

**CANCER ASSOCIATION OF GREATER**  
**NEW ORLEANS, INC.**  
**NEW ORLEANS, LOUISIANA**  
**FINANCIAL STATEMENTS**  
**AS OF AND FOR THE YEARS ENDED**  
**DECEMBER 31, 2019 AND 2018**



**ERICKSEN KRENTEL**<sup>LLP</sup>  
CERTIFIED PUBLIC ACCOUNTANTS • CONSULTANTS

## **TABLE OF CONTENTS**

	<b><u>PAGE</u></b>
<b><u>INDEPENDENT AUDITORS' REPORT</u></b> .....	1 – 2
 <b><u>FINANCIAL STATEMENTS:</u></b>	
Exhibit “A” Statements of Financial Position .....	3
Exhibit “B” Statements of Activities .....	4 – 5
Exhibit “C” Statements of Changes in Net Assets .....	6
Exhibit “D” Statements of Functional Expenses .....	7 – 8
Exhibit “E” Statements of Cash Flows .....	9
Notes to Financial Statements.....	10 – 19
 <b><u>SUPPLEMENTARY INFORMATION:</u></b>	
Combining Statements of Activities and Functional Expenses (Schedule 1).....	20 – 24
United Way Budget Form 3 Report (Schedule 2).....	25



## **INDEPENDENT AUDITORS' REPORT**

To the Board of Directors of  
Cancer Association of Greater New Orleans, Inc.

We have audited the accompanying financial statements of Cancer Association of Greater New Orleans, Inc. (a nonprofit organization), which comprise the statements of financial position as of December 31, 2019 and 2018, and the related statements of activities, changes in net assets, functional expenses, 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.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit 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 from 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 risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the 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 policies 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.



To the Board of Directors of  
Cancer Association of Greater New Orleans, Inc.  
August 31, 2020

***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Cancer Association of Greater New Orleans, Inc. as of December 31, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

***Other Matters***

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The combining statements of activities and functional expenses and the United Way Budget Form 3, pages 20 – 25 are presented for purposes of additional analyses and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

August 31, 2020  
New Orleans, Louisiana

*Erickson Krentel, LLP*  
Certified Public Accountants

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENTS OF FINANCIAL POSITION**  
**DECEMBER 31, 2019 AND 2018**

	<u>2019</u>	<u>2018</u>
<b><u>CURRENT ASSETS:</u></b>		
Cash and cash equivalents	\$ 481,912	\$ 488,700
Receivables	147,208	135,981
Current promises to give	7,586	7,585
Prepaid expenses and other assets	10,755	8,827
Inventory	1,937	866
Investment in equity security and mineral rights	34,437	34,437
Investments in mutual funds	1,756,882	1,466,426
Property and equipment, net of accumulated depreciation of \$7,169 and \$7,121	<u>715</u>	<u>906</u>
 Total current assets	 <u>2,441,432</u>	 <u>2,143,728</u>
<b><u>OTHER ASSETS:</u></b>		
Non-current promises to give	<u>20,863</u>	<u>28,449</u>
 Total other assets	 <u>20,863</u>	 <u>28,449</u>
 Total assets	 <u><u>\$ 2,462,295</u></u>	 <u><u>\$ 2,172,177</u></u>
<b><u>CURRENT LIABILITIES:</u></b>		
Accounts payable and accrued liabilities	\$ 8,473	\$ 4,822
Due to Breastoration	85,373	78,190
Accrued expenses	15,104	10,500
Deferred revenue	<u>40</u>	<u>-</u>
 Total current liabilities	 <u>108,990</u>	 <u>93,512</u>
<b><u>NET ASSETS:</u></b>		
Without donor restriction:		
Undesignated	718,267	660,323
Board designated reserve fund	1,396,770	1,188,003
With donor restriction	<u>238,268</u>	<u>230,339</u>
 Total net assets	 <u>2,353,305</u>	 <u>2,078,665</u>
 Total liabilities and net assets	 <u><u>\$ 2,462,295</u></u>	 <u><u>\$ 2,172,177</u></u>

See accompanying NOTES TO FINANCIAL STATEMENTS

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b><u>REVENUES AND OTHER SUPPORT:</u></b>			
REVENUES:			
Received directly:			
Contributions	\$ 35,047	\$ -	\$ 35,047
Combined Federal Campaign	2,125	-	2,125
Other	54,836	-	54,836
Oil royalties and dividends	15,880	-	15,880
Special events	99,876	-	99,876
Grants	56,261	205,525	261,786
Received indirectly:			
United Way designation	27,214	-	27,214
United Way allocation	<u>2,693</u>	<u>98,500</u>	<u>101,193</u>
 Total revenues	 <u>293,932</u>	 <u>304,025</u>	 <u>597,957</u>
 OTHER SUPPORT:			
Dividends and interest	7,586	-	7,586
Change in value of investments, net of fees	290,421	-	290,421
BP oil spill claim	-	-	-
Net assets released from restrictions - satisfaction of program restrictions	<u>296,096</u>	<u>(296,096)</u>	<u>-</u>
 Total other support	 <u>594,103</u>	 <u>(296,096)</u>	 <u>298,007</u>
 Total revenues and other support	 <u>888,035</u>	 <u>7,929</u>	 <u>895,964</u>
 <b><u>EXPENSES:</u></b>			
Program activities:			
Education	38,891	-	38,891
Patient services	491,667	-	491,667
Supporting activities:			
Fundraising	11,531	-	11,531
Management and general	<u>79,235</u>	<u>-</u>	<u>79,235</u>
 Total expenses	 <u>621,324</u>	 <u>-</u>	 <u>621,324</u>
 Change in net assets	 <u>\$ 266,711</u>	 <u>\$ 7,929</u>	 <u>\$ 274,640</u>

See accompanying NOTES TO FINANCIAL STATEMENTS

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED DECEMBER 31, 2018**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
<b><u>REVENUES AND OTHER SUPPORT:</u></b>			
REVENUES:			
Received directly:			
Contributions	\$ 80,122	\$ -	\$ 80,122
Combined Federal Campaign	11,435	-	11,435
Other	40,627	-	40,627
Oil royalties and dividends	16,305	-	16,305
Special events	84,613	-	84,613
Grants	29,704	268,885	298,589
Received indirectly:			
United Way designation	28,150	-	28,150
United Way allocation	<u>-</u>	<u>123,669</u>	<u>123,669</u>
 Total revenues	 <u>290,956</u>	 <u>392,554</u>	 <u>683,510</u>
 OTHER SUPPORT:			
Unrealized gain on investments	5,938	-	5,938
Realized gain, net of investment fees	(73,155)	-	(73,155)
BP Oil Spill Claim	2,137	-	2,137
Net assets released from restrictions - satisfaction of program restrictions	<u>218,965</u>	<u>(218,965)</u>	<u>-</u>
 Total other support	 <u>153,885</u>	 <u>(218,965)</u>	 <u>(65,080)</u>
 Total revenues and other support	 <u>444,841</u>	 <u>173,589</u>	 <u>618,430</u>
 <b><u>EXPENSES:</u></b>			
Program activities:			
Education	37,937	-	37,937
Patient services	463,853	-	463,853
Supporting activities:			
Fundraising	10,879	-	10,879
Management and general	<u>77,007</u>	<u>-</u>	<u>77,007</u>
 Total expenses	 <u>589,676</u>	 <u>-</u>	 <u>589,676</u>
 Change in net assets	 <u>\$ (144,835)</u>	 <u>\$ 173,589</u>	 <u>\$ 28,754</u>

See accompanying NOTES TO FINANCIAL STATEMENTS

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENT OF CHANGES IN NET ASSETS**  
**FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018**

	<u>Without Donor Restrictions</u>	<u>With Donor Restrictions</u>	<u>Total</u>
Net assets - January 1, 2018	\$ 1,993,161	\$ 56,750	\$ 2,049,911
Change in net assets	<u>(144,835)</u>	<u>173,589</u>	<u>28,754</u>
Net assets - December 31, 2018	1,848,326	230,339	2,078,665
Change in net assets	<u>266,711</u>	<u>7,929</u>	<u>274,640</u>
Net assets - December 31, 2019	<u>\$ 2,115,037</u>	<u>\$ 238,268</u>	<u>\$ 2,353,305</u>

See accompanying NOTES TO FINANCIAL STATEMENTS



**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

	Program Activities		Support Activities		Total
	Education	Patient Services	Fundraising	Management & General	Expenses
Salaries	\$ 22,539	\$ 167,250	\$ -	\$ 56,347	\$ 246,136
Printing and publications	2,586	-	-	-	2,586
Specific assistance to individuals	-	193,151	-	-	193,151
Employee benefits	605	5,523	-	1,514	14,407
Professional fees	1,200	7,800	-	3,000	12,000
Office supplies and other	1,323	41,016	-	3,309	45,182
Occupancy	2,138	19,598	-	5,346	27,082
Payroll taxes	2,724	17,707	-	6,810	20,477
Postage and shipping	306	1,992	-	766	3,064
Telephone	783	6,978	-	1,959	9,720
Travel and local transportation	51	331	-	127	510
Event expenses	4,613	29,982	11,531	-	46,126
Depreciation and amortization	-	191	-	-	191
Interest	23	148	-	57	692
Total functional expenses	<u>\$ 38,891</u>	<u>\$ 491,667</u>	<u>\$ 11,531</u>	<u>\$ 79,235</u>	<u>\$ 621,324</u>

See accompanying NOTES TO FINANCIAL STATEMENTS

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2018**

	<u>Program Activities</u>		<u>Support Activities</u>		
	<u>Education</u>	<u>Patient Services</u>	<u>Fundraising</u>	<u>Management &amp; General</u>	<u>Total Expenses</u>
Salaries	\$ 20,987	\$ 136,415	\$ -	\$ 52,467	\$ 209,869
Printing and publications	2,784	-	-	-	2,784
Specific assistance to individuals	-	233,006	-	-	233,006
Employee benefits	1,670	10,855	-	4,175	16,700
Professional fees	1,050	6,825	-	2,625	10,500
Office supplies and other	2,262	14,706	-	5,656	22,624
Occupancy	1,904	13,798	-	4,759	20,461
Payroll taxes	1,761	11,447	-	4,402	17,610
Postage and shipping	188	1,225	-	471	1,884
Telephone	906	6,362	-	2,266	9,534
Travel and local transportation	45	293	-	112	450
Event expenses	4,351	28,284	10,879	-	43,514
Depreciation and amortization	-	48	-	-	48
Interest	29	589	-	74	692
	<u>29</u>	<u>589</u>	<u>-</u>	<u>74</u>	<u>692</u>
Total functional expenses	<u>\$ 37,937</u>	<u>\$ 463,853</u>	<u>\$ 10,879</u>	<u>\$ 77,007</u>	<u>\$ 589,676</u>

See accompanying NOTES TO FINANCIAL STATEMENTS

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**STATEMENTS OF CASH FLOWS**  
**FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018**

	<u>2019</u>	<u>2018</u>
<b><u>CASH FLOWS FROM (USED FOR) OPERATING</u></b>		
<b><u>ACTIVITIES:</u></b>		
Change in net assets	\$ 274,640	\$ 28,754
Adjustments to reconcile change in net assets to net cash from (used for) operating activities:		
Depreciation and amortization	191	(906)
Changes in value of investments	(236,142)	105,069
Changes in assets and liabilities:		
(Increase) decrease in receivables	(3,642)	(105,850)
(Increase) decrease in inventory	(1,071)	(262)
(Increase) decrease in prepaids	(1,928)	(2,944)
Increase (decrease) in accounts payable	3,651	(941)
Increase (decrease) in accrued liabilities	4,604	-
Increase (decrease) in due to Breastoration	7,183	(43,657)
Increase (decrease) in deferred revenue	<u>40</u>	<u>-</u>
Net cash from (used for) operating activities	<u>47,526</u>	<u>(20,737)</u>
<b><u>CASH FLOWS FROM (USED FOR) INVESTING</u></b>		
<b><u>ACTIVITIES:</u></b>		
Purchases of investments	(62,359)	(40,261)
Sales of investments	<u>8,045</u>	<u>8,310</u>
Net cash (used for) investing activities	<u>(54,314)</u>	<u>(31,951)</u>
Net (decrease) in cash and cash equivalents	(6,788)	(52,688)
Cash and cash equivalents, beginning of year	<u>488,700</u>	<u>541,388</u>
Cash and cash equivalents, end of year	<u><u>\$ 481,912</u></u>	<u><u>\$ 488,700</u></u>

See accompanying NOTES TO FINANCIAL STATEMENTS

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS**  
**DECEMBER 31, 2019 AND 2018**

**(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**Nature of Activities**

Cancer Association of Greater New Orleans, Inc. (the Association) was incorporated on February 23, 1959. The Association does business in various locations in South Louisiana as the Cancer Associations of South Louisiana, of Southeast Louisiana, and of St. Charles, St. John, Tangipahoa, and Washington Parishes. The Association's mission is to eradicate and defeat cancer through local programs of research, education, and patient services.

Cancer Association of Greater New Orleans, Inc. is a not-for-profit organization as described in Section 501(c)(3) of the Internal Revenue Code and is exempt from federal and state income taxes.

**Basis of Accounting**

The financial statements of the Association have been prepared on the accrual basis in accordance with the accounting principles generally accepted in the United States of America. Whereby revenues are recognized when earned and expenses are recognized when incurred. All significant receivables, payables, and other liabilities are recorded.

**Basis of Presentation**

The financial statements are presented in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 958.

Under the provisions of ASC section 958, net assets, revenues, and gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Association and changes therein are classified as follows:

Net assets without donor restrictions: Net assets that are not subject to donor-imposed restrictions and may be expended for any purpose in performing the primary objectives of the Association. The Association's board may designate assets without restrictions for specific operational purposes from time to time.

Net assets with donor restrictions: Net assets subject to stipulations imposed by donors, and grantors. Some donor restrictions are temporary in nature; those restrictions will be met by actions of the Association or by the passage of time. Other donor restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Estimates**

Management uses estimates and assumptions in preparing financial statements. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could differ from those estimates.

**Cash and Cash Equivalents**

For purposes of the statement of cash flows, the Association, Inc. considers all highly liquid investments with an initial maturity of three months or less to be cash equivalents.

**Receivables**

Receivables consisted of amounts due from local agencies and are recorded at cost. Based on historical experience, management believes that all receivables are collectible and, thus, no allowance has been established.

**Fair Value Measurements**

The carrying amounts reflected in the statements of financial position for cash, cash equivalents, and accounts receivable approximate the respective fair values of those instruments, due to their relatively short collection times. The fair value of the investments classified as “available for sale” were derived from the quoted market values for those instruments from an active market when available.

**Investments**

Investments are stated at fair value. The Board has designated investments in the amount of \$1,396,770 and \$1,188,003 as of December 31, 2019 and 2018, respectively, as amounts set aside for the purpose of providing an additional funding source for future annual operations. Gains and losses on investments are reported on the statement of activities as increases or decreases in net assets without donor restrictions. Dividend, interest and other investment income are reported in the period earned in the statement of activities as increases in net assets without donor restrictions. Investment return is presented net of investment fees.

The Association discloses the fair value of its investments in a hierarchy that prioritizes the inputs to valuation techniques used to measure the fair value. Investments are recorded at fair value on a recurring basis. Nonrecurring fair value adjustments, if any, would typically involve donated property and equipment. There were no material nonrecurring fair value adjustments in 2019 and 2018. The three levels of the fair value hierarchy are described below:

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Investments (continued)**

Level 1 lies at the top of the hierarchy. Inputs are quoted prices in active markets.

Level 2 inputs are in the middle of the hierarchy, where data is adjusted from similar items traded in markets that are active markets or from identical or similar items in markets that are not active. Level 2 inputs do not stem directly from quoted prices.

Level 3 inputs are unobservable and require the entity to develop its own assumptions

For assets that are measured at fair value on a recurring basis in periods after initial recognition, there were no transfers between Levels 1 and 2, or transfers into and out of Level 3 in 2019 or 2018. If such transfers were to occur, they would be recognized as of the actual date of the event.

No level 2 or level 3 inputs were used by the Association during 2019 or 2018.

The Association's measurements of fair value are made on a recurring basis, and their valuation techniques (no changes in 2019 or 2018) for assets and liabilities recorded at fair value are as follows:

Mutual Funds – Valued at the net asset value of shares on the last trading day of the fiscal year, which is the basis of transactions at that date.

**Property and Equipment**

Acquisitions of \$500 or more are capitalized and stated at cost. Maintenance and repairs that do not improve or extend the lives of property and equipment are charged to expense as incurred. When assets are sold or retired, their cost and related accumulated depreciation are removed from the accounts and any gain or loss is reported in the statements of activities. Depreciation is provided using the straight-line method over the estimated useful lives of the asset; computers are depreciated over three (3) years.

**Donated Assets and Services**

The Association records noncash donations as contributions at their estimated fair values at the date of donation. The Association recognizes donated services, if significant in amount, that create or enhance nonfinancial assets or that require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. For the year ended December 31, 2019 and 2018, there were no donated services. See Note 4 for a description of a promise to give the use of certain assets to the Association.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**Public Support and Revenue**

Contributions are reported as increases in net assets with donor restrictions or net assets without donor restrictions depending on the existence and/or nature of any donor restrictions.

Grants and contributions without donor restrictions are recorded as revenue when received or unconditionally pledged. Contributions donor restrictions are reported as increases in net assets without donor restrictions if the restrictions expire, that is, when a stipulated time restriction ends or purpose restriction is accomplished, in the reporting period in which the revenue is recognized.

Contributions of donated noncash assets are recorded at their fair values in the period received. Contributions of donated services that create or enhance nonfinancial assets or that require specialized skills, are provided by individuals possessing those skills, and would typically need to be purchased if not provided by donation, are recorded at their fair values in the period received.

**Functional Expenses**

Directly identifiable expenses are charged to programs and supporting services. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Association.

**Income Taxes**

The Association is exempt from federal income tax under Section 501(c)(3) of the Internal Revenue Code. However, income from certain activities not directly related to the Association tax-exempt purpose is subject to taxation as unrelated business income. The Tax Cut and Jobs Act generally provides that a tax-exempt organization's unrelated business taxable income is increased by the amount of qualified transportation fringe benefits provided to employees. Management currently believes that the amount of unrelated business income related to parking offered to employees would be de minimis. In addition, the Association qualifies for the charitable contribution deduction under Section 170(b)(1)(A) and has been classified as an organization other than a private foundation under Section 509(a)(2).

The Association's evaluation as of December 31, 2019 revealed no tax positions that would have a material impact on the financial statements. The 2016 through 2018 tax years remain subject to examination by the IRS. The Association does not believe that any reasonably possible changes will occur within the next twelve months that will have a material impact on the financial statements.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**New Accounting Pronouncement**

On August 18, 2016, FASB issued ASU 2018-08, “*Not-for-Profit Entities (Topic 958) – Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made.*” The Update addresses the inconsistencies in accounting for transactions as a contributions or as an exchange transaction and determining whether a contribution is conditional. The Association has early adopted this standard.

**Date of Management Review**

Subsequent events have been evaluated through August 31, 2020, which is the date the financial statements were available to be issued.

**(2) DEFINED CONTRIBUTION PLAN**

The Association has a defined contribution plan (the Plan) covering all full-time employees. Employees are eligible to participate in the Plan on the January 1<sup>st</sup> following two full years of service. The Association makes discretionary contributions to the Plan each year of 7.5% of participants’ gross compensation. Participants are not permitted to make contributions to the Plan. Participants immediately vest 100% in the Association’s contributions. Total employer contribution expense for the years ended December 31, 2019 and 2018 was \$8,963 and \$11,004, respectively, and is included in the statements of functional expenses in employee benefits.

**(3) RECEIVABLES**

Receivables consisted of the following as of December 31,

	<u>2019</u>	<u>2018</u>
United Way of Southeast Louisiana	\$ 25,000	\$ 35,000
United Way of St. Charles	15,333	15,333
United Way of St. John	12,750	12,750
Baton Rouge General Medical Center	56,250	56,250
Libby and Blouin dividend	8,025	5,893
Other receivables	<u>29,850</u>	<u>10,755</u>
Total	<u>\$ 147,208</u>	<u>\$ 135,981</u>



**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(4) PROMISES TO GIVE**

Cancer Association of Greater New Orleans, Inc. entered into a five-year agreement with Baton Rouge General Medical Center (BRGMC) to establish the Association as a provider for BRGMC cancer patients and provide cancer patient resources to cancer patients in the Baton Rouge, commencing on September 1, 2018. The agreement stipulates that BRGMC shall provide the office space, internet, and phone services at no cost. Management estimated the fair value of the rental agreement to be \$7,586. This amount is recorded as contribution revenue on the statement of activities and as a promise to give asset to be amortized as rent expense over the life of the lease on the statement of financial position. For the year ended December 31, 2019, rent expense recognized on this leasehold was \$5,700.

**(5) INVESTMENTS IN EQUITY SECURITY AND MINERAL RIGHTS**

Investments are recorded at fair market value based on market quotations and consist of mutual funds, money market accounts, stocks, and bonds. The Association currently holds a 4.44% interest in the common stock of a nonpublic company without a readily determinable market value. In accordance with EITF Issue No. 03-1, *The Meaning of Other-Than-Temporary Impairment and Its Application to Certain Investments*, the stock is carried at its original donated value of \$13,534, plus additional mineral rights of \$20,903, for a total of \$34,437, and is assessed for an other than temporary impairment annually. The Association believes that no impairment existed as of December 31, 2019 and 2018. Oil royalties and dividends of \$15,880 and \$16,305 were recognized on the investments for the years ended December 31, 2019 and 2018, respectively, and are recorded as unrestricted support in the statements of activities. Value for the Association is determined by using current audited financial statements provided by an outside auditor.

**(6) INVESTMENTS AND FAIR VALUE MEASUREMENT**

The Association records its investment in corporate stock of a closely held company at its fair value at the date of donation, and in accordance with EITF Issue No. 03-1, *The Meaning of Other-Than-Temporary Impairment and Its Application to Certain Investments*. Accordingly, the investment is carried at its original cost unless it is determined that an other-than-temporary impairment has occurred. If the Association determines that other than temporary impairment occurs, then the investment would be written down by the amount of the impairment. For the years ended December 31, 2019 and 2018, the Association does not believe that the investment is impaired.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(6) INVESTMENTS AND FAIR VALUE MEASUREMENT (CONTINUED)**

Investments consisted of the following at December 31, 2019:

	<u>2019</u>			
	<u>(Level 1)</u>	<u>(Level 2)</u>	<u>(Level 3)</u>	<u>Total</u>
Mutual funds	\$ 1,756,881	\$ -	\$ -	\$ 1,756,881
Investments at fair value	<u>\$ 1,756,881</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,756,881</u>

Investments consisted of the following at December 31, 2018:

	<u>2018</u>			
	<u>(Level 1)</u>	<u>(Level 2)</u>	<u>(Level 3)</u>	<u>Total</u>
Mutual funds	\$ 1,466,426	\$ -	\$ -	\$ 1,466,426
Investments at fair value	<u>\$ 1,466,426</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,466,426</u>

Investment income is reported net of fees of \$8,086 and \$7,977 for the years ended December 31, 2019 and 2018, respectively.

The Board has designated investments in the amount of \$1,396,770 and \$1,188,003 as of December 31, 2019 and 2018, respectively, as amounts set aside for the purpose of providing an additional funding source for future annual operations.

**(7) BREASTORATION FUND**

On July 15, 2014, cancer survivors Sandy Keller, Eve Wallinga and Kim Sport created the Breastoration Fund for the purpose of providing assistance to breast cancer patients for breast reconstruction following surgical mastectomies. The fund is maintained under the auspices of the Association, who records the amounts received as a liability. As of December 31, 2019 and 2018, Due to Breastoration was \$85,373 and \$78,190, respectively.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(8) NET ASSETS WITH DONOR RESTRICTIONS**

For the years ended December 31, 2019 and 2018, net assets with donor restrictions were \$238,268 and \$230,339, respectively, consisted mostly of pledges receivable from various United Way allocations to support operations and other grants received. These amounts are typically released from donor restrictions for general operations of the Association during the subsequent year.

Net assets with donor restrictions from the following grants at December 31, 2019 and 2018:

	<u>2019</u>	<u>2018</u>
United Way	\$ 54,678	\$ 63,083
Baptist Community Ministries	49,806	40,983
Susan G. Komen Foundation	6,729	6,464
Emergency Food & Shelter	4,876	-
Baton Rouge General Medical Center	<u>122,179</u>	<u>119,809</u>
Total	<u>\$ 238,268</u>	<u>\$ 230,339</u>

**(9) LEASE OBLIGATIONS**

In early 2013, the Association signed a lease with the Sterbcow Development Group, LLC for the office at 824 Elmwood Park Boulevard. The lease term is for five years effective May 1, 2013 and expiring April 30, 2018. The Association renewed the lease for 5 years at an increased rate and expires May 31, 2023. Total rent expense for the years ended December 31, 2019 and 2018 was \$21,382 and \$19,036, respectively.

Future minimum rental payments required under the operating lease as of December 31, 2019 are as follows:

2020	\$ 21,650
2021	21,936
2022	22,223
2023	<u>11,183</u>
	<u>\$ 76,992</u>

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(10) LIQUIDITY AND AVAILABILITY OF FINANCIAL ASSETS**

The following reflects the Cancer Association of Greater New Orleans's financial assets as of December 31, 2019 and 2018, respectively, reduced by amounts not available for general use because of contractual or donor-imposed restrictions within one year of the balance sheet date. Amounts not available include amounts set aside for long-term investing in the board designated reserve fund that could be drawn upon if the governing board approves that action.

	<u>2019</u>	<u>2018</u>
Financial assets, at year end	\$ 2,428,025	\$ 2,133,129
Less those unavailable for general expenditure within one year due to:		
Board designated reserve fund	(1,396,770)	(1,188,003)
Funds set aside for donor restricted purposes	<u>(238,268)</u>	<u>(230,339)</u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 792,987</u>	<u>\$ 714,787</u>

The Association's financial assets have been reduced by amounts not available for general use because of donor imposed restrictions within one year of the balance sheet date. As a part of the Association's liquidity plan, excess cash is invested in the Association's brokerage account to earn a return while not in use.

**(11) CONCENTRATION OF CREDIT RISK**

At December 31, 2019 and 2018, the Association maintained checking and money market accounts at various financial institutions. The Federal Deposit Insurance Corporation (FDIC) ensures the accounts up to \$250,000. As of December 31, 2019 and 2018, the Association's cash balance exceeded the FDIC insurance by \$191,474 and \$208,189, respectively. The Association has not experienced any losses in these accounts and management believes they are not exposed to any significant credit risk. The Association maintains cash and investment balances with investment brokerage firms. The Securities Investor Protection Corporation (SIPC) insures accounts at each institution up to \$500,000. The balances of cash and investments held by investment brokerage firms exceeded SIPC insurance by \$896,770 and \$688,022 at December 31, 2019 and 2018, respectively. The Association has not experienced any losses in these accounts and management believes they are not exposed to any significant credit risk.

Approximately 74% and 54% of the Association's public support was provided from various United Way affiliates and two other grantors for the years ended December 31, 2019 and 2018, respectively. As of December 31, 2019 and 2018, 88% and 88% of receivables, respectively, are due from United Way affiliates and two and one, other grantor(s), respectively.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**NOTES TO FINANCIAL STATEMENTS (CONTINUED)**  
**DECEMBER 31, 2019 AND 2018**

**(12) SUBSEQUENT EVENTS**

In December 2019, an outbreak of a novel strain of coronavirus (COVID-19) originated in Wuhan, China and has since spread to other countries, including the U.S. On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic. In addition, multiple jurisdictions in the U.S. have declared a state of emergency including the state of Louisiana. It is anticipated that these impacts will continue for some time. The Association is operating within social distancing confines. As of August 31, 2020, the Association has not suffered material adverse effects on the pandemic. However, the future effects of these issues are unknown.

On February 2, 2020, the Association filed an application with the State of Louisiana to register the trademark Cancer Association of Louisiana. The purpose of filing the tradename was to facilitate solicitation of grants and donations. On March 18, 2020, the State of Louisiana approved the Association's application.

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**COMBINING STATEMENT OF ACTIVITIES AND FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

**EDUCATION**

	Cancer Association of St. Charles	Cancer Association of St. John	Baton Rouge Area	Cancer Association of South Louisiana	Cancer Association of Louisiana	Cancer Association Southeast Louisiana	Combined
Net assets without donor restrictions							
Contributions	\$ -	\$ -	\$ -	\$ -	\$ -	7,005	\$ 7,005
Combined Federal Campaign	-	-	-	-	-	425	425
Other	-	-	-	-	-	503	503
Legacies and endowments	-	-	-	-	-	3,176	3,176
Special events	-	-	-	-	-	19,975	19,975
Grants	-	-	-	-	-	11,252	11,252
United Way designation	-	-	-	-	-	5,443	5,443
United Way allocation	-	-	-	-	-	-	-
Realized/unrealized loss on investments	-	-	-	-	-	58,084	58,084
Interest, dividends, royalties	-	-	-	-	-	1,517	1,517
Total net assets without donor restrictions	\$ -	\$ -	\$ -	\$ -	\$ -	107,380	\$ 107,380
Net assets with donor restrictions							
United Way designation and allocation	-	-	-	-	-	-	-
Total net assets with donor restrictions	\$ -	\$ -	\$ -	\$ -	\$ -	-	\$ -
Total net assets	\$ -	\$ -	\$ -	\$ -	\$ -	107,380	\$ 107,380
Expenses							
Salaries	\$ -	\$ -	\$ -	\$ -	\$ -	22,539	\$ 22,539
Printing and publications	-	-	-	-	-	2,586	2,586
Specific assistance to individuals	-	-	-	-	-	-	-
Employee benefits	-	-	-	-	-	606	606
Professional fees	-	-	-	-	-	1,200	1,200
Office supplies and other	-	-	-	-	-	1,323	1,323
Occupancy	-	-	-	-	-	2,138	2,138
Payroll taxes	-	-	-	-	-	2,724	2,724
Postage and shipping	-	-	-	-	-	306	306
Telephone	-	-	-	-	-	783	783
Travel and local transportation	-	-	-	-	-	51	51
Fund raising expense	-	-	-	-	-	4,613	4,613
Depreciation and amortization	-	-	-	-	-	-	-
Interest	-	-	-	-	-	23	23
Total expenses	-	-	-	-	-	38,891	38,891
Increase (decrease) in net assets	\$ -	\$ -	\$ -	\$ -	\$ -	68,489	\$ 68,489

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**COMBINING STATEMENT OF ACTIVITIES AND FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

**PATIENT SERVICES**

	Cancer Association of St. Charles 100%	Cancer Association of St. John 100%	Baton Rouge Area 100%	Cancer Association of South Louisiana 100%	Cancer Association of Louisiana 100%	Cancer Association Southeast Louisiana 80%	Combined
Net assets without donor restrictions							
Contributions	\$ -	\$ -	\$ -	\$ 20	\$ -	\$ 28,022	\$ 28,042
Combined Federal Campaign	-	-	-	-	-	1,700	1,700
Other	-	-	-	-	-	2,012	2,012
Legacies and endowments	-	-	-	-	-	12,704	12,704
Special events	-	-	-	-	-	79,902	79,902
Grants	-	-	-	-	-	45,009	45,009
United Way designation	-	-	-	-	-	21,771	21,771
United Way allocation	-	-	-	-	-	-	-
Realized/unrealized loss on investments	-	-	-	-	-	232,337	232,337
Interest, dividends, royalties	-	-	-	-	-	6,069	6,069
Total net assets without donor restrictions	\$ -	\$ -	\$ -	\$ 20	\$ -	\$ 429,526	\$ 429,546
Net assets with donor restrictions							
Grants	-	-	75,000	-	130,525	-	205,525
United Way designation and allocation	23,000	17,000	-	8,500	-	-	48,500
Total net assets with donor restrictions	\$ 23,000	\$ 17,000	\$ 75,000	\$ 8,500	\$ 130,525	\$ -	\$ 254,025
Total net assets	\$ 23,000	\$ 17,000	\$ 75,000	\$ 8,520	\$ 130,525	\$ 429,526	\$ 683,571
Expenses							
Salaries	100%	100%	100%	100%	100%	65%	
Printing and publications	\$ -	\$ -	\$ 20,747	\$ -	\$ -	\$ 146,503	\$ 167,250
Specific assistance to individuals (See Note 1)	8,691	6,506	24,095	9,582	-	144,275	193,149
Employee benefits	-	-	1,587	-	-	3,936	5,523
Professional fees	-	-	-	-	-	7,800	7,800
Office supplies and other	2,760	2,040	24,314	800	2,500	8,602	41,016
Occupancy	-	-	5,700	-	-	13,898	19,598
Payroll taxes	-	-	-	-	-	17,707	17,707
Postage and shipping	-	-	-	-	-	1,992	1,992
Telephone	-	-	1,886	-	-	5,092	6,978
Travel and local transportation	-	-	-	-	-	332	332
Fund raising expense	-	-	-	-	-	29,982	29,982
Depreciation and amortization	-	-	191	-	-	-	191
Interest	-	-	-	-	-	148	148
Total expenses	11,451	8,546	78,520	10,382	2,500	380,266	491,665
Increase (decrease) in net assets	\$ 11,549	\$ 8,454	\$ (3,520)	\$ (1,862)	\$ 128,025	\$ 49,260	\$ 191,906

**Note 1: Specific assistance to individuals is allocated @ 100% on the Patient Services spreadsheet**

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**COMBINING STATEMENT OF ACTIVITIES AND FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

	<b>TOTAL PROGRAM SERVICES</b>						
	Cancer Association of St. Charles	Cancer Association of St. John	Cancer Association of Baton Rouge Area	Cancer Association of South Louisiana	Cancer Association of Louisiana	Cancer Association of Southeast Louisiana	Combined
Net assets without donor restrictions							
Contributions	\$ -	\$ -	\$ -	20	\$ -	\$ -	35,027
Combined Federal Campaign							\$ 35,047
Other	-	-	-	-	-	-	2,125
Legacies and endowments	-	-	-	-	-	-	2,515
Special events	-	-	-	-	-	-	15,880
Grants	-	-	-	-	-	-	99,877
United Way designation	-	-	-	-	-	-	56,261
United Way allocation	-	-	-	-	-	-	27,214
Realized/unrealized loss on investments	-	-	-	-	-	-	-
Interest, dividends, royalties	-	-	-	-	-	-	290,421
							7,586
Total net assets without donor restrictions	\$ -	\$ -	\$ -	20	\$ -	\$ -	536,906
							\$ 536,926
Net assets with donor restrictions							
United Way designation and allocation	23,000	17,000	-	8,500	-	-	48,500
Total net assets with donor restrictions	\$ 23,000	\$ 17,000	\$ -	\$ 8,520	\$ -	\$ -	\$ 585,426
Total net assets	\$ 23,000	\$ 17,000	\$ -	\$ 8,540	\$ -	\$ -	\$ 1,122,353
Expenses							
Salaries	\$ -	\$ -	\$ 20,747	\$ -	\$ -	\$ -	169,042
Printing and publications	-	-	-	-	-	-	2,586
Specific assistance to individuals	8,691	6,506	24,095	9,582	-	-	144,274
Employee benefits	-	-	1,587	-	-	-	4,542
Professional fees	-	-	-	-	-	-	9,000
Office supplies and other	2,760	2,040	24,314	800	2,500	9,925	42,339
Occupancy	-	-	5,700	-	-	16,036	21,736
Payroll taxes	-	-	-	-	-	20,431	20,431
Postage and shipping	-	-	-	-	-	2,298	2,298
Telephone	-	-	1,886	-	-	5,875	7,760
Travel and local transportation	-	-	-	-	-	383	383
Fund raising expense	-	-	-	-	-	34,595	34,595
Depreciation and amortization	-	-	-	-	-	-	191
Interest	-	-	-	-	-	171	171
Total expenses	11,451	8,546	78,520	10,382	2,500	419,156	530,555
Increase (decrease) in net assets	\$ 11,549	\$ 8,454	\$ (78,520)	\$ (1,842)	\$ (2,500)	\$ 654,656	\$ 591,798



**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**COMBINING STATEMENT OF ACTIVITIES AND FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

**SUPPORT SERVICES**

	Cancer Association of St. Charles	Cancer Association of St. John	Cancer Association of South Louisiana	Cancer Association of Louisiana	Cancer Association Southeast Louisiana	Combined
Net assets without donor restrictions						
Contributions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Combined Federal Campaign	-	-	-	-	-	-
Other	-	-	-	-	52,321	52,321
Legacies and endowments	-	-	-	-	-	-
Special events	-	-	-	-	-	-
Grants	-	-	-	-	-	-
United Way designation	-	-	-	-	-	-
United Way allocation	-	-	-	-	2,693	2,693
Realized/unrealized loss on investments	-	-	-	-	-	-
Interest, dividends, royalties	-	-	-	-	-	-
Total net assets without donor restrictions	\$ -	\$ -	\$ -	\$ -	\$ 55,014	\$ 55,014
Net assets with donor restrictions						
United Way designation and allocation	-	-	-	-	50,000	50,000
Total net assets with donor restrictions	\$ -	\$ -	\$ -	\$ -	\$ 105,014	\$ 105,014
Total net assets	\$ -	\$ -	\$ -	\$ -	\$ 160,028	\$ 160,028
Expenses					25%	
Salaries	\$ -	\$ -	\$ -	\$ -	\$ 56,347	\$ 56,347
Printing and publications	-	-	-	-	-	-
Specific assistance to individuals	-	-	-	-	-	-
Employee benefits	-	-	-	-	1,514	1,514
Professional fees	-	-	-	-	3,000	3,000
Office supplies and other	-	-	-	-	3,308	3,308
Occupancy	-	-	-	-	5,346	5,346
Payroll taxes	-	-	-	-	6,810	6,810
Postage and shipping	-	-	-	-	766	766
Telephone	-	-	-	-	1,959	1,959
Travel and local transportation	-	-	-	-	128	128
Fund raising expense	-	-	-	-	11,532	11,532
Depreciation and amortization	-	-	-	-	-	-
Interest	-	-	-	-	57	57
Total expenses	-	-	-	-	90,766	90,766
Increase (decrease) in net assets	\$ -	\$ -	\$ -	\$ -	\$ 14,249	\$ 14,249

See Independent Auditors' Report

**CANCER ASSOCIATION OF GREATER NEW ORLEANS, INC.**  
**COMBINING STATEMENT OF ACTIVITIES AND FUNCTIONAL EXPENSES**  
**FOR THE YEAR ENDED DECEMBER 31, 2019**

	<b>TOTAL SERVICES</b>						
	Cancer Association of St. Charles	Cancer Association of St. John	Cancer Association of South Louisiana	Baton Rouge Area	Cancer Association of Louisiana	Cancer Association Southeast Louisiana	Combined
Net assets without donor restrictions							
Contributions	\$ -	\$ -	\$ 20	\$ -	\$ -	\$ 35,027	\$ 35,047
Combined Federal Campaign	-	-	-	-	-	2,125	2,125
Other	-	-	-	-	-	54,836	54,836
Legacies and endowments	-	-	-	-	-	15,880	15,880
Special events	-	-	-	-	-	99,877	99,877
Grants	-	-	-	-	-	56,261	56,261
United Way designation	-	-	-	-	-	27,214	27,214
United Way allocation	-	-	-	-	-	2,693	2,693
Realized/unrealized loss on investments	-	-	-	-	-	290,421	290,421
Interest, dividends, royalties	-	-	-	-	-	7,586	7,586
Total net assets without donor restrictions	\$ -	\$ -	\$ 20	\$ -	\$ -	\$ 591,920	\$ 591,940
Net assets with donor restrictions							
Grants	-	-	-	75,000	130,525	50,000	205,525
United Way designation and allocation	23,000	17,000	8,500	-	-	-	98,500
Total net assets with donor restrictions	\$ 23,000	\$ 17,000	\$ 8,500	\$ 75,000	\$ 130,525	\$ 50,000	\$ 304,025
Total net assets	\$ 23,000	\$ 17,000	\$ 8,520	\$ 75,000	\$ 130,525	\$ 641,920	\$ 895,965
Expenses							
Salaries	\$ -	\$ -	\$ -	\$ 20,747	\$ -	\$ 225,389	\$ 246,136
Printing and publications	-	-	-	-	-	2,586	2,586
Specific assistance to individuals	8,691	6,506	9,582	24,095	-	144,275	193,149
Employee benefits	-	-	-	1,587	-	6,055	7,642
Professional fees	-	-	-	-	-	12,000	12,000
Office supplies and other	2,760	2,040	800	24,314	2,500	13,234	45,648
Occupancy	-	-	-	5,700	-	21,382	27,082
Payroll taxes	-	-	-	-	-	27,241	27,241
Postage and shipping	-	-	-	-	-	3,064	3,064
Telephone, Telecommunications, IT expenses	-	-	-	1,886	-	7,834	9,720
Travel and local transportation	-	-	-	-	-	510	510
Fund raising expense	-	-	-	-	-	46,126	46,126
Depreciation and amortization	-	-	-	191	-	-	191
Interest and Fees	-	-	-	-	-	228	228
Total expenses	11,451	8,546	10,382	78,520	2,500	509,924	621,323
Increase (decrease) in net assets	\$ 11,549	\$ 8,454	\$ (1,862)	\$ (3,520)	\$ 128,025	\$ 131,996	\$ 274,642

See Independent Auditors' Report

**CANCER ASSOCIATION OF GREATER NEW ORLEANS**  
(a segment of the Cancer Association of Greater New Orleans, Inc. includes Washington and Tangipahoa parishes)  
UNITED WAY BUDGET FORM 3 FORMAT  
for the period from July 1, 2018 through June 30, 2019

	Agency Total	Supporting Services Management and General	Total Program Services	Program Services	
				Education	Patient Services
Revenue:	\$	\$	\$	\$	\$
4200 Board Generated Self Support	235,368	-	235,368	47,074	188,294
4201 Client Generated Self Support	-	-	-	-	-
6700 Other Revenue	182,790	182,790	-	-	-
	418,158	182,790	235,368	47,074	188,294
4702 UNITED WAY Designation	26,294	-	26,294	5,259	21,035
4703 CFC Designation	10,809	-	10,809	2,162	8,647
4704 Other United Way Funding	4,135	-	4,135	827	3,308
	459,396	182,790	276,606	55,322	221,285
4701 UNITED WAY Allocation	70,000	-	70,000	-	70,000
	529,396	182,790	346,606	55,322	291,285
Total revenues					
7000 Salaries	211,119	52,780	158,339	21,112	137,227
7100 Benefits	14,981	3,745	11,236	1,498	9,738
7200 Taxes	17,523	4,381	13,142	1,752	11,390
8400 Occupancy Expense	20,903	5,226	15,677	2,090	13,587
8700 Travel and Transportation Expense	860	215	645	86	559
8100 Office Supplies	2,356	589	1,767	236	1,531
8600 Printing	1,427	357	1,070	143	928
8900 Direct Assistance to Individuals	171,725	-	171,725	-	171,725
9400 Other	35,230	8,808	26,423	3,523	22,900
9402 Board Generated Self Support	43,697	10,924	32,773	4,370	28,403
Grand Total Expenses	519,821	87,024	432,797	34,810	397,987
Net Difference	\$ 9,575	\$ 95,766	\$ (86,191)	\$ 20,512	\$ (106,703)

## Expense Analysis:

Total Direct Program Expenses	\$	34,810	\$	397,987
Percent of Total Program Expenses		8%		92%
Distribution of M&G Expenses	\$	21,756	\$	65,268
Grand total Program Expenses	\$	56,566	\$	463,255
Actual Unduplicated People Served	\$	1,800		679
Cost per Person		31	\$	682