

2011 & 2010 Annual Financial Statements

PIONEER INSTITUTE, INC.

85 Devonshire Street; 8th Floor

Boston, Massachusetts

Years Ended September 30, 2011 and 2010

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Certified Public Accountants

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Glenn Ricciardelli, P.C

The Board of Directors
PIONEER INSTITUTE, INC.
85 Devonshire Street; 8th Floor
Boston, Massachusetts 02109

Report on Financial Statements

We have audited the accompanying statements of financial position of PIONEER INSTITUTE, INC., which comprise the balance sheets as of September 30, 2011 and 2010, and the related statements of activity 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.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. 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 of 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 auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated 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 principles 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 PIONEER INSTITUTE, INC. as of September 30, 2011 and 2010, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplemental Information

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedule of functional expenses on Pages 11 & 12 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Respectfully,

Glenn Ricciardelli, PC

Boston, Massachusetts

January 14, 2012

PIONEER INSTITUTE, INC.

Statement of Financial Position

As of September 30, 2011 and 2010

	<u>2011</u>	<u>2010</u>
<u>ASSETS:</u>		
<i>Current Assets:</i>		
Cash & Cash Equivalents (Note A)	\$654,377	\$527,927
Contributions Receivable (Note A)	134,800	29,512
Prepaid Expenses & Deposits	24,248	33,542
Total Current Assets	<u>813,425</u>	<u>\$590,981</u>
<i>Property & Equipment:</i>		
Furniture & Fixtures	31,091	31,091
Office Equipment	94,216	93,336
Software	174,136	165,036
Leasehold Improvements	35,498	35,498
Subtotal	<u>334,941</u>	<u>324,961</u>
Less: Accumulated Depreciation & Amortization	<u>(323,003)</u>	<u>(306,558)</u>
Net Property & Equipment	11,938	18,403
<i>Other Assets</i>		
Long-Term Investments (Note D)	1,217,731	1,153,268
Long-term Contributions Receivable	<u>53,300</u>	<u> </u>
Total Assets	<u><u>\$2,096,394</u></u>	<u><u>\$1,762,652</u></u>
 <u>LIABILITIES:</u>		
Accounts Payable & Other Accrued Expenses	<u>56,148</u>	<u>46,828</u>
Total Liabilities	<u>56,148</u>	<u>46,828</u>
 <u>NET ASSETS:</u>		
Unrestricted	838,120	1,058,835
Permanently Restricted (Note B)	215,746	203,203
Temporarily Restricted (Note B)	986,380	453,786
Total Net Assets	<u>2,040,246</u>	<u>1,715,824</u>
Total Liabilities and Net Assets	<u><u>\$2,096,394</u></u>	<u><u>\$1,762,652</u></u>

PIONEER INSTITUTE, INC.

Statement of Activities

As of September 30, 2011 and 2010

	2011		2010	
	Amount	Percent	Amount	Percent
<i>CHANGE in UNRESTRICTED NET ASSETS:</i>				
Revenues and Gains:				
Contributions	\$833,034	67%	\$878,505	69%
Sales of Publications, Tickets, etc.	22,075	2%	28,032	2%
Miscellaneous Income	0	0%	1,000	0%
Total Unrestricted Revenues & Gains	855,109	69%	907,537	71%
Net Assets Released from Restrictions: (Note C)				
Satisfaction of Program Restrictions	383,696	31%	369,525	29%
Total Unrestricted Revenues, Gains & Other	1,238,805	100%	1,277,062	100%
Expenses:				
Management & General Operations	189,295	15%	108,368	8%
Fund Raising	247,193	20%	225,277	18%
Outreach & Public Communications	77,928	6%	107,440	8%
<i>Major Research & Program Categories:</i>				
Center for School Reform	297,557	24%	267,445	21%
Center for Economic Opportunity	104,752	8%	52,662	4%
Healthcare Initiative	134,697	11%	45,124	4%
Shamie Center for Better Government	283,826	23%	311,635	24%
Middle Cities Initiative	56,515	5%	149,951	12%
Lovett C. Peters Lecture Series	83,991	7%	74,729	6%
Total Expenses	1,475,754	119%	1,342,631	105%
Interest Income	881	0%	2,214	0%
Dividend Income	49,148	4%	29,524	2%
Realized gains on Long-term Investments	(6,918)	-1%	0	0%
Unrealized Gain on Long Term Investments	(26,877)	-2%	41,387	3%
	16,234	1%	73,125	6%
Increase/(Decrease) in Unrestricted Net Assets	(220,715)	-18%	7,556	1%
<i>CHANGE in PERMANENT & TEMPORARILY RESTRICTED NET ASSETS:</i>				
Contributions - Permanent Restriction (Note A, B)	12,000	1%	(1,870)	0%
Contributions - Temporary Restriction (Note A, B)	908,465	73%	386,974	30%
Interest Income	23	0%	641	0%
Dividend Income	8,902	1%	6,561	1%
Realized Gain (Loss) on Long Term Investments	(2,634)	0%	0	0%
Unrealized Gain on Long Term Investments	2,077	0%	(878)	0%
Net Assets Released from Restrictions (Note C)	(383,696)	-31%	(369,525)	-29%
Inc./(Dec.) in Permanent & Temporarily Restricted Net Assets	545,137	44%	21,903	2%
<i>INCREASE/(DECREASE) IN NET ASSETS:</i>	324,422	26%	29,459	2%
<i>NET ASSETS: Beginning of Year</i>	1,715,824	139%	1,686,365	132%
<i>NET ASSETS: End of Year</i>	\$2,040,246	165%	\$1,715,824	134%

PIONEER INSTITUTE, INC.

Statement of Cash Flows

As of September 30, 2011 and 2010

	<u>2011</u>	<u>2010</u>
<i><u>CASH FLOWS from OPERATING ACTIVITIES:</u></i>		
Change in Net Assets	\$324,422	\$29,460
Adjustments to Reconcile Change in Net Assets to Net Cash Provided by Operating Activities:		
Depreciation	16,447	15,312
Decrease/(Increase) in Contributions Receivable	(158,588)	(26,612)
Decrease/(Increase) in Prepaid Expenses & Deposits	9,294	(4,885)
Increase/(Decrease) in Accounts Payable/Deferred Expenses	9,320	(47,756)
Unrealized Losses/(Gains) on Long Term Investments	(24,801)	40,509
Net Cash Provided by Operating Activities	<u>176,094</u>	<u>6,029</u>
<i><u>CASH FLOWS from INVESTING ACTIVITIES:</u></i>		
(Purchase) / Disposals of Property & Equipment	(9,982)	(16,145)
(Purchase & Income Reinvestments) / Sales of Long Term Investments	(39,662)	6,993
Net Cash Used by Investing Activities	<u>(49,644)</u>	<u>(9,152)</u>
<i><u>CASH FLOWS from FINANCING ACTIVITIES:</u></i>		
Net Cash Used by Financing Activities	<u>0</u>	<u>0</u>
<i><u>NET INCREASE IN CASH & CASH EQUIVALENTS:</u></i>	126,450	(3,123)
<i><u>CASH & EQUIVALENTS: Beginning of Year</u></i>	<u>527,927</u>	<u>531,050</u>
<i><u>CASH & EQUIVALENTS: End of Year</u></i>	<u>\$654,377</u>	<u>\$527,927</u>

PIONEER INSTITUTE, INC.

Notes to Financial Statements

Years Ended September 30, 2011 and 2010

Note A - Nature of Organization and Significant Accounting Policies

ORGANIZATION:

PIONEER INSTITUTE, INC. (PIONEER) is a public policy research organization, which specializes in the support, distribution, and promotion of scholarly research on Massachusetts' public policy issues. PIONEER does not incur any costs related to lobbying for the purpose of influencing legislation as addressed under Section 501 (h) of the Federal Tax Code.

BASIS OF PRESENTATION:

The financial statements of PIONEER are presented on the accrual basis.

NET ASSETS AND REVENUE RECOGNITION:

Net assets and revenues, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets and changes therein are classified as follows:

Permanently Restricted Net Assets – Net assets subject to donor-imposed stipulations that they be maintained in perpetuity by PIONEER.

Temporarily Restricted Net Assets – Net assets subject to donor-imposed stipulations that may or will be met by actions of PIONEER and/or the passage of time.

Unrestricted Net Assets – Net assets not subject to donor-imposed stipulations.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Revenues are reported as unrestricted net assets if the donor-imposed restrictions are met in the same reporting period. Expenses are reported as decreases in unrestricted net assets.

PIONEER recognizes contributions as revenue when they are received or unconditionally pledged. Contributions subject to donor-imposed stipulations that are met in the same reporting period are reported as unrestricted support. Unconditional promises to give, subject to donor imposed restrictions, with due dates scheduled after the balance sheet date are shown as increases in temporarily restricted net assets and shall be reclassified to unrestricted net assets when the related purpose or time restrictions are met. Conditional promises to give are not recognized until they become unconditional, that is, when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair market value at the date of the gift.

PIONEER reports gifts of cash and other assets as permanently restricted support if they are received with donor stipulations that limit the access to the principal portion of the original donated assets. The release of permanently restricted assets amounted to \$7,825 and \$7,390, in the years ended September 30, 2011 and 2010, respectively.

Contributions receivable represent amounts unconditionally pledged by donors that have not been received by PIONEER. Contributions receivable were \$188,100 and \$29,512 as of September 30,

PIONEER INSTITUTE, INC.

Notes to Financial Statements

Years Ended September 30, 2011 and 2010

2011 and 2010, respectively. For 2011, \$53,300 of the \$188,100 contributions receivable is not expected to be received until after Fiscal 2012, and therefore, is considered temporarily restricted.

LEASES:

PIONEER leases its premises located on the eighth floor at 85 Devonshire Street, Boston, Massachusetts, 02109. The base rental payments, excluding utilities, for the remainder of the lease agreement are as follows:

Period	Rent Expense	Deferred Rent Reduction	Minimum Lease Payments
FY2012	\$88,025	\$(3,364)	\$91,389
FY2013	88,025	(15,225)	103,250
FY2014 (2 Mos.)	14,671	(2,635)	17,306

CASH AND CASH EQUIVALENTS:

For financial statement purposes, PIONEER considers all highly liquid investments with a maturity date of 180 days or less to be cash and cash equivalents. Management believes the Institute is not exposed to any significant credit risk on cash and cash equivalents (see Note G).

INVESTMENTS:

Investments of PIONEER are recorded at market based on quoted market prices.

CONTRIBUTIONS RECEIVABLE:

Contributions receivable are stated at the amount management expects to collect from outstanding balances. Management would provide for probable uncollectible amounts through a provision for bad debt expense and an adjustment to a valuation allowance based on its assessment of the current status of individual receivables from grants, contracts, and others. There was no allowance for bad debts at September 30, 2011 and 2010. Bad debt expense during the year ended September 30, 2011 was \$2,500.

CONTRIBUTED SERVICES:

The financial statements reflect \$15,000 for Certified Public Accounting services provided on a pro-bono basis in each of the years ended September 30, 2011 and 2010. In addition, a number of volunteers have donated their time to Pioneer, including the Board of Directors & Founding Chairman. The value of this contributed time is not reflected in these financial statements since it is not easily susceptible to objective measurement or valuation.

PIONEER INSTITUTE, INC.

Notes to Financial Statements

Years Ended September 30, 2011 and 2010

ESTIMATES:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Specifically, certain expenses have been allocated to operations and programs based upon the time allocated to each by PIONEER's employees. Accordingly, actual results could differ from those estimates.

PROPERTY AND DEPRECIATION:

Property amounts are stated at historical cost or, if donated, at the approximate fair value at the date of donation. For financial purposes, depreciation is computed on a straight-line basis, utilizing useful lives of 3-years for office equipment & software and 5-years for furniture and fixtures. Leasehold improvements are amortized over the length of the lease, or the life of the asset, whichever is shorter.

NON-PROFIT STATUS AND INCOME TAXES:

PIONEER is a nonprofit organization and is exempt from Federal income taxes under Section 501 (c)(3) of the U.S. Internal Revenue Code. Donors may deduct contributions made to PIONEER PIONEER within Internal Revenue Code regulations. PIONEER is subject to a tax on income from any unrelated business.

PIONEER has adopted the recognition requirements for uncertain income tax positions as required by generally accepted accounting principles, with no cumulative effect adjustment required. Income tax benefits are recognized for income tax positions taken or expected to be taken in a tax return, only when it is determined that the income tax positions will more-likely-than-not be sustained upon examination by taxing authorities. PIONEER has analyzed tax positions taken for filing with the Internal Revenue Service and all state jurisdictions where it operates. PIONEER believes that income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse affect on PIONEER's financial condition, results of operations or cash flows. Accordingly, PIONEER has not recorded any reserves, or related accruals for interest and penalties for uncertain income tax positions at September 30, 2010 and 2011.

PIONEER is subject to routine audits by taxing jurisdictions; however, there are currently no audits for any tax periods in progress. PIONEER believes it is no longer subject to income tax examinations for years prior to 2007.

PIONEER INSTITUTE, INC.

Notes to Financial Statements

Years Ended September 30, 2011 and 2010

Note B - Restricted Net Assets

Permanently restricted net assets are available for the following specific programs, at year-end September 30, 2011 and 2010.

	<u>2011</u>	<u>2010</u>
Colby Hewitt Endowment for Health Care	\$215,746	\$203,203
Total Permanently Restricted	<u>\$215,746</u>	<u>\$203,203</u>

Temporarily restricted net assets are available for the following specific programs, at year-end September 30, 2011 and 2010.

	<u>2011</u>	<u>2010</u>
General Operations Grant	\$2,550	\$0
Direct Mail Fund-Raising Campaign	41,095	34,126
Pioneer Building Fund	282,087	282,087
Lovett C. Peters Memorial Fund	397,160	
Lovett C. Peters Lecture Series	10,088	44,078
Center for School Reform	93,251	
Healthcare Initiative	46,560	
Shamie Center for Better Government	113,589	93,495
Total Temporarily Restricted	<u>\$986,380</u>	<u>\$453,786</u>

During the year ended September 30, 2011, Pioneer began a capital campaign to gain additional contributions to purchase an office condominium and to fund fellowships. Contributions related to these efforts comprise the Lovett C. Peters Memorial Fund.

Note C - Net Assets Released From Donor Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes specified by the donor. For the years ended September 30, 2011 and 2010, the following purpose restrictions were accomplished:

	<u>2011</u>	<u>2010</u>
Direct Mail Fund-Raising Campaign	\$16,601	\$24,021
Center for School Reform	106,599	60,450
Center for Economic Opportunity		24,500
Healthcare Initiative	47,214	8,370
Shamie Center for Better Government	114,291	77,013
Middle Cities Initiative	15,000	100,442
LCP Lecture Series	83,991	74,729
Total Restrictions Released	<u>\$383,696</u>	<u>\$369,525</u>

PIONEER INSTITUTE, INC.

Notes to Financial Statements

Years Ended September 30, 2011 and 2010

Note D – Fair Value of Investments

PIONEER investments are reported at fair value in the accompanying statements of net assets.

September 30, 2011	Fair Value	Quoted Prices in Active Markets for Identical Assets (Level 1)
Mutual Funds	\$1,115,340	\$1,115,340
Closed-End Funds	102,391	102,391

SFAS 157, Fair Value Measurements, establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. This hierarchy consists of three broad levels: Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and have the highest priority. PIONEER's investments are comprised solely of Level 1 assets.

PIONEER uses appropriate valuation techniques based on available inputs to measure fair value of its investments. When available, PIONEER measures fair value using Level 1 inputs because they generally provide the most reliable evidence of fair value. The fair value of mutual funds is based on quoted net asset value of shares held by PIONEER.

Notes E – Mutual Funds

The fair market values at September 30, 2011 and 2010 are as follows:

Description	2011	2010
Domestic Stock Fund - Large	\$33,096	\$0
Domestic Stock Funds – Intermediate & Small	188,829	128,230
Global Opportunity Funds	103,530	166,190
Corporate & Government Bond Funds	740,977	852,371
Money Market	<u>151,299</u>	<u>6,478</u>
Total	<u>\$1,217,731</u>	<u>\$1,153,268</u>

PIONEER INSTITUTE, INC.

Notes to Financial Statements

Years Ended September 30, 2011 and 2010

Investment income from cash equivalents and investments is comprised of the following for the years ended September 30, 2011 and 2010.

Description	2011	2010
Dividend & Interest	\$58,954	\$38,940
Net Realized Gains (Losses)	6,728	(396)
Net Unrealized Gains (Losses)	<u>(41,010)</u>	<u>40,905</u>
Total	<u>\$24,672</u>	<u>\$79,449</u>

Note F – Agency Transaction

PIONEER holds no “pass through” grants as of September 30th, 2011.

Note G – Concentration of Credit Risk

PIONEER maintains several bank accounts at two large regional financial institutions. The Federal Deposit Insurance Corporation (FDIC), during the period covered by these statements, insured accounts at member institutions up to \$250,000. This increased coverage will revert to an insurance amount of up to \$100,000 on December 31, 2013. At various times during the year, the cash balances exceeded the insured amount. Management believes the related credit risk to be minimal.

Note H – Subsequent Events

PIONEER did not have any recognized or non-recognized subsequent events after September 30, 2011, the date of the statement of financial position. Subsequent events have been evaluated through January 19, 2012, the date the financial statements were issued.

PIONEER INSTITUTE, INC.
Supplemental Schedule - Summary of Funding & Expenses by Program
For the Years Ended September 30th, 2011 and 2010

Account Number / Description	FY2011 DISTRIBUTION of FUNDING & EXPENSE by PROGRAM													FY2011 Total Funding & Expense	FY2010 Total Funding & Expense	
	Management & General Operations	Fund Raising	Pioneer Building Fund	Lovett C. Peters Memorial Fund	Outreach & Public Communication	MAJOR RESEARCH & PROGRAM CATEGORIES										
						Center for School Reform	Center for Economic Opportunity	Healthcare Initiative	Shamie Center for Better Government	Middle Cities Initiative	LCP Lecture Series	Colby Hewitt Endowment				
REVENUE:																
UNRESTRICTED DONATIONS:																
4-1010 - Individual Donations	\$ 624,491	\$ -		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 624,491	\$ 705,280
4-1020 - Corporate Donations	27,797	-		-	-	-	-	-	-	-	-	-	-	-	27,797	16,075
4-1030 - Foundation Donations	158,650	-		-	-	-	-	-	-	-	-	-	-	-	158,650	142,150
Total - Unrestricted Donations	810,937														810,937	863,505
IN-KIND DONATIONS:																
4-1040 - In-Kind Donations	22,097	-		-	-	-	-	-	-	-	-	-	-	-	22,097	15,000
Total - In-Kind Donations	22,097														22,097	15,000
PERMANENT & TEMPORARILY RESTRICTED DONATIONS:																
4-2010 - Individual Donations	-	23,570		357,660	-	100	-	50,450	44,810	-	-	-	-	-	476,590	67,825
4-2020 - Corporate Donations	-	-		10,000	-	1,250	-	10,000	26,325	-	-	-	-	-	47,575	32,700
4-2030 - Foundation Donations	2,550	-		29,500	-	197,500	-	25,000	60,750	15,000	50,000	-	-	380,300	211,500	
4-2040 - Event Sponsorship	-	-		-	-	1,000	-	500	2,500	-	-	-	6,500	10,500	67,579	
Subtotal	2,550	23,570		397,160		199,850		85,950	134,385	15,000	50,000		6,500	914,965	379,604	
Endowments:																
4-2110 - Colby Hewitt Endowment	-	-		-	-	-	-	-	-	-	-	-	-	5,500	5,500	5,500
Subtotal														5,500	5,500	
Total 4-2000 - Restricted Donations	2,550	23,570		397,160		199,850		85,950	134,385	15,000	50,000		12,000	920,465	385,104	
OTHER REVENUE:																
4-5000 - Ticket Sales	-	-		-	-	-	-	-	21,375	-	-	-	-	-	21,375	25,575
4-6000 - Book Sales	-	-		-	-	-	-	-	-	-	-	-	-	-	-	857
4-7000 - Editorial Income	700	-		-	-	-	-	-	-	-	-	-	-	-	700	1,600
Subtotal	700								21,375					22,075	28,032	
Total Income	836,284	23,570		397,160		199,850		85,950	155,760	15,000	50,000		12,000	1,775,575	1,291,641	
OPERATING EXPENSES:																
EMPLOYMENT COSTS:																
6-1100 - Gross Wages	86,145	136,296		-	47,409	144,175	67,248	57,350	73,726	34,542	7,152			654,043	653,840	
6-1150 - Bonus	66	105		-	36	110	51	44	56	26	5			499	18,000	
6-1200 - Federal P/R Taxes-employer	6,192	9,796		-	3,407	10,362	4,833	4,121	5,299	2,463	517			47,010	47,898	
6-1300 - State P/R Taxes	65	104		-	36	110	56	43	51	26	5			496	78	
6-1400 - Health & Dental-employer	7,805	12,349		-	4,295	13,063	6,680	5,196	6,093	3,130	648			59,259	78,939	
6-1500 - 401K-employer share	1,780	2,816		-	980	2,979	1,186	1,523	1,390	714	148			13,516	12,536	
6-1550 - Pension Plan Charges	192	306		-	106	324	151	130	166	78	16			1,469	1,137	
6-1600 - Workmen's Compensation	173	274		-	95	290	148	115	135	69	14			1,313	1,428	
6-1700 - Unemployment Benefits	2,149	3,399		-	1,182	3,596	1,839	1,430	1,677	862	178			16,312	-	
6-1800 - Payroll Expenses	340	538		-	187	569	291	228	265	136	28			2,582	2,740	
Subtotal	104,906	165,983			57,733	175,578	82,820	69,843	88,858	42,066	8,711			796,498	816,589	
OUTSIDE SERVICES:																
6-2100 - Consultants	9,738	11,000		-	-	850	13,600	2,500	1,740	39,090	-	8,060		86,578	72,301	
6-2150 - Consultant Expenses	-	-		-	-	-	-	-	-	-	-	-		-	1,137	
6-2200 - Temporary help	21,305	4,608		-	-	-	-	-	825	-	-	-		26,738	2,322	
6-2400 - Annual Audit	20,000	-		-	-	-	-	-	-	-	-	-		20,000	20,000	
Subtotal	51,042	15,608			850	13,600	2,500	1,740	39,915		8,060			133,316	95,760	
RESEARCH:																
6-3160 - Data/FOIA	-	-		-	-	-	-	105	67	5,896	-	-		-	6,068	
6-3200 - Contracts	-	-		-	-	-	-	24	28,200	38,192	-	-		97,516		
6-3300 - Prizes	-	-		-	-	-	-	-	15,085	6,000	-	-		21,085		
Subtotal						31,100	129	28,267	59,173	6,000				124,669	74,415	
PRINTING & PUBLISHING:																
6-4100 - Printing Costs	3,465	2,188		-	4,738	1,410	-	1,190	7,124	-	1,238			21,353	24,197	
6-4300 - Editors/Writers	-	50		-	312	13,357	1,049	2,594	3,759	413	-			21,534	1,000	
6-4400 - Graphic Design	390	1,880		-	1,690	450	1,250	400	4,077	10	1,125			11,271	838	
Subtotal	3,855	4,118			6,740	15,217	2,299	4,184	14,960	423	2,363			54,157	26,035	
DISTRIBUTION COSTS:																
6-5100 - Copying/Reproduction	-	-		-	-	156	-	-	1,021	-	-			1,177	786	
6-5200 - Postage Costs	981	3,556		-	437	8	3	10	1,601	-	273			6,870	19,998	
6-5300 - Shipping/Delivery fees	3	200		-	49	10	-	-	507	-	-			769	433	
6-5400 - Mailing Services	-	12,866		-	100	-	-	-	-	-	-			12,966	5,482	
6-5500 - Advertising Costs	270	-		-	602	-	-	-	1,708	-	-			2,579	2,941	
Subtotal	1,254	16,622			1,188	175	3	10	4,837		273			24,361	29,640	
EVENTS & MEETINGS:																
6-6100 - Room Costs	1,753	-		-	-	4,912	-	1,650	1,990	-	-			10,305	5,888	
6-6200 - Food & Beverage Costs	2,346	3,356		-	-	10,996	6	12,303	44,037	-	47,273			120,317	87,648	
6-6250 - Transportation	86	40		-	-	5,700	-	-	27	-	319			6,172	9,909	
6-6300 - Photography	-	-		-	-	-	-	-	-	-	-			-	550	
6-6600 - Audio-Visual	-	-		-	-	892	-	2,815	6,876	-	250			10,833	12,334	
6-6800 - Honorarium	-	-		-	-	2,000	-	-	-	-	15,000			17,000	11,500	
6-6950 - Other Event Expenses	35	1,923		-	-	-	-	326	1,500	-	-			3,784	5,963	
Subtotal	4,220	5,320				24,500	6	17,094	54,429		62,841			168,411	134,126	
STAFF BUSINESS EXPENSES:																
6-7100 - Breakfasts/Luncheons	41	304		-	33	-	-	-	72	-	-			450	-	
6-7200 - Training/Meeting Fees	-	-		-	-	-	-	20	600	-	-			620	695	
6-7300 - Transportation	1,230	6,438		-	101	2,780	47	315	1,438	113	16			12,478	15,403	
6-7400 - Meals/Food	985	272		-	39	760	13	68	471	-	-			2,607	3,251	
6-7600 - Lodging	-	737		-	325	820	-	-	893	-	-			2,774	2,721	
6-7700 - Miscellaneous/Petty Cash	13	-		-	-	-	-	-	-	-	-			13	151	
Subtotal	2,270	7,750			497	4,360	60	403	3,473	113	16			18,942	22,222	
OFFICE OPERATIONS:																
6-8100 - Rent	12,264	19,404		-	6,750	20,526	10,496	8,165	9,574	4,917	1,018			93,114	104,989	

PIONEER INSTITUTE, INC.
 Supplemental Schedule - Summary of Funding & Expenses by Program
 For the Years Ended September 30th, 2011 and 2010

Account Number / Description	FY2011 DISTRIBUTION of FUNDING & EXPENSE by PROGRAM												FY2011 Total Funding & Expense	FY2010 Total Funding & Expense
	Management & General Operations	Fund Raising	Pioneer Building Fund	Lovett C. Peters Memorial Fund	Outreach & Public Communication	MAJOR RESEARCH & PROGRAM CATEGORIES								
						Center for School Reform	Center for Economic Opportunity	Healthcare Initiative	Shamie Center for Better Government	Middle Cities Initiative	LCP Lecture Series	Colby Hewitt Endowment		
6-8150 - Equip. Supplies	49	78	-	-	27	82	42	33	38	20	4	-	373	550
6-8175 - Equip. Contracts/Rental	847	1,647	-	-	633	1,743	915	756	861	417	86	-	7,905	7,094
6-8180 - Equip. Maintenance & Repairs	(197)	454	-	-	55	167	85	65	78	40	8	-	756	2,231
6-8200 - Electric	537	847	-	-	295	896	458	356	418	214	44	-	4,065	3,297
6-8300 - Telephone	720	1,139	-	-	396	1,205	616	480	567	288	60	-	5,471	5,291
6-8500 - Office Supplies	727	1,569	-	-	546	1,660	849	660	949	398	171	-	7,530	7,871
6-8600 - Insurance	575	911	-	-	317	964	493	383	449	231	48	-	4,371	4,513
6-8725 - Accounting Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	1,411
6-8800 - Publications/Subscriptions	350	592	-	-	206	626	320	249	316	150	31	-	2,840	2,390
6-8850 - Dues/Memberships	223	354	-	-	123	374	191	148	174	90	19	-	1,696	1,000
6-8875 - Licenses and Permits	16	736	-	-	160	488	249	194	228	117	24	-	2,212	1,633
Subtotal	16,111	27,731	-	-	9,508	28,731	14,714	11,489	13,652	6,882	1,513	-	130,331	142,269
INTERNET/WEBSITE:														
6-9100 - Internet Access	156	247	-	-	86	262	134	104	122	63	13	-	1,187	1,290
6-9300 - Programming	60	156	-	-	54	165	108	66	101	40	8	-	758	1,575
6-9400 - Hosting	145	231	-	-	80	245	125	98	114	59	12	-	1,109	1,929
Subtotal	362	634	-	-	220	672	367	268	337	162	33	-	3,055	4,795
Total Operating Expense	184,020	243,766	-	-	76,736	293,932	102,898	133,298	279,635	55,646	83,811	-	1,453,741	1,345,851
OTHER EXPENSE:														
8-1200 - Bank Service Charges	113	-	-	-	-	-	-	-	-	-	-	-	113	332
8-1300 - Brokerage Fees	2,012	-	-	-	-	-	-	-	-	-	-	28	2,041	945
8-1600 - PayPal Fees	984	-	-	-	-	-	-	-	-	-	-	-	984	350
8-2000 - Depreciation Expense	2,166	3,427	-	-	1,192	3,625	1,854	1,400	1,692	869	180	42	16,447	15,411
8-4500 - Uncollected Pledges	-	-	-	-	-	-	-	-	2,500	-	-	-	2,500	-
Subtotal	5,275	3,427	-	-	1,192	3,625	1,854	1,400	4,192	869	180	70	22,084	17,038
Total Expense	189,295	247,193	-	-	77,928	297,557	104,752	134,698	283,826	56,515	83,991	70	1,475,825	1,362,889
OTHER INCOME:														
7-1000 - Interest Income	881	-	-	-	-	-	-	-	-	-	-	23	905	2,777
7-2000 - Dividend Income	49,148	-	-	-	-	-	-	-	-	-	-	8,902	58,049	36,085
7-4000 - Other Capital Gains/(Losses)	(6,918)	-	-	-	-	-	-	-	-	-	-	(2,564)	(9,482)	(396)
7-5000 - Increase/(Decrease) in mkt.value	(26,877)	-	-	-	-	-	-	-	-	-	-	2,077	(24,801)	40,905
Subtotal	16,234	-	-	-	-	-	-	-	-	-	-	8,438	24,672	79,371
Net Income/(Loss)	\$ 663,223	\$ (223,623)	\$ -	\$ 397,160	\$ (77,928)	\$ (97,707)	\$ (104,752)	\$ (48,748)	\$ (128,066)	\$ (41,515)	\$ (33,991)	\$ 20,367	\$ 324,421	\$ 8,122
CHANGE in RESTRICTED NET ASSETS:														
PERMANENTLY RESTRICTED FUNDS:														
Beginning Balance - Permanently Restricted Funds													203,203	198,749
Plus: 2011 Permanently Restricted Contributions													12,000	5,500
Plus/(Minus): Dividends, Interest, Δ Mkt VI Perm. Rest. Funds													8,367	6,324
Subtotal													223,571	210,573
Less: 2011 Funds Released From Perminant Restriction													(7,825)	(7,370)
Ending Permanently Restricted Balance													215,746	203,203
TEMPORARILY RESTRICTED FUNDS:														
Beginning Balance - Temporarily Restricted Funds		34,126	282,087						93,495		44,078		453,786	436,337
Plus: 2011 Funds Released from Perm. Rstd. Funds		-	-						7,825		-		7,825	7,370
Plus: 2011 Temporarily Restricted Contributions	2,550	23,570	-	397,160	-	199,850	-	85,950	134,385	15,000	50,000	-	908,465	379,604
Subtotal	2,550	57,696	282,087	397,160	-	199,850	-	93,775	227,880	15,000	94,078	-	1,370,076	823,311
Less: 2011 Funds Expended	-	16,601	-	-	-	297,557	104,752	134,698	283,826	56,515	83,991	-	977,940	1,342,630
Net (Contributions less expenses)	2,550	41,095	282,087	397,160	-	(97,707)	(104,752)	(40,923)	(55,946)	(41,515)	10,087	-	392,136	519,319
Funds Released From Restriction	-	16,601	-	-	-	106,599	-	47,215	114,291	15,000	83,991	-	383,696	369,525
Ending Temporarily Restricted Balance	\$ 2,550	\$ 41,095	\$ 282,087	\$ 397,160	\$ -	\$ 93,251	\$ -	\$ 46,560	\$ 113,589	\$ -	\$ 10,087	\$ -	\$ 986,380	\$ 453,786