

Amounts in USD

Assets	2020	2019
Cash and cash equivalents	5,085,797	3,804,534
Investments	24,882,333	23,522,223
Receivables, net	169,144	775,351
Loan receivable	877,186	547,672
Prepaid expenses and deposits	751,155	485,218
Inventory	306,594	378,926
Due from GBCI, net	1,048,079	1,963,825
Property and equipment, net	7,374,258	8,241,736
	40,494,546	39,719,485

Liabilities and Net Assets	2020	2019
Liabilities:		
Accounts payable	1,265,972	641,727
Accrued expenses	1,387,482	2,888,772
Lease relinquishment liability	183,387	474,157
Deferred revenue	5,291,782	5,476,852
Refundable grant advances	769,010	573,864
Note payable	4,629,762	-
Deferred compensation	1,198,699	1,173,310
Deferred rent	265,282	733,835
	14,991,376	11,962,517

Commitment and Contingencies	2020	2019
Net assets:		
Without donor restrictions	25,503,170	27,756,968
	40,494,546	39,719,485

Revenue and Support	2020	2019
Management and royalty fees – GBCI	14,643,603	15,581,302
Membership dues	8,884,727	8,911,429
Grants	513,229	383,858
Sponsorship	815,166	1,913,743
Conferences and meetings	479,936	1,524,997
Investment income, net	1,341,173	1,905,191
Publications	614,572	679,754
Education registration	870,962	846,285
Fee for service	87,913	677,188
Advertising	25,390	110,826
Other	3,369	16,889
Contributions	53,538	66,974
Total revenue and support	28,333,578	32,618,436

Expenses	2020	2019
Program services:		
LEED:		
Registration and certification	9,497,315	10,902,969
Research	409,075	276,190
Conference and meetings	2,936,663	4,188,526
Membership development:		
Marketing	3,839,657	5,250,896
Community	4,941,059	6,005,086
Customer experience	967,764	1,480,436
Advocacy	946,211	1,031,815
Haiti	-	33,773
Education and publications	1,583,673	1,721,390
Total program services	25,121,417	30,891,081
Supporting services:		
General and administration	5,458,997	6,106,706
Fundraising	-	1,132
Membership recruitment	6,962	20,974
Total supporting services	5,465,959	6,128,812
Total expenses	30,587,376	37,019,893
Change in net assets	(2,253,798)	(4,401,457)
Net assets:		
Beginning	27,756,968	32,158,425
Ending	25,503,170	27,756,968

- Registration and certification
- Research
- Conference and meetings
- Marketing
- Community
- Customer experience
- Advocacy
- Education and publications

USGBC 2020 Financial Snapshot

