



UNAUDITED
FINANCIAL
STATEMENT

MARCH 2017

SMART CORPORATION
EXECUTIVE SUMMARY
FOR THE MONTH ENDING March 31, 2017
(in thousands)

INCOME STATEMENT

	Year to Date			Annual	
	Actual	Budget	Variance	Forecast	Budget
INCOME					
Investment Income	\$ 324	\$ -	\$ 324	\$ 324	\$ -
Unrealized Gains (Losses)	1,024	-	1,024	1,024	-
Realized Gains (Losses)	62	-	62	62	-
Charitable Contributions	-	-	-	-	-
TOTAL INCOME	1,410	-	1,410	1,410	-
EXPENSE					
Consulting & Professional Fees	0	-	(0)	0	-
Professional Fee - Fiera Capital	2	2	0	7	8
Professional Fee - Logan	26	25	(1)	99	99
Professional Fee-Asset Strategy	24	22	(2)	90	89
Professional Fee - BNY	8	8	(0)	32	30
Professional Fee - M&T	3	3	(0)	10	10
Professional Fee - USBC	117	119	2	475	475
Other	7	8	1	43	40
ADMINISTRATIVE EXPENSE	186	185	(1)	758	749
Earnings Allocation to Providers	-	-	-	-	-
Depreciation	34	34	(0)	135	135
TOTAL EXPENSE	220	219	(1)	892	884
NET INCOME	\$ 1,190	\$ (219)	\$ 1,409	\$ 518	\$ (884)

SCHOLARSHIP LIABILITY/INVESTMENT ACTIVITY

	Balance 2/28/17	Deposits	Disbursements	Balance 3/31/17
SCHOLARSHIP LIABILITY	\$ 58,345	\$ 544	\$ (142)	\$ 58,748

	Balance 2/28/17	Deposits/ Withdrawals	Disbursements Gains(Losses)	Balance 3/31/17	% of Portfolio
CASH & INVESTMENTS					
CASH (1)	\$ 1,318	544	(248)	\$ 1,614	
INVESTMENTS	63,247	-	133	\$ 63,379	
TOTAL CASH/INVESTMENTS	\$ 64,564	\$ 544	\$ (115)	\$ 64,993	

* Approximately 15% Equities and 85% Fixed Income

RETURN ON INVESTMENTS	BNY Mellon	Wilmington	Total / YTD Mths	Avg Balance 3/31/17
Average Investment Base Year to Date	45,261	17,764	63,025	\$ 63,025
Investment Income to Date				\$ 1,410
Average Return on Investment				2.24%
Earnings Net of Expenses				\$ 1,190
Avg Return on Investment net of Investment expenses				1.95%
Average Return on Investment net of Investment expenses excluding unrealized gains/losses				0.33%

Smart Corporation
Statement of Changes in Net Assets by Account
For the Three Months Ending March 31, 2017

	MARCH			YEAR TO DATE				ANNUAL		PRIOR YEAR	PRIOR MONTH
	ACTUAL	FORECAST	VARIANCE	ACTUAL	BUDGET	VARIANCE	BUDGET	FORECAST	VARIANCE	ACTUAL	FORECAST
Expenses											
6100 Uniforms	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$176	\$0
6300 Food and Beverage Costs	0	75	(75)	0	75	(75)	300	300	0	0	300
6800 Legal Fees	0	2,500	(2,500)	0	2,500	(2,500)	10,000	10,000	0	11,492	10,000
6810 Audit Fees	0	0	0	2,800	0	2,800	7,500	10,300	2,800	10,100	10,300
6820 Consulting and Professional Fee	0	0	0	40	0	40	0	40	40	39	40
6820 Professional Fee-Fiera Capt	573	573	0	1,701	1,875	(174)	7,500	7,326	(174)	6,864	7,326
6820 Professional Fee-Logan	8,541	8,541	0	25,623	24,625	998	98,500	99,498	998	99,780	99,498
6820 Professional Fee-Asset Strategy	7,747	7,747	0	24,100	22,125	1,975	88,500	90,475	1,975	89,956	90,475
6820 Professional Fee-BNY	7,976	8,000	(24)	7,976	7,500	476	30,000	32,000	2,000	33,211	32,000
6820 Professional Fee-M&T	2,595	2,000	595	2,599	2,500	99	10,000	10,000	0	8,755	8,005
6820 Professional Fee-USBC	40,228	39,887	341	117,195	118,750	(1,555)	475,000	475,000	0	400,000	475,000
6900 Bank and Credit Card Fees	850	700	150	2,945	2,100	845	8,400	9,245	845	9,453	9,094
6930 Office Supplies Cost	(113)	0	(113)	0	0	0	0	0	0	74	113
6950 Printing Costs	0	0	0	0	0	0	0	0	0	108	0
7000 Travel Expenses	0	2,000	(2,000)	0	2,000	(2,000)	8,850	8,850	0	5,605	8,850
7300 Insurance Expense	389	389	0	1,168	1,172	(4)	4,689	4,673	(16)	4,689	4,673
7620 Miscellaneous Expense	0	0	0	0	0	0	0	0	0	18,146	0
7800 License Fees	0	0	0	0	0	0	0	0	0	10	0
Total Expenses	68,786	72,413	(3,627)	186,147	185,222	924	749,239	757,706	8,467	698,458	755,673
Operating Income/(loss)	(68,786)	(72,413)	3,627	(186,147)	(185,222)	(924)	(749,239)	(757,706)	(8,467)	(698,458)	(755,673)
Non-Operating Income/Expense											
5010 Investment Income from Interest	109,281	0	109,281	324,250	0	324,250	0	324,250	324,250	1,142,071	214,969
5020 Investment Realized Gains (Loss)	13,252	0	13,252	61,646	0	61,646	0	61,646	61,646	771,297	48,394
5030 Investment Unrealized Gains (Loss)	20,563	0	20,563	1,024,211	0	1,024,211	0	1,024,211	1,024,211	1,938,754	1,003,648
7630 Earnings Allocations to Providers	0	0	0	0	0	0	0	0	0	450,000	0
9000 Depreciation and Amortization E	11,211	11,211	0	33,634	33,633	1	134,532	134,536	4	134,536	134,536
Total Non-Operating Inc/Exp	131,884	(11,211)	143,095	1,376,472	(33,633)	1,410,105	(134,532)	1,275,570	1,410,102	3,267,585	1,132,475
Net Income	63,098	(83,624)	146,722	1,190,326	(218,855)	1,409,181	(883,771)	517,864	1,401,635	2,569,127	376,802

Smart Corporation
Balance Sheet
For the Month Ending March 31, 2017

	March YTD				Annual		
	2017	Last Year	Var \$	Var %	Last Year	Var \$	Var %
ASSETS							
Current Assets							
Cash and cash equivalents	\$1,613,919	\$2,140,273	(\$526,353)	(25.%)	\$1,211,140	\$402,780	33.%
Investments	63,379,367	56,960,607	6,418,760	11.%	61,979,836	1,399,532	2.%
Accounts Receivable	113	11,004	(10,891)	(99.%)	3,714	(3,601)	(97.%)
Prepaid Expenses	1,402	2,110	(708)	(34.%)	0	1,402	0.%
Total Current Assets	64,994,802	59,113,994	5,880,807	10.%	63,194,689	1,800,112	3.%
Long Term Assets							
PP&E	910,467	910,467	0	0.%	910,467	0	0.%
Less Accum. Depreciation	(540,492)	(405,955)	(134,536)	33.%	(506,857)	(33,634)	7.%
Total Long Term Assets	369,975	504,511	(134,536)	(27.%)	403,609	(33,634)	(8.%)
Total Assets	\$65,364,777	\$59,618,506	\$5,746,271	10.%	\$63,598,298	\$1,766,478	3.%
LIABILITIES							
Current Liabilities							
Accounts Payable	53,047	62,592	9,545	15.%	54,642	1,595	3.%
Scholarship Providers	58,748,054	54,891,725	(3,856,329)	(7.%)	58,170,307	(577,748)	(1.%)
Total Current Liabilities	58,801,101	54,954,317	3,846,784	7.%	58,224,949	576,152	1.%
Total Liabilities	58,801,101	54,954,317	3,846,784	7.%	58,224,949	576,152	1.%
NET ASSETS							
Net Assets - Beginning	5,373,350	2,804,222	(2,569,127)	(92.%)	2,804,222	(2,569,127)	(92.%)
Change in Net Assets - Year to Date	1,190,326	1,859,966	669,641	36.%	2,569,127	1,378,802	54.%
Total Net Assets	6,563,675	4,664,189	1,899,487	41.%	5,373,350	1,190,326	22.%
Total Liabilities & Net Assets	\$65,364,777	\$59,618,506	\$5,746,271	10.%	\$63,598,298	\$1,766,478	3.%

Smart Corporation
Statement of Cash Flow
For the Month Ending March 31, 2017

Beginning Cash Balance	63,190,976
Change in Net Assets	1,190,326
Plus Non-Cash Items:	
Depreciation and Amortization	33,634
Loss/(Gain) Sale of Assets	-
Cash Flow from Operating Activities	
(Increase) Decrease in Accounts Receivable	7,828,606
(Increase) Decrease in Inventory	-
(Increase) Decrease in Prepaid Expenses & Other	(1,402)
Increase (Decrease) Accounts Payable	(1,595)
Increase (Decrease) Accrued Liabilities	(7,247,258)
Increase (Decrease) in Deferred Revenue	-
(Increase) Decrease in Long Term Assets	-
(Increase) Decrease Temp Restricted Funds	-
Total Adjustments	<u>578,351</u>
Net Cash from Operating Activities	<u>1,802,311</u>
Cash Flow from Investing Activities	
Sales of Investments	-
Purchases of Investments	-
Proceeds from Sale of PP&E	<u>-</u>
Net Cash from Investing Activities	-
Net Cash from Financing Activities	-
Net Cash Flow	1,802,311
Ending Cash Balance	<u>64,993,286</u>
Balance per GL	<u><u>59,100,880</u></u>

SMART Corporation
Report of Changes in Cash
March 31, 2017

	TOTAL	January 1	February 2	March 3
Beginning Cash Balance		1,211,140	1,113,564	1,317,520
Change in Cash				
Wells Fargo	(200,445)	(146)	(145)	(200,154)
Frost - Cash Inflow				
Scholarship Provider Deposits	1,337,037	428,019	364,620	544,398
Frost - Cash Outflow				
Operating Expenses	143,666	(230)	(27,965)	171,862
Scholarship Recipient Payments	(837,895)	(485,635)	(132,553)	(219,706)
Intercompany Payments	(39,583)	(39,583)	-	-
Cash Equivalents	-	-	-	-
Investment Transfers	-	-	-	-
Total Change in Cash	402,780	(97,576)	203,956	296,399
Ending Cash Balance		1,113,564	1,317,520	1,613,919

SMART
INCOME STATEMENT FORECAST SMART Scholarship Funding Corp
For the Three Months Ending March 31, 2017
Amounts in Whole Units

	ACTUALS			FORECAST									ACTUAL+FORECAST
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
Income													
5010 Investment Income from Interest	\$107,496	\$107,473	\$109,281	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$324,250
5020 Investment Realized Gains (Loss)	(3,058)	51,452	13,252	0	0	0	0	0	0	0	0	0	61,646
5030 Investment Unrealized Gains (Loss)	364,558	639,090	20,563	0	0	0	0	0	0	0	0	0	1,024,211
Total Income	468,996	798,015	143,095	0	0	0	0	0	0	0	0	0	1,410,107
Expenses													
6300 Food and Beverage Costs	0	0	0	0	0	0	300	0	0	0	0	0	300
6800 Legal Fees	0	0	0	0	0	3,000	0	0	3,000	0	0	4,000	10,000
6810 Audit Fees	0	2,800	0	5,000	0	0	0	0	0	2,500	0	0	10,300
6820 Consulting and Professional Fee	55,860	55,715	67,659	55,792	55,792	66,416	55,792	55,792	66,392	55,792	56,739	66,599	714,338
6900 Bank and Credit Card Fees	775	1,320	850	700	700	700	700	700	700	700	700	700	9,245
6930 Office Supplies Cost	113	0	(113)	0	0	0	0	0	0	0	0	0	0
7000 Travel Expenses	0	0	0	2,000	0	2,000	850	0	2,000	0	0	2,000	8,850
7300 Insurance Expense	389	389	389	389	389	389	389	389	389	389	389	389	4,673
9000 Depreciation and Amortization E	11,211	11,211	11,211	11,211	11,211	11,211	11,211	11,211	11,211	11,211	11,211	11,211	134,536
Total Expenses	68,348	71,435	79,997	75,092	68,092	83,716	69,242	68,092	83,692	70,592	69,040	84,900	892,242
Net Income/(loss)	400,648	726,580	63,098	(75,092)	(68,092)	(83,716)	(69,242)	(68,092)	(83,692)	(70,592)	(69,040)	(84,900)	517,864