



## 2021 IMPACT REPORT

The Monroe Institute helps people create more meaningful and joyful lives through the guided exploration of expanded consciousness.

We aspire to do this by enabling one percent (1%) of the world's population to know through their own direct experience that they are more than their physical bodies by 2032.

“Thank you! Gateway is truly an out-of-this-world experience and I am super grateful that you were willing to continue programming throughout COVID. Thank you for all of your efforts to create a wonderful learning experience!”

— Aliza M.

“This retreat was life affirming and somewhat life changing too. I will keep permanent benefits from it. Thank you.”

— Marie P.

“I bought a years subscription and love it! I have never really been a fan of guided meditation but this app is a cut above most. These exercises have taken me to the next level in my practice. Not just meditation but truly beyond meditation.”

— Amy P.



In 2021 it took \$3.9 million to sustain the organization during a significant time of transition.

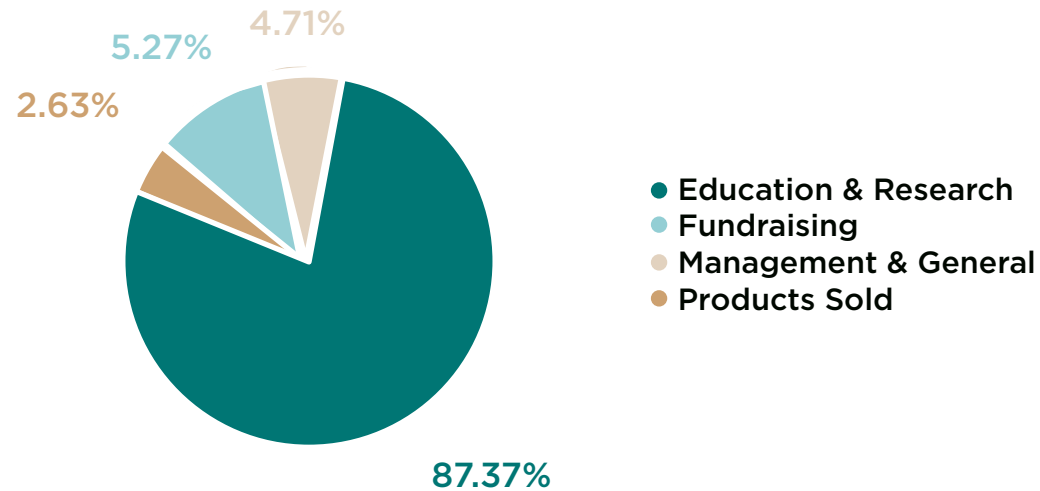
**656 participants**

USA Residential and Virtual Programs

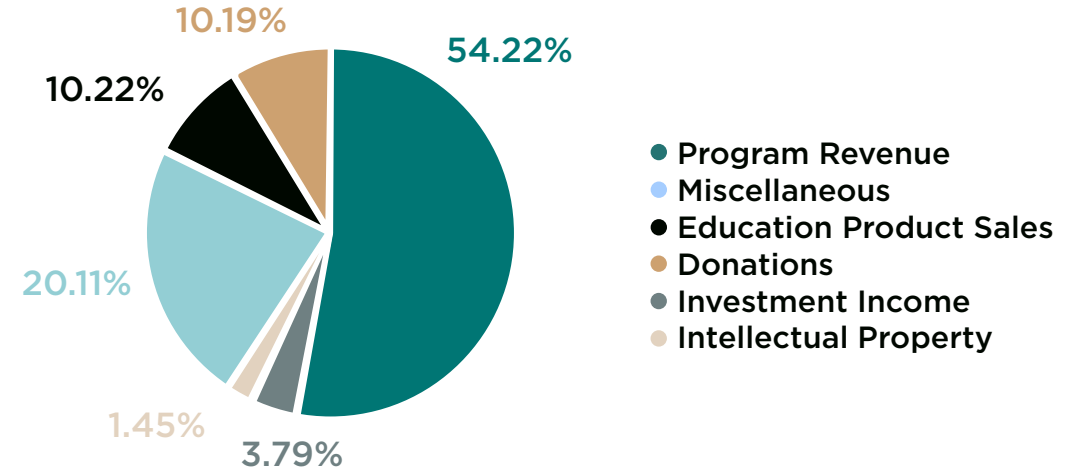
**935 participants**

Online Courses

2021 Monroe Institute Expenses



2021 Monroe Institute Revenue



REVENUE:	AMOUNT	%
Program Revenue	\$1,307,161	54.22%
Miscellaneous	\$485,016	20.11%
Education Product Sales	\$246,278	10.22%
Donations	\$245,655	10.19%
Investment Income	\$91,466	3.79%
Intellectual Property	\$35,148	1.45%
	<b>\$2,410,745</b>	<b>100.00%</b>

EXPENSES:	AMOUNT	%
Education & Research	\$3,379,474	87.37%
Fundraising	\$204,172	5.27%
Management & General	\$182,306	4.71%
Products Sold	\$101,825	2.63%
	<b>\$3,867,777</b>	<b>100.00%</b>

**65% PARTICIPANT INCREASE** including residential, virtual and online programs

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**Annual Fund** – This fund is critical to the success of the Monroe Institute. Gifts made to the annual fund make an impact in every area. These are used to bridge the financial gap for annual operating and program expenses.

**Research** – Monroe Institute seeks to explore and investigate the phenomena of human consciousness. Our research division uses various methods including experimental, experiential and theoretical studies of consciousness to conduct rigorous and ethical research. Dissemination of knowledge through peer-reviewed publications and other outlets is a high priority. Our research participants are representative of Monroe Institute's global impact in this valuable work and we welcome public involvement and feedback.

**Designated Gifts** – These are gifts that are specifically designated for certain projects or areas. This type of gift includes, but is not limited to, donations related to facility upgrades, facility maintenance and equipment needs.

**Scholarships** – With the generous donations from others, we are able to offer scholarships to individuals who need additional support to attend our programs. Thankfully, we were able to resume offering scholarships once our campus reopened in August 2021.

**Bequests** - Help build the long-term financial strength of the Monroe Institute with a charitable bequest. A bequest in your will or trust can support the Monroe Institute for tomorrow.

**Endowment** –The Monroe Institute has created an endowment managed by professionals to help ensure our financial sustainability in perpetuity.

To learn more contact Jennifer Donovan at [jennifer.donovan@monroeinstitute.org](mailto:jennifer.donovan@monroeinstitute.org)