Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
Assets		
Current Assets		
Cash		
0101-110000000001-ECH	Checking - Operating Acct	79,263.32
0101-110000000001-GAR	Checking - Operating Acct	(13,660.07)
0101-110000000001-SJW	Checking - Operating Acct	731,190.32
0199-110000000001-ECH	Checking - Operating Acct	0.00
0199-110000000001-GAR	Checking - Operating Acct	10,000.00
0199-110000000001-SJW	Checking - Operating Acct	2,500.00
0200-110000000001-ECH	Checking - Operating Acct	(50,032.77)
0200-110000000001-GAR	Checking - Operating Acct	(12,273.83)
0300-110000000001-ECH	Checking - Operating Acct	66,268.84
0300-110000000001-GAR	Checking - Operating Acct	8,206.09
0300-110000000001-SJW	Checking - Operating Acct	36,417.65
2000-110000000001-ECH	Checking - Operating Acct	12,500.00
2000-110000000001-GAR	Checking - Operating Acct	12,500.00
2000-110000000001-SJW	Checking - Operating Acct	3,269.94
2300-110000000001-SJW	Checking - Operating Acct	502.81
4100-110000000001-ECH	Checking - Operating Acct	(1,518.45)
4100-110000000001-GAR	Checking - Operating Acct	(689.63)
4100-110000000001-SJW	Checking - Operating Acct	(1,799.83)
6890-110000000001-GAR	Checking - Operating Acct	5,500.00
0101-110000000003-SJW	Savings Account	0.00
0199-110000000003-ECH	Savings Account	30,000.00
0199-110000000003-GAR	Savings Account	20,000.00
0199-110000000003-SJW	Savings Account	30,000.46
Total Cash		968,144.85
Grants/Accounts Receivable		
0101-120000000021-GAR	Accounts Receivable	75,000.00
0200-120000000021-GAR	Accounts Receivable	25,000.00
0300-120000000021-GAR	Accounts Receivable	(25,000.00)
0101-120000000022-ECH	Employee Loan	(300.00)
0101-120000000022-SJW	Employee Loan	(400.00)
0300-120000000022-SJW	Employee Loan	400.00
0101-120000000023-GAR	Grants Receivable	0.00
0101-120000000023-SJW	Grants Receivable	0.00
4100-120000000023-ECH	Grants Receivable	1,518.45
4100-120000000023-GAR	Grants Receivable	689.63
4100-120000000023-SJW	Grants Receivable	1,799.83
Total Grants/Accounts Receivable		78,707.91
Prepaid Expenses		
0101-130000000031-ECH	Prepaid Expenses	1,099.31
0101-130000000031-GAR	Prepaid Expenses	419.30

Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
0101-130000000031-SJW	Prepaid Expenses	2,354.63
0300-130000000031-ECH	Prepaid Expenses	17,411.44
0300-130000000031-GAR	Prepaid Expenses	5,429.67
0300-130000000031-SJW	Prepaid Expenses	20,081.50
2000-130000000031-ECH	Prepaid Expenses	507.82
2000-130000000031-GAR	Prepaid Expenses	217.66
2000-130000000031-SJW	Prepaid Expenses	1,357.76
6890-130000000031-GAR	Prepaid Expenses	10,633.66
6890-130000000031-SJW	Prepaid Expenses	0.04
Total Prepaid Expenses		59,512.79
Total Current Assets		1,106,365.55
Long-Term Assets		
Fixed Assets, net		
0101-152237073500-ECH	Instructional Computers	620.00
0101-152237073500-GAR	Instructional Computers	2,610.25
0101-152237073500-SJW	Instructional Computers	14,570.00
0300-152586073501-ECH	Operations Software	3,291.67
0300-152586073501-GAR	Operations Software	3,291.67
0300-152586073501-SJW	Operations Software	3,291.66
0100-154510045001-ECH	Leasehold Improvements	1,482,250.97
0100-154510045001-SJW	Leasehold Improvements	1,318,252.94
2900-154510045001-SJW	Leasehold Improvements	5,748.08
5200-154510045001-sjw	Leasehold Improvements	4,006.10
6890-154510045001-GAR	Leasehold Improvements	38,192.54
0100-154600073503-ECH	Furniture	130,355.63
0100-154600073503-SJW	Furniture	79,827.97
0101-154600073503-GAR	Instructional Furniture	5,125.00
0300-154600073503-GAR	Operations Furniture	2,675.00
2900-154600073503-SJW	Furniture	17,074.51
6890-154600073503-GAR	Furniture	198,857.15
6890-154600073503-SJW	Furniture	92,203.76
0100-154600073504-ECH	Equipment	162,993.24
0100-154600073504-GAR	Equipment	5,844.98
0100-154600073504-SJW	Equipment	103,643.29
0300-154600073504-ECH	Operations Equipment	4,687.75
0300-154600073504-GAR	Operations Equipment	3,703.10
2900-154600073504-SJW	Equipment	18,867.25
6890-154600073504-GAR	Equipment	65,168.97
6890-154600073504-SJW	Equipment	42,500.52
0100-154600073505-ECH	DNU - Computers	37,799.28
0100-154600073505-GAR	DNU - Computers	23,017.26
0100-154600073505-SJW	DNU - Computers	57,234.69
6890-154600073505-SJW	DNU - Computers	121,795.59

Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
0100-154600073506-GAR	DNU - Software	1,960.00
0100-154600073506-SJW	DNU - Software	50,744.05
6890-154600073506-SJW	DNU - Software	65,191.40
0100-154600073510-ECH	Donated Fixed Assets	10,187.03
0100-154600099900-ECH	Accumulated Depreciation	(529,583.08)
0100-154600099900-GAR	Accumulated Depreciation	(24,908.42)
0100-154600099900-SJW	Accumulated Depreciation	(1,003,497.88)
0101-154600099900-ECH	Accumulated Depreciation	(327.18)
0101-154600099900-GAR	Accumulated Depreciation	(2,730.88)
0101-154600099900-SJW	Accumulated Depreciation	(7,688.73)
0300-154600099900-ECH	Accumulated Depreciation	(3,297.52)
0300-154600099900-GAR	Accumulated Depreciation	(4,530.73)
0300-154600099900-SJW	Accumulated Depreciation	(1,472.88)
2900-154600099900-SJW	Accumulated Depreciation	(31,347.32)
5200-154600099900-SJW	Accumulated Depreciation	(2,108.54)
6890-154600099900-GAR	Accumulated Depreciation	(88,830.02)
6890-154600099900-SJW	Accumulated Depreciation	(315,733.14)
Total Fixed Assets, net		2,161,526.98
Total Long-Term Assets		2,161,526.98
Total Assets		**3,267,892.53**
Liabilities		
Current Liabilities		
Accounts Payable		
0100-210000000051-ECH	Accounts Payable	(0.01)
0100-210000000051-GAR	Accounts Payable	0.01
0100-210000000051-SJW	Accounts Payable	270.00
0101-210000000051-ECH	Accounts Payable	(502.21)
0101-210000000051-GAR	Accounts Payable	195.34
0101-210000000051-SJW	Accounts Payable	(1,020.74)
0300-210000000051-ECH	Accounts Payable	36,424.25
0300-210000000051-GAR	Accounts Payable	24,726.32
0300-210000000051-SJW	Accounts Payable	28,279.32
2000-210000000051-SJW	Accounts Payable	679.28
4100-210000000051-SJW	Accounts Payable	0.00
6890-210000000051-GAR	Accounts Payable	5,500.00
0100-210000000052-ECH	Accounts Payable - Goodwill	0.01
0100-210000000052-GAR	Accounts Payable - Goodwill	(0.01)
0101-210000000052-ECH	Accounts Payable - Goodwill	3,481.48
0101-210000000052-GAR	Accounts Payable - Goodwill	3,587.00
0101-210000000052-SJW	Accounts Payable - Goodwill	3,481.48
0300-210000000052-ECH	Accounts Payable - Goodwill	0.00
0300-210000000052-GAR	Accounts Payable - Goodwill	0.00

Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
0300-210000000052-SJW	Accounts Payable - Goodwill	0.00
0101-210000000053-ECH	Accrued Expenses	8,575.85
0101-210000000053-GAR	Accrued Expenses	7,266.23
0101-210000000053-SJW	Accrued Expenses	11,882.21
0300-210000000053-ECH	Accrued Expenses	0.00
0300-210000000053-GAR	Accrued Expenses	0.00
0300-210000000053-SJW	Accrued Expenses	0.00
7990-210000000053-ECH	Accrued Expenses	0.00
7990-210000000053-GAR	Accrued Expenses	0.00
7990-210000000053-SJW	Accrued Expenses	0.00
0101-210000000055-ECH	Accrued PTO Expenses	4,044.37
0101-210000000055-GAR	Accrued PTO Expenses	2,406.05
0101-210000000055-SJW	Accrued PTO Expenses	5,921.90
0300-210000000055-ECH	Accrued PTO Expenses	(1,017.80)
0300-210000000055-GAR	Accrued PTO Expenses	(482.70)
0300-210000000055-SJW	Accrued PTO Expenses	(1,060.89)
Total Accounts Payable		142,636.74
Payroll Liabilities		
0101-220000000055-ECH	Michigan State Tax Payable	(28.64)
0101-220000000055-GAR	Michigan State Tax Payable	(1.26)
0101-220000000055-SJW	Michigan State Tax Payable	(28.08)
0300-220000000055-ECH	Michigan State Tax Payable	15.07
0300-220000000055-GAR	Michigan State Tax Payable	29.16
0300-220000000055-SJW	Michigan State Tax Payable	26.86
0101-220000000056-ECH	403B Payable	2,572.21
0101-220000000056-GAR	403B Payable	2,663.28
0101-220000000056-SJW	403B Payable	4,214.25
0300-220000000056-ECH	403B Payable	531.38
0300-220000000056-GAR	403B Payable	217.43
0300-220000000056-SJW	403B Payable	365.30
0100-220000000057-SJW	Payroll Tax Liabilities	(0.02)
0101-220000000057-ECH	Payroll Tax Liabilities	155.35
0101-220000000057-GAR	Payroll Tax Liabilities	(144.03)
0101-220000000057-SJW	Payroll Tax Liabilities	(14.04)
0300-220000000057-ECH	Payroll Tax Liabilities	8.12
0300-220000000057-GAR	Payroll Tax Liabilities	(0.30)
0300-220000000057-SJW	Payroll Tax Liabilities	(12.38)
0101-220000000058-ECH	United Way Withholding	0.69
0101-220000000058-GAR	United Way Withholding	72.72
0101-220000000058-SJW	United Way Withholding	585.57
0300-220000000059-SJW	Garnishments Withholding	0.00
0101-220000000060-ECH	TRF Payable	1,463.56
0101-220000000060-GAR	TRF Payable	1,044.17
0101-220000000060-SJW	TRF Payable	1,341.32

Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
0300-220000000060-GAR	TRF Payable	198.88
0300-220000000060-SJW	TRF Payable	99.44
7990-220000000060-SJW	TRF Payable	(0.01)
0101-220000000061-ECH	Other Payroll Liabilities	13,620.55
0101-220000000061-GAR	Other Payroll Liabilities	12,566.07
0101-220000000061-SJW	Other Payroll Liabilities	16,038.21
0300-220000000061-ECH	Other Payroll Liabilities	1,976.54
0300-220000000061-GAR	Other Payroll Liabilities	1,327.66
0300-220000000061-SJW	Other Payroll Liabilities	2,777.12
0101-220000000062-GAR	HSA Withholding	38.46
0101-220000000099-ECH	Lincoln Life Short Term Disability Insurance	(734.75)
0101-220000000099-GAR	Lincoln Life Short Term Disability Insurance	167.60
0101-220000000099-SJW	Lincoln Life Short Term Disability Insurance	0.69
Total Payroll Liabilities		63,154.15
Unearned Revenue		
0101-230000000021-ECH	Unearned Revenue	0.00
2000-230000000021-ECH	Unearned Revenue	12,500.00
2000-230000000021-GAR	Unearned Revenue	12,500.00
2900-230000000021-ECH	Unearned Revenue	0.00
2900-230000000021-GAR	Unearned Revenue	0.00
Total Unearned Revenue		25,000.00
Short-Term Debt		
0300-240543000000-ECH	Short-Term Debt - GIM	87,716.69
Total Short-Term Debt		87,716.69
Line of Credit		
0200-240543000001-GAR	Line of Credit - Goodwill	663,000.00
0300-240543000001-ECH	Line of Credit - Goodwill	295,000.00
0300-240543000001-GAR	Line of Credit - Goodwill	0.00
Total Line of Credit		958,000.00
PPP Loan		
7990-240543000002-ECH	PPP Loan	0.00
7990-240543000002-GAR	PPP Loan	0.00
7990-240543000002-SJW	PPP Loan	0.00
Total PPP Loan		0.00
Total Current Liabilities		1,276,507.58
Long-Term Liabilities		
Note Payable - Goodwill		
0300-260543000000-ECH	Note Payable - GIM	1,365,125.39
0300-260543000000-SJW	Note Payable - GIM	1,159,364.94

Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
0200-265430099901-ECH	Principal Payment - GIM Note	(7,315.69)
0300-265430099901-ECH	Principal Payment - GIM Note	(171,971.06)
0300-265430099901-SJW	Principal Payment - GIM Note	(1,134,558.00)
2000-265430099901-SJW	Principal Payment - GIM Note	(24,806.94)
Total Note Payable - Goodwill		1,185,838.64
Total Long-Term Liabilities		1,185,838.64
Total Liabilities		**2,462,346.22**
Net Assets		
Unrestricted Net Assets		
0100-310000000011-ECH	Unrestricted Net Assets	1,193,141.91
0100-310000000011-GAR	Unrestricted Net Assets	5,913.82
0100-310000000011-SJW	Unrestricted Net Assets	402,372.04
0101-310000000011-ECH	Unrestricted Net Assets	47,706.99
0101-310000000011-GAR	Unrestricted Net Assets	36,901.97
0101-310000000011-SJW	Unrestricted Net Assets	697,623.45
0199-310000000011-SJW	Unrestricted Net Assets	2,500.46
0200-310000000011-ECH	Unrestricted Net Assets	(42,717.08)
0200-310000000011-GAR	Unrestricted Net Assets	(650,273.83)
0300-310000000011-ECH	Unrestricted Net Assets	(1,445,831.89)
0300-310000000011-GAR	Unrestricted Net Assets	(32,241.65)
0300-310000000011-SJW	Unrestricted Net Assets	207,000.39
2000-310000000011-ECH	Unrestricted Net Assets	(11,317.18)
2000-310000000011-GAR	Unrestricted Net Assets	(11,907.34)
2000-310000000011-SJW	Unrestricted Net Assets	17,982.99
2300-310000000011-SJW	Unrestricted Net Assets	502.81
2900-310000000011-ECH	Unrestricted Net Assets	0.00
2900-310000000011-GAR	Unrestricted Net Assets	0.00
2900-310000000011-SJW	Unrestricted Net Assets	10,342.52
4100-310000000011-SJW	Unrestricted Net Assets	0.00
5200-310000000011-SJW	Unrestricted Net Assets	1,897.56
6890-310000000011-GAR	Unrestricted Net Assets	224,022.30
6890-310000000011-SJW	Unrestricted Net Assets	5,958.17
7990-310000000011-ECH	Unrestricted Net Assets	0.00
7990-310000000011-GAR	Unrestricted Net Assets	0.00
7990-310000000011-SJW	Unrestricted Net Assets	0.01
Total		659,578.42
Total Unrestricted Net Assets		659,578.42
Temporarily Restricted Net Assets		
0100-310000000012-ECH	Temporarily Restricted Net Assets	100,861.16
0100-310000000012-SJW	Temporarily Restricted Net Assets	203,563.04
0199-310000000012-ECH	Temporarily Restricted Net Assets	30,000.00

Goodwill LEADS, Inc.
Balance Sheet
LEADS - Combined

		Actual 1/31/2021
0199-310000000012-GAR	Temporarily Restricted Net Assets	30,000.00
0199-310000000012-SJW	Temporarily Restricted Net Assets	30,000.00
0300-310000000012-ECH	Temporarily Restricted Net Assets	(79,614.51)
0300-310000000012-SJW	Temporarily Restricted Net Assets	(203,564.17)
2000-310000000012-ECH	Temporarily Restricted Net Assets	11,825.00
2000-310000000012-GAR	Temporarily Restricted Net Assets	12,125.00
2000-310000000012-SJW	Temporarily Restricted Net Assets	10,772.37
Total Temporarily Restricted Net Assets		145,967.89
Total Net Assets		**805,546.31**
Total Liabilities & Net Assets		**3,267,892.53**