services

Volunteers assist the Association in carrying out its service delivery activities. Because of the difficulty of determining the fair value, contributed services are not recognized in the financial statements.

(d) Foreign currency translation

Monetary assets and liabilities denominated in foreign currencies are translated into Canadian dollars at the year-end exchange rate, non-monetary assets and liabilities are translated at the historical exchange rate, and revenue and expense items are translated in Canadian dollars at rates of exchange in effect at the related transaction dates. Exchange gains and losses arising from these transactions are included in the statement of operations during the period.

3. Significant accounting policies (continued)

(e) Capital assets

Capital assets are recorded at cost. Contributed capital assets are recorded at fair value at the date of contribution. Capital assets are amortized over their estimated useful lives according to the following methods and annual rates:

	Method	Rates %
Building	Declining balance	4
Furniture and fixtures	Straight-line	33
Computer equipment	Straight-line	33
Vehicle	Straight-line	33
Leasehold improvements	Straight-line	20

Costs incurred in renovating existing buildings are capitalized as construction in progress. Amortization for these costs commences once the asset is ready for use.

(f) Cash and cash equivalents

Cash and cash equivalents comprise cash and short-term investments with a term to maturity of three months or less at the date of acquisition.

(g) Intangible assets

Intangible assets are recorded at cost. Contributed intangible assets are recorded at fair value at the date of contribution.

The customer list is amortized on a rational and systematic basis based on the number of customer contracts. As the number of customers decreases, amortization is recognized.

(h) Financial instruments

Financial assets and financial liabilities are initially recognized at fair value when the Association becomes a party to the contractual provisions of the financial instrument. Subsequently, all financial instruments are measured at amortized cost except for cash and cash equivalents, and deposits, which are measured at fair value.

Interest earned on short-term investments and bonds, dividends received on unlisted shares, and realized gains and losses on sale of short-term investments and bonds are included in other income in the statement of operations.

Transaction costs related to financial instruments measured subsequent to initial recognition at fair value are expensed as incurred. Transaction costs related to other financial instruments are added to the carrying value of the asset or netted against the carrying value of the liability and are then recognized over the expected life of the instrument using the effective interest method. Any premium or discount related to an instrument measured at amortized cost is amortized over the expected life of the item using the effective interest method and recognized in the statement of operations as interest income or expense.

3. Significant accounting policies (continued)

(h) Financial instruments (continued)

With respect to financial assets measured at cost or amortized cost, the Association recognizes in the statement of operations an impairment loss, if any, when there are indicators of impairment and it determines that a significant adverse change has occurred during the period in the expected timing or amount of future cash flows. When the extent of impairment of a previously written-down asset decreases and the decrease can be related to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed in the period the reversal occurs.

(i) Investments in private companies

Investments subject to significant influence

The investment in [REDACTED] a private company, subject to significant influence is accounted for using the equity method. Under this method, the investment is initially recorded at cost and adjustments are made to include the Association's share of the investment's net earnings, which is recognized in the statement of operations. Management periodically analyzes the investment, and whenever the investment has declined below its carrying value and the decline is considered to be other than temporary, the carrying value of the investment is written down to its fair value and a loss in value is recognized in the statement of operations.

When the Association's share of losses exceeds its investments in a company subject to significant influence, the carrying amount of that investment is reduced to zero, and the recognition of any further share of losses is ceased except to the extent that the Association has an obligation or is engaged in any way to provide additional financial support to the company subject to significant influence.

Investments not subject to significant influence

The investment in the [REDACTED] not subject to significant influence is accounted for using the cost method. Management periodically analyzes the investment, and whenever the investment has declined below its carrying value and the decline is considered to be other than temporary, the carrying value of the investment is written down to its fair value and a loss in value is recognized in the statement of operations.

4. Accounts receivable

Sales tax receivable
[REDACTED] receivable
Tuition receivable
Other receivable

2019	2018
\$	\$
1,201,452	887,106
—	12,277
1,164,666	1,333,129
68,367	57,173
2,434,485	2,289,685

5. Deposits

The deposits balance represents amounts advanced for the purchase of capital assets and for services that have not yet been performed.

Muslim Association of Canada
Notes to the financial statements
December 31, 2019

6. Investments in marketable securities

	2019	2018
	\$	\$
Canadian money market term deposit	1,636,948	2,157,359

Investments in marketable securities consist of investments with a maturity of less than one year.

7. Investment in private companies

	2019	2018
	\$	\$
[REDACTED]	53,496	67,959
	221,900	214,100
	275,396	282,059

On March 1, 2008, the Association purchased 16 Class "A" common shares in [REDACTED] for consideration of \$160,000, representing 16% of the equity in [REDACTED]

On October 1, 2017, the Association received shares in [REDACTED] as a donation in kind with a value of \$212,000, representing a nominal ownership interest in the company.

On June 30, 2018, the Association received dividends in the form of additional shares in [REDACTED] with a value of \$2,000. The Association received a further \$7,800 in share dividends on June 30, 2019.

8. Capital assets

	Cost	Accumulated amortization	2019 Net book value	2018 Net book value
	\$	\$	\$	\$
Construction in progress	1,150,053	—	1,150,053	514,500
Land	30,502,593	—	30,502,593	23,844,895
Building	55,744,254	12,710,599	43,033,655	40,667,500
Furniture and fixtures	2,751,689	2,208,182	543,507	525,145
Computer equipment	1,398,285	1,229,216	169,069	219,353
Leasehold improvements	288,561	100,273	188,288	124,313
Vehicle	45,737	16,989	28,748	4,167
	91,881,172	16,265,259	75,615,913	65,899,873

Included in Construction in progress is \$272,252 of additions that are recorded in accounts payable at year end.

9. Intangible asset

	2019	2018
	\$	\$
Customer list	—	74,709

The customer list consists of alarm system accounts. The Association acquired the list on March 1, 2008, and at that time the Association and █████ entered into a management and service agreement. The customer list was sold back to █████ in 2019 for \$53,495 resulting in a loss of \$21,214.

10. Loans receivable

	2019	2018
	\$	\$
Non-interest bearing loans receivable, due on demand	339,306	273,000

Included in the loans receivable balance is a balance of \$189,000 due from Horizon Endowment, an entity that is related by common ownership. The balance has no specified terms of repayment and is non-interest bearing.

11. Advances payable

Advances payable represent amounts loaned to the Association by members of the Association. These amounts are non-interest bearing, unsecured and have no specific terms of repayment.

Muslim Association of Canada
Notes to the financial statements
December 31, 2019

12. Long-term debt

	2019	2018 \$
<p>██████████ Mortgage, repayable in monthly installments of \$11,001 bearing financing charges at 4.89%, maturing November 2023, secured by land and building with a carrying value of \$2,798,167 (\$2,849,403 in 2018)</p>	1,312,021	1,378,753
<p>██████████ Mortgage, repayable in monthly installments of \$10,736, bearing financing charges at 5.65%, maturing July 2023, secured by land and building with a carrying value of \$3,042,644 (\$3,119,504 in 2018)</p>	1,225,211	1,283,841
<p>██████████ Mortgage, repayable in monthly installments of \$10,516, bearing financing charges at 3.65%, maturing July 2024, secured by land and building with a carrying value of \$2,480,730 (\$2,527,430 in 2018).</p>	1,433,884	1,507,849
<p>Mortgage, repayable in monthly installments of \$14,604, bearing financing charges at 3.55%, maturing October 2020 secured by land and building with a carrying value of \$4,807,104 (\$4,872,739 in 2018)</p>	2,119,350	2,219,073
<p>Mortgage, repayable in monthly installments of \$8,645, bearing financing charges at 3.55%, maturing March 2025 secured by land and building with a carrying value of \$4,807,104 (\$4,872,739 in 2018)</p>	1,257,505	1,315,809
<p>Mortgage, repayable in monthly installments of \$15,579, bearing financing charges at 3.58%, maturing May 2019 secured by land and building with a carrying value of \$5,304,002 in 2018</p>	—	2,216,855
<p>Mortgage, repayable in monthly installments of \$23,524, bearing financing charges at 3.77%, maturing July 2024 secured by land and building with a carrying value of \$4,876,344 (\$4,841,203 in 2018).</p>	3,141,932	3,316,261
	10,489,903	13,238,441

12. Long-term debt (continued)

	2019	2018 \$
Carried forward	10,489,903	13,238,441
Mortgage, repayable in monthly installments of \$9,629, bearing financing charges at 4.25%, maturing December 2021 secured by land and building with a carrying value of \$2,325,694 (\$2,366,077 in 2018)	1,394,342	1,449,606
Mortgage, repayable in monthly installments of \$11,592 bearing financing charges at 4.4%, maturing June 2023, secured by land and building with a carrying value of \$5,023,997 (\$4,170,073 in 2018)	1,404,342	1,484,869
Mortgage, repayable in monthly installments of \$4,320, bearing financing charges at 4.00%, maturing February 2021, secured by land and buildings with carrying values of \$1,099,100 (\$1,122,488 in 2018).	599,665	626,065
Mortgage, repayable in monthly installments of \$20,012, bearing financing charges at 5.17%, maturing November 2023, secured by land and buildings with carrying value of \$3,833,068 (\$3,917,787 in 2018).	2,385,540	2,499,148
Mortgage, repayable in monthly installments of \$11,289, bearing financing charges at 4.73%, maturing March 2024, secured by land and buildings with carrying value of \$2,121,602 (\$nil in 2018).	1,402,240	—
Mortgage, repayable in monthly installments of \$46,428, bearing financing charges at prime plus 0.21%, maturing August 2024, secured by land and buildings with carrying value of \$5,760,746 (\$nil in 2018).	6,115,634	—
	23,791,666	19,298,129
Current portion of long-term debt	1,222,341	902,760
	22,569,325	18,395,369

Long-term debt principal repayments to be made over the next five years and thereafter are as follows:

	\$
2020	1,222,341
2021	1,773,807
2022	2,492,012
2023	6,169,099
2024	9,635,441
Thereafter	2,498,966
	23,791,666

12. Long-term debt (continued)

On March 8, 2018, the Association had an outstanding letter of credit of \$100,000.

The Association incurred financing charges of \$904,140 related to long-term debt for the year ended December 31, 2019 (\$752,353 in December 31, 2018).

Under the terms of the agreements, the Association must satisfy certain restrictive covenants with [REDACTED]. As at December 31, 2019, the Association is in compliance with the covenant with the [REDACTED]. The Association is not in compliance with the covenant with [REDACTED]; however, [REDACTED] has agreed to waive compliance with the covenant and as such, the debt continues to be presented as a long-term liability within the statement of financial position.

13. Financial instruments

Currency risk

The Association realizes revenue primarily in Canadian dollars and thus is not subject to significant foreign exchange fluctuations.

Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in market interest rates. The Association is exposed to interest rate risk arising from its investments, which bear interest at variable rates. The Association is not exposed to interest risk on its long-term debt as these amounts are set to be repaid at fixed rates.

Credit risk

Credit risk is the risk that counterparties fail to perform as contracted. The Association is not subject to any particular concentration of credit risk on accounts receivable given the size and diversity of individual accounts due to the Association.

Liquidity risk

The Association's objective is to have sufficient liquidity to meet its liabilities when due. The Association monitors its cash balances and cash flows generated from operations to meet its requirements. As at December 31, 2019 the most significant financial liabilities are accounts payable and accrued liabilities, advances payable, and long-term debt.

14. Commitments

The Association entered into equipment and building operating leases and is committed to pay annual amounts for the year ended December 31 as follows:

	\$
2020	43,485
2021	37,020
2022	32,779
2023	10,230
2024	1,512
Thereafter	630
	<u>125,656</u>

15.

16. Subsequent event

Subsequent to the year-end, on March 11, 2020, the World Health Organization characterized the outbreak of a strain of the novel coronavirus ("COVID-19") as a pandemic which has resulted in a series of public health and emergency measures that have been put in place to combat the spread of the virus. The duration and impact of COVID-19 is unknown at this time and it is not possible to reliably estimate the impact that the length and severity of these developments will have on the financial results and condition of the Association in future periods.

Muslim Association of Canada
Schedule of expenses - Schedule A
Year ended December 31, 2018

	2019	2018
	\$	\$
Expenses		
Salaries, wages and benefits	17,272,717	15,306,170
Social, religious and program activities	3,134,386	2,496,413
Maintenance and repairs	1,485,991	1,364,025
Rental for halls and facilities	845,200	1,012,756
Utilities	801,506	709,293
School supplies	737,502	745,442
Professional fees	642,903	393,233
Bad debt expense	566,959	183,134
Lease termination cost	492,000	—
Insurance	422,603	417,419
credit card and bank charges	358,063	289,450
Realty taxes	344,740	300,333
Charitable contributions	335,056	487,492
Conferences, conventions, training and seminars	247,801	64,098
Travel	125,862	113,494
Office and general	120,327	107,301
Advertising and promotion	119,422	113,144
Office supplies	114,302	108,464
Telecommunications	98,683	76,190
Printing and stationery	95,577	87,227
Security	94,140	45,430
Computer maintenance and supplies	43,830	72,394
Equipment rental	48,647	48,748
	28,548,217	24,541,650