### Field Operations

**Basic scale numbers**
- # Farmers served: 12,819
- # Acres planted: 4,582

**Field Revenues**
- Repayment: 435,667
- Less Allowance for Doubtful Accounts: (6,214)
- Other Revenues: 21,872
- Total Field Revenues: 451,325

**Field Expenses**
- Fertilizer: (315,551)
- Seed: (52,825)
- Other farm inputs (crop insurance, transport, storage): (62,167)
- Field labor: (505,636)
- Overhead/ admin: (186,786)
- Total Field Expenses: (1,122,965)

**Net Gain/(loss) on Field Operations**
- (671,640)

**Net donor surplus/(subsidy) required per farmer**
- (52.39)

**Sustainability**
- 41%

### Corporate Operations

**Total Cash Donations**
- 2,650,743
- Less deposits to Permanent Fund: (500,000)

**Acceleration Team Expenses**
- (658,644)

**M&E, Child Health, & Field Trial Supplies**
- (154,821)

**Fundraising and Administration**
- Development department: -
- Finance department and government relations department: (71,503)
- HR department: -
- Fundraising, marketing, promotional expenses: (88,163)
- US Legal/Account/Bank Fees: (16,783)
- Other Corporate/Miscellaneous: (17,775)
- Total Fundraising & Administration: (194,224)

**Corporate Team Expenses**
- (1,007,690)

**Net Contribution of Corporate Activities**
- 1,143,053

**Net Income**
- 471,413

**Reconciliation between Income Statement and US GAAP**
- (+) Future periods of Multi-Year Grants*: 575,000
- (-) Releases of Prior Period Grants**: -
- (+) Deposits to Permanent Fund***: 500,000

**Audited Change in Net Assets (GAAP Basis)**
- 1,546,413

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*Certain Multi-Year Grants which have been committed, but not yet received, are included in current revenue on a GAAP basis.

**Certain current year cash donations, which were committed and recognized as revenue in prior years, are not included in current year revenue on a GAAP basis.

***Certain current year cash donations, which we committed to the Permanent Fund for seed and fertilizer, are included in current revenue on a GAAP basis.

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*Acceleration Team includes core model systematization, new regions and countries, new products/services, and field infrastructure innovation.