

## EXHIBIT "B"

|                                      | 2019<br><u>Total</u> | Without Donor<br>Restrictions | With Donor<br>Restrictions | 2018<br><u>Total</u> | Without Donor<br>Restrictions | With Donor<br>Restrictions |
|--------------------------------------|----------------------|-------------------------------|----------------------------|----------------------|-------------------------------|----------------------------|
| Support from the Public              |                      |                               |                            |                      |                               |                            |
| Active contributions                 | \$ 1,950,003         | \$ 1,950,003                  |                            | \$ 1,834,465         | \$ 1,834,465                  |                            |
| Donor development contributions      | 6,955,131            | 6,955,131                     |                            | 7,028,216            | 7,028,216                     |                            |
| NAHASDA grant                        | 737,646              | 737,646                       |                            | 454,469              | 454,469                       |                            |
| Navajo Nation grant                  | 618,618              | 618,618                       |                            | 640,829              | 640,829                       |                            |
| Legacies and bequests                | 871,329              | 871,329                       |                            | 4,337,665            | 1,497,951                     | \$ 2,839,714               |
| Employment project - jewelry         | 6,581,216            | 6,581,216                     |                            | 6,545,654            | 6,545,654                     |                            |
| Total support from the public        | <u>\$ 17,713,943</u> | <u>\$ 17,713,943</u>          | <u>\$ 0</u>                | <u>\$ 20,841,298</u> | <u>\$ 18,001,584</u>          | <u>\$ 2,839,714</u>        |
| Revenue                              |                      |                               |                            |                      |                               |                            |
| Investment return                    | \$ 1,377,155         | \$ 1,377,155                  |                            | \$ (409,630)         | \$ (409,630)                  |                            |
| Other income                         | 169,557              | 169,557                       |                            | 182,224              | 182,224                       |                            |
| Net assets released from restriction | 0                    | 782,137                       | (782,137)                  | 0                    |                               |                            |
| Total revenue                        | <u>\$ 1,546,712</u>  | <u>\$ 2,328,849</u>           | <u>\$ (782,137)</u>        | <u>\$ (227,406)</u>  | <u>\$ (227,406)</u>           | <u>\$ 0</u>                |
| Total support and revenue            | <u>\$ 19,260,655</u> | <u>\$ 20,042,792</u>          | <u>\$ (782,137)</u>        | <u>\$ 20,613,892</u> | <u>\$ 17,774,178</u>          | <u>\$ 2,839,714</u>        |
| Expenses                             |                      |                               |                            |                      |                               |                            |
| Program Services                     |                      |                               |                            |                      |                               |                            |
| Community development services       | \$ 2,118,213         | \$ 2,118,213                  |                            | \$ 2,222,168         | \$ 2,222,168                  |                            |
| Housing project                      | 1,970,283            | 1,970,283                     |                            | 1,575,088            | 1,575,088                     |                            |
| Employment project - jewelry         | 7,950,872            | 7,950,872                     |                            | 7,741,145            | 7,741,145                     |                            |
| Multi Cultural Center                | 180,041              | 180,041                       |                            | 164,071              | 164,071                       |                            |
| Total program services               | <u>\$ 12,219,409</u> | <u>\$ 12,219,409</u>          | <u>\$ 0</u>                | <u>\$ 11,702,472</u> | <u>\$ 11,702,472</u>          | <u>\$ 0</u>                |
| Supporting Services                  |                      |                               |                            |                      |                               |                            |
| Fund raising - Active donors         | \$ 655,183           | \$ 655,183                    |                            | \$ 810,470           | \$ 810,470                    |                            |
| Fund raising - Donor development     | 4,301,147            | 4,301,147                     |                            | 4,238,056            | 4,238,056                     |                            |
| Management and general               | 631,858              | 631,858                       |                            | 640,552              | 640,552                       |                            |
| Total supporting services            | <u>\$ 5,588,188</u>  | <u>\$ 5,588,188</u>           | <u>\$ 0</u>                | <u>\$ 5,689,078</u>  | <u>\$ 5,689,078</u>           | <u>\$ 0</u>                |
| Total expenses                       | <u>\$ 17,807,597</u> | <u>\$ 17,807,597</u>          | <u>\$ 0</u>                | <u>\$ 17,391,550</u> | <u>\$ 17,391,550</u>          | <u>\$ 0</u>                |
| Change in net assets                 | \$ 1,453,058         | \$ 2,235,195                  | \$ (782,137)               | \$ 3,222,342         | \$ 382,628                    | \$ 2,839,714               |
| Net assets at beginning of year      | <u>20,052,452</u>    | <u>17,173,510</u>             | <u>2,878,942</u>           | <u>16,830,110</u>    | <u>16,790,882</u>             | <u>39,228</u>              |
| Net assets at end of year            | <u>\$ 21,505,510</u> | <u>\$ 19,408,705</u>          | <u>\$ 2,096,805</u>        | <u>\$ 20,052,452</u> | <u>\$ 17,173,510</u>          | <u>\$ 2,878,942</u>        |

See accompanying notes to financial statements.