

Worldwide Diamond Approach - 2019

Ridhwan  
Foundation

Friends of  
Ridhwan

	PROGRAMS	GEN'I ADMIN	FUNDRAISING	TOTAL	TOTAL	TOTAL
<b>EARNED INCOME</b>						
TUITION						
Big Group Tuition	\$ 4,175,000			\$ 4,175,000		
Small Group Tuition	\$ 1,030,500			\$ 1,030,500		
Private Session Fees	\$ 3,749,380			\$ 3,749,380		
Seminary Tuitions	\$ 766,220			\$ 766,220		
<b>TOTAL TUITION</b>	<b>\$ 9,721,100</b>			<b>\$ 9,721,100</b>	<b>\$ 2,665,862</b>	
MEMBERSHIP DUES	\$ 498,818			\$ 498,818	\$ 498,818	
OTHER INCOME	\$ 641,537	\$ 38,471	\$ 32,662	\$ 712,670	\$ 467,404	\$ 32,662
<b>TOTAL EARNED INCOME</b>	<b>\$ 10,861,455</b>	<b>\$ 38,471</b>	<b>\$ 32,662</b>	<b>\$ 10,932,588</b>	<b>\$ 3,632,084</b>	<b>\$ 32,662</b>
<b>CONTRIBUTED INCOME (RF + FDH)</b>						
Without Donor Restrictions (Unrestricted)			\$ 634,573	\$ 634,573	\$ 481,132	\$ 153,441
With Donor Restrictions (Temporarily Restricted)			\$ 799,575	\$ 799,575	\$ 492,557	\$ 307,018
With Donor Restrictions (Permanently Restricted)			\$ 23,244	\$ 23,244		\$ 23,244
<b>TOTAL CONTRIBUTED INCOME</b>			<b>\$ 1,457,392</b>	<b>\$ 1,457,392</b>	<b>\$ 973,689</b>	<b>\$ 483,703</b>
Temp Rest Income Released			\$ (451,324)	\$ (451,324)	\$ (316,428)	\$ (134,896)
<b>TOTAL INCOME</b>	<b>\$ 10,861,455</b>	<b>\$ 38,471</b>	<b>\$ 1,038,730</b>	<b>\$ 11,938,656</b>	<b>\$ 4,289,345</b>	<b>\$ 381,469</b>
<b>EXPENSE</b>						
DIRECT TEACHING EXPENSES						
Payments to Directors & Teachers	\$ 6,954,393			\$ 6,954,393		
Other Group Expenses (incl Admin)	\$ 1,506,321			\$ 1,506,321		
Core Contributions	\$ 694,988	\$ (694,988)				
Teacher Insurance	\$ 31,585			\$ 31,585		
<b>TOTAL DIRECT TEACHING EXPENSES</b>	<b>\$ 9,187,287</b>	<b>\$ (694,988)</b>		<b>\$ 8,492,299</b>	<b>\$ 1,224,457</b>	
DIAMOND APPROACH ONLINE (DAO)	\$ 376,767	\$ (63,643)		\$ 313,124	\$ 313,124	
SEMINARIES	\$ 766,220	\$ (75,508)		\$ 690,711	\$ 690,711	
PROGRAM SUPPORT	\$ 392,920			\$ 392,920	\$ 392,920	
GRANTS	\$ 523,696			\$ 523,696	\$ 221,738	\$ 301,958
FACILITIES (CA and CO)	\$ 134,801	\$ 23,923		\$ 158,725	\$ 158,725	
GENERAL ADMINISTRATIVE SUPPORT	\$ 23,402	\$ 1,217,435		\$ 1,240,836	\$ 1,240,836	
FUNDRAISING			\$ 79,138	\$ 79,138	\$ -	\$ 79,138
<b>TOTAL EXPENSE</b>	<b>\$ 11,405,092</b>	<b>\$ 407,219</b>	<b>\$ 79,138</b>	<b>\$ 11,891,448</b>	<b>\$ 4,242,511</b>	<b>\$ 381,096</b>
<b>NET INCOME FROM ACTIVITIES</b>	<b>\$ (543,638)</b>	<b>\$ (368,748)</b>	<b>\$ 959,592</b>	<b>\$ 47,207</b>	<b>\$ 46,834</b>	<b>\$ 373</b>
DEPRECIATION				\$ 326,261	\$ 326,261	
<b>NET INCOME</b>	<b>\$ (543,638)</b>	<b>\$ (368,748)</b>	<b>\$ 959,592</b>	<b>\$ (279,054)</b>	<b>\$ (279,427)</b>	<b>\$ 373</b>
Core Support fees paid	\$ 834,139	\$ (834,139)	\$ -	\$ -		
<b>TOT EXP w/o CORE SUPPORT ALLOC'N</b>	<b>\$ 10,570,953</b>	<b>\$ 1,241,358</b>	<b>\$ 79,138</b>	<b>\$ 11,891,449</b>		
<b>EXPENSE RATIOS</b>	<b>PROGRAMS</b>	<b>Core Costs</b>	<b>Fundraising</b>			
	89%	10%	1%	100%		

\* For Ridhwan, "Other Income" includes DAO income.

## Statements of Financial Position December 31, 2019

	<b>Ridhwan Foundation</b>	<b>Friends of Ridhwan</b>
	<b>TOTAL</b>	<b>TOTAL</b>
<b>ASSETS:</b>		
Cash Accounts	\$1,620,660	\$1,343,044
Other Current Assets	\$606,832	\$40,317
Property & Equipment	\$4,977,284	\$0
Long Term Assets	\$0	\$230,000
Other Assets	\$333,339	\$0
<b>Total Assets</b>	<b>\$7,538,114</b>	<b>\$1,613,361</b>
<b>LIABILITIES AND NET ASSETS:</b>		
<b>Liabilities:</b>		
Current Liabilities	\$1,039,108	\$75,038
Pre-paid Tuitions	\$388,526	\$0
Other Liability	\$24,929	\$46,203
<b>Total Liability</b>	<b>\$1,452,563</b>	<b>\$121,242</b>
<b>Net Assets:</b>		
<b>Restricted Funds:</b>		
<b>With Donor Restrictions</b>		
Scholarship Funds	\$0	\$409,356
Temporarily Restricted	\$1,063,210	\$621,003
Permanently Restricted -Endowment	\$0	\$411,387
Board Rest Funds - Emergency Reserve	\$525,000	\$0
Unrestricted Net Assets	\$4,497,341	\$50,373
<b>Total Net Assets</b>	<b>\$6,085,550</b>	<b>\$1,492,119</b>
<b>Total Liability &amp; Equity</b>	<b>\$7,538,114</b>	<b>\$1,613,361</b>

## Notes on Diamond Approach Financial Statements – 2019

The income and expenses included in Worldwide Diamond Approach represent the teaching activities of all ordained Ridhwan teacher-ministers worldwide, including those of the Ridhwan Foundation (a U.S. registered 501(c)3 nonprofit), and its Affiliated Auxiliary fundraising organization, Friends of Ridhwan, which support the worldwide activities of the Ridhwan School in offering the Diamond Approach. Results for the two legal entities—Ridhwan Foundation and Friends of Ridhwan (FOR)—individually appear in adjacent columns. As many teaching activities are organized autonomously by teachers, a large part of student tuition does not flow through the central organization although all teachers pay a portion of their tuition revenue to the Ridhwan Foundation to support its core costs.

As interest in the teaching grows, the Ridhwan School continues to offer new ways for seekers to access and engage the Diamond Approach. In 2019 alone:

- 4 new groups (DA New York, DA Florida, DH UK, and DHR 6) were established with 140 new students in total.
- 7 new teacher-ministers were ordained.
- 13 online courses, 8 online workshops, 2 affiliate summits, and 30 inquiry practice groups through Diamond Approach Online engaged nearly 8,000 participants across Europe, Asia, Australia and New Zealand, Africa, the Middle East, and North and South America.
- 3 in-reach webinars, 4 outreach webinars, and various outreach efforts were undertaken.
- 3 new books by A.H. Almaas were in various stages of writing, editing and publishing.

Earned income was \$10.9 million, or 92% of the total revenue. Worldwide teaching activities received \$9.7 million in 2019 of which 8% represented tuitions for Seminary (teacher training) programs. Membership dues contributed an additional \$498,818. The remaining \$712,670 came from Diamond Approach Online courses (tuition or shared revenue from outside producers), activities based on the Diamond Approach (book talks, etc.), facilities rental fees, AV Library fees, and interest.

Contributed income of \$1.5 million was split between unrestricted donations (63%) and restricted income (37%). 38% of the restricted income was for operational support and 25% for the scholarship funds. The net of restricted income released for activities in 2019 was \$451,324.

Total worldwide expenses were \$11.9 million. Of this, \$10.5 million (89%) was spent on program activities, \$1.2 million on core costs /general administration (10%), and \$79,138 (1%) on fundraising activities. Note that, for organizations of this size, Guidestar's National Nonprofit Research Database shows a median core cost percentage of 12% to 14% for educational institutions.

Membership dues covered about 40% of the core costs (general administration) of running the Ridhwan organization. The rest is covered from the percentages paid from worldwide teaching activities and unrestricted donations.

In 2019, the legal entity showed a gain of \$46,834 (1.1%). Note that Ridhwan Foundation does not include depreciation in its budget planning, as the organization has always relied on donations to cover capital expenses.

Ridhwan's financial position shows assets and liabilities. The largest asset is the Ridhwan Center property. Cash accounts include the board restricted emergency reserve, the permanently restricted endowment, and scholarship funds. Temporarily restricted funds are donated or saved for specific purposes, including support for teacher training, life service and support for members with hardship, book editing and publication, building improvements, and other specific initiatives.