

WBENC

**WOMEN'S BUSINESS ENTERPRISE
NATIONAL COUNCIL, INC.**

FINANCIAL STATEMENTS

DECEMBER 31, 2016

WOMEN’S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

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7910 WOODMONT AVENUE
SUITE 500
BETHESDA, MD 20814
(T) 301.986.0600
(F) 301.986.0432

1901 L STREET, NW
SUITE 750
WASHINGTON, DC 20036
(T) 202.822.0717
(F) 202.822.0739

Independent Auditors' Report

To the Board of Directors
Women's Business Enterprise National Council, Inc.
Washington, D.C.

We have audited the accompanying financial statements of the Women's Business Enterprise National Council, Inc., (WBENC) which comprise the statement of financial position as of December 31, 2016, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these 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 auditors consider 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 WBENC as of December 31, 2016, 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.



To the Board of Directors
Women's Business Enterprise National Council, Inc.

Report on Summarized Comparative Information

We have previously audited WBENC's 2015 financial statements, and we expressed an unmodified audit opinion on those financial statements in our report dated September 16, 2016. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2015, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Councilor, Buchanan + Mitchell, P.C.

Washington, D.C.
August 28, 2017

Certified Public Accountants

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

STATEMENT OF FINANCIAL POSITION

DECEMBER 31, 2016

(WITH SUMMARIZED FINANCIAL INFORMATION AS OF DECEMBER 31, 2015)

	2016	2015
Assets		
Current Assets		
Cash and Cash Equivalents	\$ 4,500,945	\$ 4,502,829
Accounts Receivable, Net of Allowance for Doubtful		
Accounts of \$62,500 in 2016 and \$82,500 in 2015	1,560,803	1,332,271
Prepaid Expenses	318,154	274,560
Other Current Assets	78,482	15,774
Total Current Assets	6,458,384	6,125,434
Fixed Assets, Net	120,949	160,834
Restricted Cash	1,220,778	1,282,992
Long-Term Accounts Receivable, Less Current Portion	160,500	-
Security Deposits	34,774	34,774
Cash Surrender Value of Life Insurance	244,463	193,576
Total Assets	\$ 8,239,848	\$ 7,797,610
Liabilities and Net Assets		
Current Liabilities		
Accounts Payable and Accrued Expenses	\$ 529,243	\$ 733,674
Deferred Rent	45,012	26,648
Deferred Revenue	3,292,392	2,996,067
Total Current Liabilities	3,866,647	3,756,389
Deferred Compensation Payable	244,463	193,576
Deferred Rent, Less Current Portion	68,229	113,241
Deferred Revenue, Less Current Portion	175,500	-
Total Liabilities	4,354,839	4,063,206
Net Assets		
Unrestricted Net Assets	2,660,830	2,451,412
Temporarily Restricted Net Assets	1,151,079	1,209,892
Permanently Restricted Net Assets	73,100	73,100
Total Net Assets	3,885,009	3,734,404
Total Liabilities and Net Assets	\$ 8,239,848	\$ 7,797,610

See accompanying Notes to Financial Statements.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

**STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED DECEMBER 31, 2016
(WITH SUMMARIZED FINANCIAL INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2015)**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>2016 Total</u>	<u>2015 Total</u>
Revenue					
Membership Dues	\$ 4,156,125	\$ -	\$ -	\$ 4,156,125	\$ 3,914,250
Contributions	165,306	54,500	-	219,806	154,082
Exhibitor Fees	655,499	-	-	655,499	735,799
Conference Fees	1,524,917	-	-	1,524,917	1,560,353
Sponsorships	4,235,735	-	-	4,235,735	3,759,755
Interest Income	-	37	-	37	46
Certification Fees	39,200	-	-	39,200	27,090
Other Income	212,701	-	-	212,701	223,571
Net Assets Released from Restrictions	113,350	(113,350)	-	-	-
Total Revenue	11,102,833	(58,813)	-	11,044,020	10,374,946
Expenses					
Program Services					
Membership	748,234	-	-	748,234	706,184
Salute	1,479,825	-	-	1,479,825	1,218,828
National Conference and Business Fair	4,225,681	-	-	4,225,681	3,794,998
Certification	2,492,332	-	-	2,492,332	2,294,321
Other Programs	715,252	-	-	715,252	855,116
Total Program Services	9,661,324	-	-	9,661,324	8,869,447
Supporting Services					
Management and General	913,915	-	-	913,915	994,687
Fundraising	318,176	-	-	318,176	408,982
Total Expenses	10,893,415	-	-	10,893,415	10,273,116
Change in Net Assets	209,418	(58,813)	-	150,605	101,830
Net Assets, Beginning of Year	2,451,412	1,209,892	73,100	3,734,404	3,632,574
Net Assets, End of Year	\$ 2,660,830	\$ 1,151,079	\$ 73,100	\$ 3,885,009	\$ 3,734,404

See accompanying Notes to Financial Statements.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

**STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 31, 2016
(WITH SUMMARIZED FINANCIAL INFORMATION FOR THE YEAR ENDED DECEMBER 31, 2015)**

	<u>2016</u>	<u>2015</u>
Cash Flows from Operating Activities		
Change in Net Assets	\$ 150,605	\$ 101,830
Adjustments to Reconcile Change in Net Assets to Net Cash (Used in) Provided by Operating Activities		
Depreciation and Amortization	98,556	221,080
(Increase) Decrease in Accounts Receivable	(389,032)	337,085
(Increase) Decrease in Prepaid Expenses	(43,594)	18,546
Increase in Other Current Assets	(62,708)	(4,735)
Increase in Cash Surrender Value of Life Insurance	(50,887)	(30,056)
(Decrease) Increase in Accounts Payable and Accrued Expenses	(204,431)	65,815
Decrease in Deferred Rent	(26,648)	(8,991)
Increase in Deferred Compensation Payable	50,887	30,056
Increase in Deferred Revenue	471,825	175,207
	<u>(5,427)</u>	905,837
Cash Flows from Investing Activities		
Decrease in Restricted Cash	62,214	410,897
Purchases of Fixed Assets	(58,671)	(12,782)
	<u>3,543</u>	398,115
Net (Decrease) Increase in Cash and Cash Equivalents	(1,884)	1,303,952
Cash and Cash Equivalents, Beginning of Year	<u>4,502,829</u>	<u>3,198,877</u>
Cash and Cash Equivalents, End of Year	<u>\$ 4,500,945</u>	<u>\$ 4,502,829</u>

See accompanying Notes to Financial Statements.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Organization

Women's Business Enterprise National Council, Inc., (WBENC), is a not-for-profit organization incorporated under the laws of the District of Columbia.

WBENC is a third-party certifier of businesses owned, operated, and controlled by women in the United States. WBENC partners with fourteen Regional Partner Organizations (RPOs) to provide its certification to women-owned businesses throughout the country. WBENC provides funding through allocations to the fourteen RPOs to assist them with their WBENC certification operations. WBENC strives to be the nation's leading advocate for women-owned businesses as suppliers to America's corporations. Throughout the year, WBENC provides business development and educational opportunities for member corporations, government agencies, and thousands of certified women-owned businesses at events and other forums.

WBENC's principal sources of revenues are membership dues, sponsorships, and conference registration fees.

Basis of Presentation

The accompanying financial statements are presented on the accrual basis of accounting. Consequently, revenue is recognized when earned and expenses when incurred.

Cash and Cash Equivalents

WBENC considers cash equivalents to be all highly liquid investments, which can be converted into known amounts of cash and have a maturity period of ninety days or less at the time of purchase.

Fixed Assets

WBENC records property and equipment at cost. All acquisitions of property and equipment in excess of \$1,000 and with a useful life of more than one year are capitalized. Donated property and equipment is recorded at fair market value at the date of donation. Depreciation of property and equipment is being provided for by the straight-line method over the estimated useful lives of the related assets.

Advertising Costs

Advertising costs are charged to expense when incurred and are included in conferences and meetings expenses. Advertising expense for the year ended December 31, 2016, was approximately \$465,000.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 2016

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Accounts Receivable

Accounts receivable consists of amounts due for sponsorships, exhibitor fees, and membership dues. WBENC records accounts receivable at estimated net realizable value. Allowances for doubtful accounts are estimated based on the length of time outstanding, past history and economic circumstances based on individual customers. Accounts receivable are written off against the allowance as deemed uncollectible.

Revenue Recognition

WBENC reports contributions and grants as unrestricted and available for general operations unless specifically restricted by the donor. If such contributions and grants are received with donor stipulations that limit the use of the donated funds for a particular purpose or for a specific period of time, they are reported as temporarily restricted. When the stipulated time restriction ends or the purpose of the restriction is met, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Net assets subject to donor-imposed stipulations that they be maintained permanently by WBENC are classified as permanently restricted net assets. Generally, the donors of these assets permit WBENC to use all or part of the income earned on any related investments for general or specific purposes.

Donated Goods and Services

Donated services are recognized as contributions if the services (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills, and would otherwise be purchased by WBENC. Volunteers also provided various services throughout the year that are not recognized as contributions in the financial statements since the recognition criteria were not met.

Lease Commitment

Rent expense is recognized on a straight-line basis over the term of the lease.

Income Taxes

WBENC is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code (the Code) and has been determined by the Internal Revenue Service not to be a private foundation within the meaning of Section 509(a) of the Code. WBENC is exempt from the payment of taxes on income other than net unrelated business income.

Accounting for Uncertain Tax Positions

WBENC requires that a tax position be recognized or derecognized based on a "more-likely-than-not" threshold. This applies to positions taken or expected to be taken in a tax return. WBENC does not believe its financial statements include, or reflect, any uncertain tax positions. WBENC's Form 990, *Return of Organization Exempt from Income Tax*, is generally subject to examination by the taxing authorities for three years after filing.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

1. ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Functional Allocation of Expenses

The allocation of expenses among program services, management and general, and fundraising activities, where applicable, is based on direct expenses incurred. Any expenditures not charged directly have been allocated based on estimates made by management.

Prior Year Information

The financial statements include certain prior year summarized comparative totals as of and for the year ended December 31, 2015. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the financial statements for the year ended December 31, 2015, from which the summarized information was derived.

Reclassifications

Certain 2015 amounts have been reclassified for comparative purposes.

2. OPERATING LEASES

WBENC leases office space in Washington, D.C., under two leases, through December 31, 2018, with renewal options for an additional five years. The main lease includes annual rent escalations, the payment of real estate taxes, a two-month free rent period, and a construction allowance provided by the landlord. The other lease includes annual rent escalations and the payment of real estate taxes. Accounting principles generally accepted in the United States of America require that lease incentives and scheduled rent increases be recognized on a pro-rata basis over the term of the leases. Thus, a deferred rent liability has been recorded and is being amortized over the lease terms. Rent expense, net of sublease income of approximately \$153,000, was \$306,000 for the year ended December 31, 2016.

Future minimum lease payments for base rent required as of December 31, 2016, are as follows:

<u>For the Years Ending December 31,</u>	<u>Amount</u>
2017	\$ 477,468
2018	496,567
Total Future Minimum Lease Payments	\$ 974,035

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

2. OPERATING LEASES (CONTINUED)

Total minimum future rental payments have not been reduced by approximately \$152,000 of sublease rentals to be received in the future under non-cancelable subleases.

3. FIXED ASSETS

Fixed assets consisted of the following as of December 31, 2016:

<u>Description</u>	<u>Amount</u>
Equipment	\$ 298,318
Software Development Costs	422,886
Leasehold Improvements	35,580
Furniture and Fixtures	125,515
	<u>882,299</u>
Less Accumulated Depreciation and Amortization	<u>(761,350)</u>
Fixed Assets, Net	<u><u>\$ 120,949</u></u>

4. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets of \$1,151,079 as of December 31, 2016, are available for the Dorothy Brothers Scholarship Fund. Net assets were released from donor restrictions by incurring expenses satisfying the purpose restrictions specified by donors for the Dorothy Brothers Scholarship Fund totaling \$113,350 for the year ended December 31, 2016.

5. CONCENTRATIONS

WBENC maintains cash balances at financial institutions in Washington, D.C., which are insured by the Federal Deposit Insurance Corporation (FDIC) up to certain limits. At times during the year, WBENC's cash balance exceeded the FDIC insurance amount. Management believes the risk in this situation to be minimal.

6. ENDOWMENT

Permanently restricted net assets represent funds that are to be invested in perpetuity for the Dorothy Brothers Scholarship Fund with the investment income, as available, used for scholarships. Permanently restricted net assets as of December 31, 2016, were \$73,100. There was no activity in this endowment for the year ended December 31, 2016.

Interpretation of Relevant Law

WBENC follows the Uniform Prudent Management of Institutional Funds Act (the Act) as requiring the preservation of the purchasing power (real value) of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016

6. ENDOWMENT (CONTINUED)

Interpretation of Relevant Law (Continued)

WBENC classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment funds, (b) the original value of subsequent gifts to the permanent endowments, and (c) accumulations to the permanent endowments made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. If the endowment assets earn investment returns beyond the amount necessary to maintain the endowment assets' real value, which excess is available for appropriation and, therefore, is classified as temporarily restricted net assets until appropriated by WBENC for expenditure.

In accordance with the Act, WBENC considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds:

- (1) The duration and preservation of the fund
- (2) The purposes of WBENC and the donor-restricted endowment fund
- (3) General economic conditions
- (4) The possible effect of inflation and deflation
- (5) The expected total return from income
- (6) Other resources of WBENC

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or the Act requires WBENC to retain as a fund of perpetual duration. There were no such deficiencies as of December 31, 2016.

Return Objectives and Risk Parameters

WBENC has adopted policies for endowment assets that attempt to provide a predictable, secure stream of funding to programs supported by its endowment assets. Endowment assets include those assets of donor-restricted funds that the WBENC must hold in perpetuity or for donor-specified periods.

Spending Policy and How the Investment Objectives Relate to Spending Policy

WBENC has a goal of protecting the principal investment of the funds supporting its endowments. Therefore, annual expenses charged to the fund are not to exceed the annual net earnings of the fund plus current year temporarily restricted contributions.

7. RESTRICTED CASH

Restricted cash is maintained in two separate checking accounts for the Dorothy Brothers Scholarship Fund. One of the accounts holds the permanently restricted balance of \$73,100 and the other account holds the temporarily restricted net assets for the scholarship fund.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

**NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016**

8. DEFINED CONTRIBUTION PLAN

WBENC maintains a 401(k) plan (the Plan) for all eligible employees. The Plan has a safe harbor provision where eligible employees can elect to have portions of their compensation contributed to the Plan on a tax-deferred basis. WBENC matches employee contributions up to 3% of compensation at the rate of 100% and matches employee contributions of the next 2% of compensation at a rate of 50%. Employer safe harbor contributions for 2016 were approximately \$64,000. WBENC may also make additional discretionary contributions to the Plan.

9. COMMITMENTS

WBENC has entered into contracts with facilities in connection with future meetings and conferences. In the event of cancellation of these agreements by WBENC or if attendance is less than agreed-upon minimum levels, WBENC would be responsible for certain fees. Management of WBENC does not anticipate cancellation of these events or attendance below minimum levels.

In addition, WBENC has contracts for professional services through 2020 that contain cancellation penalties.

10. RELATED PARTY TRANSACTIONS

WBENC receives support from organizations that employ members of its Board of Directors. Support from these organizations totaled approximately \$2,825,000 for the year ended December 31, 2016. Accounts receivable as of December 31, 2016, includes approximately \$854,000 due from these organizations.

WBENC makes various payments to its affiliated Regional Partner Organizations (RPOs). The allocation payments to offset the cost of their certification operations, plus payments on behalf of the RPOs for training, totaled approximately \$1,761,000 for the year ended December 31, 2016. Included in accrued expenses as of December 31, 2016, is approximately \$285,000 payable to various RPOs.

WBENC purchases services from companies who employ members of its Board of Directors in the normal course of doing business. For a portion of the year ending December 31, 2016, WBENC had a line of credit with a bank that employs a member of WBENC's Board of Directors.

WBENC has a retainer agreement with the law firm that employs one of its directors. During the year ended December 31, 2016, WBENC paid approximately \$72,000 to the law firm. In addition, WBENC subleases office space to two affiliates. Sublease income of \$153,000 was received by WBENC for the year ended December 31, 2016.

11. ALLOCATION PAYMENTS

WBENC provides direct funding to affiliated regional partner organizations (RPOs) to offset the cost of their certification operations. The allocations provided are required to be used for WBENC certification. Each calendar year, WBENC management budgets a sum that is available for allocation to RPOs. This amount is approved by the Board of Directors.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

**NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016**

11. ALLOCATION PAYMENTS (CONTINUED)

The total amount of the annual allocation pool is approximately 17% of cash-basis unrestricted revenue, payable in five installments. The pool is allocated among individual RPOs in three ways: fixed equal portions of \$20,000 each; a payment of 20% of the profit from the annual National Conference and Business Fair (the Conference) to the RPO that hosts the Conference; and, a performance-based allocation. The performance-based allocation consists of an amount, weighted at 70%, based on the number of certifications handled by each RPO, and another amount, weighted at 30%, based on the number of attendees and exhibitors at the Conference from each RPO's territory.

12. DEFERRED COMPENSATION PLAN

WBENC maintains a Supplemental Executive Retirement Plan (SERP) to provide benefits to certain key members of management. WBENC has maintained life insurance policies to provide supplemental retirement benefits for WBENC's presidents under the SERP. The cash surrender value of the policies has been recorded on the books as an asset with an offsetting liability as deferred compensation. The related expense for the year ended December 31, 2016, was \$40,000.

FASB Accounting Standards Codification 820, Fair Value Measurements and Disclosures (ASC 820), clarifies the definition of fair value, establishes a framework for measuring fair value and expands disclosures on fair value measurements. The cash surrender value of the life insurance asset and the related deferred compensation payable liability are classified as Level 2 financial instruments under ASC 820. The valuation is based on the fair value of the underlying assets owned by the insurer.

13. DONATED FACILITIES AND SERVICES

The value of donated facilities and services included as revenue and expenses in the financial statements are as follows:

Description	Membership	Salute	National Conference and Business Fair	Certification	Other Programs	Management and General	Total
Conferences and Meetings	\$ -	\$ 179,110	\$ 357,065	\$ -	\$ 68,786	\$ 5,150	\$ 610,111
Travel	4,480	-	-	6,710	-	16,160	27,350
Awards and Scholarships	-	-	-	-	63,750	-	63,750
Miscellaneous	10,000	-	-	7,500	-	-	17,500
Total	\$ 14,480	\$ 179,110	\$ 357,065	\$ 14,210	\$ 132,536	\$ 21,310	\$ 718,711

14. BOARD DESIGNATED NET ASSETS

In 2015, WBENC's Board of Directors adopted an Unrestricted Net Asset Policy (UNA) under which WBENC would accumulate, over-time, unrestricted net assets approximating 6 to 12 months of operating expenses, to serve as a reserve. Management's target amount under the UNA is currently estimated at approximately \$3,700,000. Therefore, at December 31, 2016, WBENC's unrestricted net assets totaling approximately \$2,661,000, are considered to be Unrestricted Net Assets - Board Designated.

WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

**NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016**

15. SUBSEQUENT EVENTS

Subsequent events were evaluated through August 28, 2017, which is the date the financial statements were available to be issued.



7910 WOODMONT AVENUE
SUITE 500
BETHESDA, MD 20814
(T) 301.986.0600
(F) 301.986.0432

1901 L STREET, NW
SUITE 750
WASHINGTON, DC 20036
(T) 202.822.0717
(F) 202.822.0739

Independent Auditors' Report on Supplementary Information

To the Board of Directors
Women's Business Enterprise National Council, Inc.
Washington, D.C.

We have audited the financial statements of the Women's Business Enterprise National Council, Inc., as of and for the year ended December 31, 2016, and have issued our report thereon dated August 28, 2017, which contained an unmodified audit opinion on those financial statements. Our audit was performed for the purpose of forming an opinion on the financial statements as a whole. The schedule of functional expenses is presented for the 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.

Councilor, Buchanan + Mitchell, P.C.

Washington, D.C.
August 28, 2017

Certified Public Accountants



WOMEN'S BUSINESS ENTERPRISE NATIONAL COUNCIL, INC.

**SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2016**

	<u>Membership</u>	<u>Salute</u>	<u>National Conference and Business Fair</u>	<u>Certification</u>	<u>Other Programs</u>	<u>Total Programs</u>	<u>Management and General</u>	<u>Fundraising</u>	<u>Total</u>
Salaries and Benefits	\$ 554,690	\$ 369,793	\$ 801,219	\$ 725,126	\$ 154,081	\$ 2,604,909	\$ 369,864	\$ 123,264	\$ 3,098,037
Conferences and Meetings	-	1,026,749	2,897,800	94,654	401,327	4,420,530	59,443	-	4,479,973
Temporary Help	-	-	-	-	-	-	18,470	-	18,470
Professional Fees and Outside Services	12,840	574	6,885	120,060	21,037	161,396	251,805	125,902	539,103
Travel	28,439	-	-	19,012	-	47,451	50,206	25,103	122,760
Awards and Scholarships	-	-	-	-	114,536	114,536	277	-	114,813
Occupancy	56,071	37,381	80,992	71,647	15,575	261,666	37,381	12,460	311,507
Postage and Shipping	450	-	-	1,403	25	1,878	8,488	-	10,366
Printing and Publications	-	-	-	1,623	1,280	2,903	15,560	12,344	30,807
Supplies	385	-	517	661	-	1,563	11,543	1,283	14,389
Telecommunications	3,890	61	683	6,878	1,125	12,637	41,634	13,878	68,149
Equipment Maintenance and Repair	-	-	-	-	-	-	11,221	-	11,221
Dues and Subscriptions	903	-	-	835	-	1,738	2,422	-	4,160
Bank Fees and Interest	26,752	33,440	66,880	669	1,338	129,079	4,682	-	133,761
Depreciation and Amortization	17,740	11,827	25,624	22,668	4,928	82,787	11,827	3,942	98,556
Insurance	-	-	-	-	-	-	11,725	-	11,725
Payments to Affiliated Organizations	-	-	345,081	1,416,288	-	1,761,369	-	-	1,761,369
Miscellaneous	46,074	-	-	10,808	-	56,882	7,367	-	64,249
Total Expenses	\$ 748,234	\$ 1,479,825	\$ 4,225,681	\$ 2,492,332	\$ 715,252	\$ 9,661,324	\$ 913,915	\$ 318,176	\$ 10,893,415

See Independent Auditors' Report on Supplementary Information.