

**Classroom, Inc.**

Financial Statements

June 30, 2016 and 2015

## Independent Auditors' Report

### Board of Directors Classroom, Inc.

We have audited the accompanying financial statements of Classroom, Inc. ("CI"), which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities, functional expenses, 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.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Classroom, Inc. as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*PKF O'Connor Davies, LLP*

November 8, 2016

**Classroom, Inc.**

## Statements of Financial Position

	June 30	
	2016	2015
<b>ASSETS</b>		
Cash	\$ 2,838,257	\$ 3,323,010
Pledges receivable, net	1,169,254	1,009,506
Fees and other receivables, net	178,437	277,614
Product inventories	279,397	309,085
Prepaid expenses and other assets	174,390	170,180
Endowment cash equivalent	250,000	250,000
Property and equipment, net	46,134	82,770
Product development, net	<u>1,883,587</u>	<u>2,064,248</u>
	<u>\$ 6,819,456</u>	<u>\$ 7,486,413</u>
 <b>LIABILITIES AND NET ASSETS</b>		
Liabilities		
Accounts payable and accrued expenses	\$ 205,363	\$ 304,250
Deferred rent payable	7,403	48,762
Deferred revenue	<u>23,568</u>	<u>37,281</u>
	<u>236,334</u>	<u>390,293</u>
 Net Assets		
Unrestricted	4,342,510	4,471,609
Temporarily restricted	1,990,612	2,374,511
Permanently restricted	<u>250,000</u>	<u>250,000</u>
Total Net Assets	<u>6,583,122</u>	<u>7,096,120</u>
	<u>\$ 6,819,456</u>	<u>\$ 7,486,413</u>

See notes to financial statements

# Classroom, Inc.

## Statements of Activities

	Year Ended June 30							
	2016				2015			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
<b>SUPPORT AND REVENUE</b>								
Contributions								
Individuals	\$ 539,176	\$ 678,087	\$ -	\$ 1,217,263	\$ 218,560	\$ 530,927	\$ -	\$ 749,487
Foundations and trusts	802,576	1,798,940	-	2,601,516	868,277	1,045,837	-	1,914,114
Corporations	26,433	100,043	-	126,476	8,821	85,479	-	94,300
NYS Education Department	-	231,865	-	231,865	650	271,454	-	272,104
Donated goods and services	50,768	-	-	50,768	99,481	-	-	99,481
Fees	143,860	-	-	143,860	257,046	-	-	257,046
Interest and dividends	4,436	-	-	4,436	5,979	-	-	5,979
Other revenue	1,984	-	-	1,984	18,342	-	-	18,342
Net assets released from restrictions	3,192,834	(3,192,834)	-	-	3,391,602	(3,391,602)	-	-
Total Support and Revenue	<u>4,762,067</u>	<u>(383,899)</u>	<u>-</u>	<u>4,378,168</u>	<u>4,868,758</u>	<u>(1,457,905)</u>	<u>-</u>	<u>3,410,853</u>
<b>EXPENSES</b>								
Educational Programs								
Direct support to schools	2,028,940	-	-	2,028,940	2,126,245	-	-	2,126,245
Curriculum development	1,062,262	-	-	1,062,262	842,878	-	-	842,878
Research and assessment	<u>349,775</u>	<u>-</u>	<u>-</u>	<u>349,775</u>	<u>337,897</u>	<u>-</u>	<u>-</u>	<u>337,897</u>
Total Educational Programs	3,440,977	-	-	3,440,977	3,307,020	-	-	3,307,020
Management and general	883,709	-	-	883,709	854,554	-	-	854,554
Fundraising	<u>566,480</u>	<u>-</u>	<u>-</u>	<u>566,480</u>	<u>615,509</u>	<u>-</u>	<u>-</u>	<u>615,509</u>
Total Expenses	<u>4,891,166</u>	<u>-</u>	<u>-</u>	<u>4,891,166</u>	<u>4,777,083</u>	<u>-</u>	<u>-</u>	<u>4,777,083</u>
Change in Net Assets	(129,099)	(383,899)	-	(512,998)	91,675	(1,457,905)	-	(1,366,230)
<b>NET ASSETS</b>								
Beginning of year	<u>4,471,609</u>	<u>2,374,511</u>	<u>250,000</u>	<u>7,096,120</u>	<u>4,379,934</u>	<u>3,832,416</u>	<u>250,000</u>	<u>8,462,350</u>
End of year	<u>\$ 4,342,510</u>	<u>\$ 1,990,612</u>	<u>\$ 250,000</u>	<u>\$ 6,583,122</u>	<u>\$ 4,471,609</u>	<u>\$ 2,374,511</u>	<u>\$ 250,000</u>	<u>\$ 7,096,120</u>

See notes to financial statements

# Classroom, Inc.

## Statement of Functional Expenses Year Ended June 30, 2016

	Educational Programs				Management and General	Fundraising	Total
	Direct Support to Schools	Curriculum Development	Research and Assessment	Total Educational Programs			
<b>EXPENSES</b>							
Salaries and benefits	\$ 878,858	\$ 287,114	\$ 178,525	\$ 1,344,497	\$ 512,763	\$ 296,771	\$ 2,154,031
Professional fees	348,528	89,542	63,996	502,066	53,064	115,730	670,860
Subcontractors	194,078	-	-	194,078	-	-	194,078
Donated legal services	-	-	-	-	9,487	-	9,487
Audit	15,827	5,755	2,878	24,460	4,317	-	28,777
Occupancy fees	277,464	142,319	63,234	483,017	160,586	95,712	739,315
Office expenses	27,909	7,025	3,857	38,791	11,821	7,156	57,768
Communications	7,501	3,023	1,384	11,908	3,612	2,064	17,584
Repairs and maintenance	6,506	3,039	2,158	11,703	5,300	2,162	19,165
Depreciation and amortization	21,715	7,896	3,948	33,559	5,922	-	39,481
Amortization of Product Development	-	448,918	-	448,918	-	-	448,918
Product supplies	55,202	-	11,304	66,506	-	-	66,506
Travel and conferences	70,745	13,840	6,033	90,618	2,979	14,411	108,008
Donated printing services	15,707	-	-	15,707	15,308	10,266	41,281
Temporary help	8,654	-	-	8,654	57,070	-	65,724
Recruiting and hiring	57,713	11,788	5,576	75,077	17,098	8,417	100,592
Insurance	8,313	3,023	1,511	12,847	2,268	-	15,115
Fees	26,610	34,687	1,957	63,254	7,828	4,704	75,786
Software support	3,347	2,057	3,265	8,669	2,055	1,024	11,748
Other	4,263	2,236	149	6,648	12,231	8,063	26,942
	<u>\$ 2,028,940</u>	<u>\$ 1,062,262</u>	<u>\$ 349,775</u>	<u>\$ 3,440,977</u>	<u>\$ 883,709</u>	<u>\$ 566,480</u>	<u>\$ 4,891,166</u>

See notes to financial statements

**Classroom, Inc.**

Statement of Functional Expenses  
Year Ended June 30, 2015

	Educational Programs				Management and General	Fundraising	Total
	Direct Support to Schools	Curriculum Development	Research and Assessment	Total Educational Programs			
<b>EXPENSES</b>							
Salaries and benefits	\$ 921,765	\$ 254,010	\$ 173,708	\$ 1,349,483	\$ 483,485	\$ 223,250	\$ 2,056,218
Professional fees	266,796	57,523	65,330	389,649	79,079	243,114	711,842
Subcontractors	215,307	-	-	215,307	-	-	215,307
Donated legal services	-	-	-	-	48,642	-	48,642
Audit	15,689	5,704	2,853	24,246	4,279	-	28,525
Occupancy fees	285,525	172,894	60,977	519,396	149,205	68,179	736,780
Office expenses	20,491	9,524	6,465	36,480	10,033	6,344	52,857
Communications	9,936	4,928	1,702	16,566	4,296	2,046	22,908
Repairs and maintenance	7,807	4,603	1,717	14,127	10,528	1,909	26,564
Depreciation and amortization	19,604	7,129	3,564	30,297	5,347	-	35,644
Amortization of Product Development	-	271,933	-	271,933	-	-	271,933
Product supplies	158,196	-	7,320	165,516	-	-	165,516
Travel and conferences	113,729	12,793	4,124	130,646	5,313	17,277	153,236
Donated printing services	43,764	-	-	43,764	4,407	2,668	50,839
Temporary help	13,021	3,060	1,470	17,551	2,630	38,829	59,010
Recruiting and hiring	4,619	2,763	1,447	8,829	2,610	1,609	13,048
Insurance	7,452	2,710	1,354	11,516	2,033	-	13,549
Fees	15,429	30,024	2,569	48,022	6,220	2,929	57,171
Bad debt	-	-	-	-	25,000	-	25,000
Software support	3,053	2,735	3,146	8,934	1,958	3,594	14,486
Other	4,062	545	151	4,758	9,489	3,761	18,008
	<u>\$ 2,126,245</u>	<u>\$ 842,878</u>	<u>\$ 337,897</u>	<u>\$ 3,307,020</u>	<u>\$ 854,554</u>	<u>\$ 615,509</u>	<u>\$ 4,777,083</u>

See notes to financial statements

# Classroom, Inc.

## Statements of Cash Flows

	Year Ended June 30	
	2016	2015
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (512,998)	\$ (1,366,230)
Adjustments to reconcile change in net assets to net cash from operating activities		
Bad debt expense	-	25,000
Depreciation and amortization	488,399	307,577
Donated investments	(99,076)	(97,441)
Deferred rent payable	(41,359)	(25,134)
Changes in operating assets and liabilities		
Pledges receivable	(159,748)	451,849
Fees and other receivables	99,177	84,058
Product inventories	29,688	47,993
Prepaid expenses and other assets	(4,210)	(70,914)
Accounts payable and accrued expenses	(98,887)	18,370
Deferred revenue	(13,713)	(12,492)
Net Cash from Operating Activities	<u>(312,727)</u>	<u>(637,364)</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property and equipment	(2,845)	(92,781)
Proceeds from sale of investments	99,076	97,441
Product development costs	<u>(268,257)</u>	<u>(667,614)</u>
Net Cash from Investing Activities	<u>(172,026)</u>	<u>(662,954)</u>
Change in Cash	(484,753)	(1,300,318)
<b>CASH</b>		
Beginning of year	<u>3,323,010</u>	<u>4,623,328</u>
End of year	<u>\$ 2,838,257</u>	<u>\$ 3,323,010</u>

See notes to financial statements

## **Classroom, Inc.**

### **Notes to Financial Statements June 30, 2016 and 2015**

#### **1. Organization**

Classroom, Inc. ("CI") is a nonprofit organization that helps students in high-poverty communities build literacy and leadership skills. By creating digital learning games and curriculum set in the professional world and supporting educators in creating student-centered classrooms, CI invites students to take charge of their learning.

CI believes that when students take on the leadership role in learning games, they read more closely, think critically, and become better problem solvers. CI research shows that students (especially those struggling with literacy) improve in their reading and writing achievement, find motivation in being the leader, and see the true connection between school and their future.

In 24 years, CI has served more than 850,000 students and 15,000 teachers in school day, afterschool, and summer school programs.

#### ***Tax Status***

CI is exempt from federal income taxes pursuant to Section 501(c)(3) of the Internal Revenue Code and from state and local taxes under comparable laws.

#### **2. Summary of Significant Accounting Policies**

##### ***Basis of Presentation***

The accompanying financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (US GAAP).

##### ***Use of Estimates***

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

##### ***Cash***

Cash includes cash on hand, and cash held in checking and savings accounts.



## **Classroom, Inc.**

### **Notes to Financial Statements June 30, 2016 and 2015**

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

##### ***Contributions, Fees and Other Receivables***

Contributions are recorded as revenue at the time of receipt of the unconditional pledge of cash or other assets. Contributions are considered available for unrestricted use, unless the donors restrict the use thereof based on a time or purpose restriction, either on a temporary or permanent basis. Contributions to be received after one year are discounted at an appropriate interest rate, commensurate with the risk involved.

CI receives fees from the sale of its products and services to schools and districts. Amounts received in advance are recorded as deferred revenue until the related product is delivered or the services are performed, at which time they are shown as revenue.

Donated securities are recorded at fair value at the date of the gift and are generally sold immediately upon receipt by CI.

Interest and dividend income are recognized as unrestricted, temporarily restricted or permanently restricted in accordance with donors' intentions.

CI's management periodically evaluates receivable balances to determine whether an allowance for doubtful accounts should be established to cover amounts determined to be uncollectible. At June 30, 2016 and 2015, no such allowance was considered necessary.

##### ***Product Inventories***

Product inventories consist primarily of printed learning materials and other educational supplies to be supplied to schools and other educational organizations and are valued at the lower of cost or market, using the average cost method of valuation.

Costs incurred to ship product inventories to program participants are expensed as incurred. These costs are reported as "direct support to schools" expense in the accompanying statements of activities.

##### ***Property and Equipment***

Property and equipment are stated at cost at the time of purchase; or at fair value at the date of donation. Repairs and maintenance costs are expensed as incurred.

Depreciation is provided using the straight-line method over the estimated useful lives of the assets, ranging from 3 to 7 years. Leasehold improvements are amortized over the remaining term of the respective lease or the useful life of the improvement, whichever is shorter.

## **Classroom, Inc.**

### **Notes to Financial Statements June 30, 2016 and 2015**

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

### ***Product Development***

During fiscal year 2012, CI started a project to web-enable three simulations, which was completed during fiscal year 2014. During fiscal 2013, CI started to develop *After the Storm*, the first in a suite of middle school-level learning games. During fiscal year 2016, CI developed the second learning game, *Community in Crisis*. CI capitalizes only direct labor costs associated with the web-enabling and development of these products. Amortization of these costs will commence upon completion of each project using the straight-line method over the estimated useful lives of 3 to 7 years. As of June 30, 2016 and 2015, accumulated amortization was \$859,393 and \$410,475 on products completed.

### ***Net Asset Presentation***

CI reports information regarding its financial position and activities according to three classes of net assets based on donor restrictions: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

Unrestricted net assets represent those resources that are not subject to donor-imposed restrictions and are fully available, at the discretion of the Board of Directors and management, for CI to utilize in any of its programs or supporting services.

Temporarily restricted net assets represent those resources that have been restricted by donors for specific purpose or time frame. When a donor's time-restriction expires or a purpose-restriction is accomplished, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the accompanying statements of activities as "net assets released from restrictions."

Permanently restricted net assets represent those resources that have been restricted by donors to be held and invested in perpetuity.

### ***Functional Allocation of Expenses***

The costs of providing the various programs and supporting services have been summarized on a functional basis. Accordingly, certain costs have been allocated among the programs and supporting services in reasonable ratios determined by management.

### ***Accounting for Uncertainty in Income Taxes***

CI recognizes the effect of income tax positions only when they are more likely than not to be sustained. Management has determined that CI had no uncertain tax positions that would require financial statement recognition or disclosure. CI is no longer subject to examinations by the applicable taxing jurisdictions for the periods prior to 2013.

## Classroom, Inc.

### Notes to Financial Statements June 30, 2016 and 2015

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

##### ***Subsequent Events Evaluation by Management***

Management has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date that the financial statements were available to be issued, which is November 8, 2016.

#### 3. Pledges Receivable

Pledges receivable are shown in the accompanying statements of financial position net of discounts to present value. Gross pledges of \$1,176,133 and \$1,024,340 at June 30, 2016 and 2015, with payments due in future years, were discounted to present value using a discount rate ranging from 2.2% to 3.8%. Pledge receivables are due as follows at June 30:

	2016	2015
Less than one year	\$ 961,133	\$ 619,340
Two to five years	215,000	405,000
	1,176,133	1,024,340
Discount to present value	(6,879)	(14,834)
	<u>\$ 1,169,254</u>	<u>\$ 1,009,506</u>

#### 4. Property and Equipment

Property and equipment consisted of the following at June 30:

	2016	2015
Leasehold improvements	\$ 587,507	\$ 586,399
Equipment, web design and salesforce	243,530	319,370
Furniture and fixtures	1,200	1,200
	832,237	906,969
Accumulated depreciation and amortization	(786,103)	(824,199)
	<u>\$ 46,134</u>	<u>\$ 82,770</u>

There was \$77,578 and \$27,310 of fully depreciated assets disposed of and written off during fiscal years 2016 and 2015.

#### 5. Concentration of Credit Risk and Other

Financial instruments that potentially subject CI to concentrations of credit risk consist principally of receivables, which are expected to be collected in the normal course of business, and cash. CI maintains its cash in bank deposits in one financial institution. At times, these accounts exceeded the federal insurance limits during fiscal 2016 and 2015, and subjected CI to a concentration of credit risk. CI has not experienced any losses in such accounts and believes that it is not exposed to any significant credit risk on uninsured cash.

# Classroom, Inc.

## Notes to Financial Statements June 30, 2016 and 2015

### 5. Concentration of Credit Risk and Other *(continued)*

A concentration of credit risk existed with respect to support and revenue. During the 2016 fiscal year, significant contributions were received from two donors, which accounted for 34% of total support and revenue. The amount due from one of the donors was \$600,000 as of June 30, 2016.

### 6. Temporarily Restricted Net Assets

Temporarily restricted net assets with time and purpose restrictions at June 30 are as follows:

	<u>2016</u>	<u>2015</u>
<b>Purpose Restricted</b>		
Direct Support to Schools		
New York	\$ 619,178	\$ 546,044
National urban districts	57,067	99,288
Research	30,507	69,241
Curriculum Development		
Product development	535,476	736,139
Capacity building	<u>634,666</u>	<u>634,421</u>
	1,876,894	2,085,133
<b>Time restricted</b>	<u>113,718</u>	<u>289,378</u>
	<u><u>\$ 1,990,612</u></u>	<u><u>\$ 2,374,511</u></u>

Net assets were released from donor restrictions during the years ended June 30, which satisfied the restricted purposes specified by the donors or the passage of time as follows:

<b>Purpose Restricted</b>		
Direct Support to Schools		
New York	\$ 746,901	\$ 523,265
National urban districts	266,433	79,071
Research	133,268	84,104
Curriculum Development		
Product development	615,259	672,872
Dissemination of new games	-	482,366
Capacity building	986,608	1,024,180
New York State Education Department - 21st Century Community Learning Centers	<u>231,865</u>	<u>271,454</u>
	2,980,334	3,137,312
<b>Time restricted</b>	<u>212,500</u>	<u>254,290</u>
	<u><u>\$ 3,192,834</u></u>	<u><u>\$ 3,391,602</u></u>

## **Classroom, Inc.**

### **Notes to Financial Statements June 30, 2016 and 2015**

#### **7. Endowment Funds**

The endowment consists entirely of individual donor-restricted funds, in the amount of \$250,000, established for a variety of purposes. CI does not have any funds designated by the Board of Directors to function as an endowment.

The Board of Directors has interpreted the New York State Uniform Management of Institutional Funds Act ("NYPMIFA") as requiring the preservation of the historic dollar value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary.

#### ***Interpretation of Relevant Law***

As a result of this interpretation, CI classifies as permanently restricted nets assets:

- The original value of gifts and subsequent gifts donated to the permanent endowment, and
- Accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund.

#### ***Changes in Endowment Net Assets***

There were no changes in the endowment net assets during fiscal years 2016 and 2015. At June 30, 2016, the endowment net assets were held by CI in a savings account.

#### ***Return Objectives and Risk Parameters***

CI has adopted an investment approach for endowment assets that attempts to preserve the principal of the endowment assets. Under this approach, as approved by the Board of Directors, the endowment assets are invested in a prudent manner that is intended to preserve the principal, with a moderate rate of return, and a moderate level of investment risk.

#### ***Strategies Employed for Achieving Objectives***

As of June 30, 2016 and 2015, CI's endowment assets are cash-based investments in an effort to preserve the capital. CI continually assesses market conditions and, at the appropriate time, will exercise prudent management to meet its long-term investment objective of diversifying its assets and achieving investment returns through both capital appreciation (realized and unrealized) and current yield (interest and dividends).

## **Classroom, Inc.**

### **Notes to Financial Statements June 30, 2016 and 2015**

#### **7. Endowment Funds (continued)**

##### ***Spending Policy***

CI received donations that are restricted by donors to be held and invested in perpetuity. The principal is restricted. The net capital appreciation/depreciation, interest and dividends are unrestricted. The interest and dividends are transferred to CI's checking account to support general operations.

#### **8. Donated Goods and Services**

CI recorded revenues and corresponding expenses or product inventories for donated printing services and donated legal services during fiscal years 2016 and 2015, which are reported in the accompanying financial statements at their estimated fair values. Contribution of services is recognized if the services rendered (a) create or enhance non-financial assets or (b) require specialized skills that are provided by individuals possessing these skills that would typically need to be purchased if not provided by donation.

In addition, a number of members of the Board of Directors have donated significant amounts of their time to CI's program services and supporting services. No amounts have been reported in the accompanying financial statements for these donated services, as they do not meet the criteria for recognition under US GAAP.

#### **9. Employee Benefit Plan**

CI maintains a defined-contribution 403(b) retirement plan (the "Plan") that provides benefits for substantially all of its employees. CI contributes an amount equal to 3% of each eligible participating employee's compensation to the Plan. If an employee also makes contributions to the Plan, CI will match the employee's contributions up to an additional 2% of compensation, as defined by the Plan. The maximum employer contribution is 5%. Contributions to the Plan for the years ended June 30, 2016 and 2015 were approximately \$68,000 and \$78,000.

#### **10. Commitments**

CI's non-cancelable operating lease for its office space will expire on December 31, 2018, with an option to renew for an additional five years. In addition to base rent, the lease obligates CI to pay a portion of the building's real estate taxes and electricity.

Minimum future lease payments under the lease agreement are payable as follows:

2017	\$ 681,858
2018	698,904
2019	<u>353,766</u>
	<u>\$ 1,734,528</u>

**Classroom, Inc.**

Notes to Financial Statements  
June 30, 2016 and 2015

**10. Commitments (*continued*)**

Deferred rent payable of \$7,403 and \$48,762 at June 30, 2016 and 2015 is the difference between the cumulative amounts recorded for occupancy fees on a straight-line basis over the term of the lease, as compared to the cumulative required amounts paid under the lease as of June 30, 2016 and 2015.

Rent expense was approximately \$688,000 and \$646,000 for the years ended June 30, 2016 and 2015.

CI has also entered into operating lease agreements for its office equipment. Minimum future lease payments under these agreements are as follows:

2017	\$ 7,377
2018	7,377
2019	7,377
2020	<u>7,517</u>
	<u>\$ 29,648</u>

Lease expense under the equipment agreements was \$11,399 and \$12,627 for the years ended June 30, 2016 and 2015.

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