2012 The Xerces Society for Invertebrate Conservation

Financial Position for the year ended December 31, 2012 (Audited)

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$569,784</td>
</tr>
<tr>
<td>Investments</td>
<td>$127,023</td>
</tr>
<tr>
<td>Contracts Receivable</td>
<td>$343,938</td>
</tr>
<tr>
<td>Grants Receivable</td>
<td>$5,810</td>
</tr>
<tr>
<td>Inventory</td>
<td>$29,817</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$23,191</td>
</tr>
<tr>
<td>Net property and equipment</td>
<td>$25,156</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$1,124,719</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$60,380</td>
</tr>
<tr>
<td>Accrued payroll &amp; related expense</td>
<td>$117,974</td>
</tr>
<tr>
<td>Deferred contract revenue</td>
<td>$33,000</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$211,354</strong></td>
</tr>
<tr>
<td>Investments</td>
<td>$127,023</td>
</tr>
<tr>
<td>Accrued payroll &amp; related expense</td>
<td>$117,974</td>
</tr>
<tr>
<td>Deferred contract revenue</td>
<td>$33,000</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$1,124,719</strong></td>
</tr>
</tbody>
</table>

Financial Activities January - December 2012 (Audited)

**Revenue**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants</td>
<td>$1,592,814</td>
</tr>
<tr>
<td>Dues and donations</td>
<td>$320,079</td>
</tr>
<tr>
<td>Publications</td>
<td>$70,307</td>
</tr>
<tr>
<td>Program revenue</td>
<td>$55,214</td>
</tr>
<tr>
<td>Net other revenue &amp; unrealized gain</td>
<td>$14,172</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>$2,052,586</strong></td>
</tr>
</tbody>
</table>

**Expenses**

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aquatic Conservation</td>
<td>$262,413</td>
</tr>
<tr>
<td>Other Conservation</td>
<td>$68,921</td>
</tr>
<tr>
<td>Pollinator Conservation</td>
<td>$944,290</td>
</tr>
<tr>
<td>Endangered Species</td>
<td>$306,875</td>
</tr>
<tr>
<td><strong>Total programs</strong></td>
<td><strong>$1,582,499</strong></td>
</tr>
<tr>
<td>Total promotions &amp; development</td>
<td>$220,843</td>
</tr>
<tr>
<td>Total general administrative</td>
<td>$56,691</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$1,860,033</strong></td>
</tr>
</tbody>
</table>

**Net Income**

<table>
<thead>
<tr>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>$192,553</td>
</tr>
</tbody>
</table>