

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**



Leaf & Cole, LLP  
*Certified Public Accountants*

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION  
FINANCIAL STATEMENTS  
SEPTEMBER 30, 2011**

**TABLE OF CONTENTS**

	<u>Page</u>
Independent Auditor's Report	1
Statement of Financial Position	2
Statement of Activities	3
Statement of Cash Flows	4
Notes to Financial Statements	5 - 11
Supplementary Schedule of Functional Expenses	12



Leaf & Cole, LLP  
Certified Public Accountants  
A Partnership of Professional Corporations

Steven W. Northcote, C.P.A.  
Michael S. Schreiberman, C.P.A.  
Michael J. Zizzi, C.P.A.  
Julie A. Firl, C.P.A.  
Nicholas M. Gines, C.P.A.

*Members*  
American Institute of Certified Public Accountants  
California Society of Certified Public Accountants

## Independent Auditor's Report

To the Board of Directors  
San Diego County Medical Society Foundation  
5575 Ruffin Road, Suite 250  
San Diego, California 92123

We have audited the accompanying statement of financial position of San Diego County Medical Society Foundation as of September 30, 2011, and the related statements of activities and cash flows for the year then ended. These financial statements are the responsibility of the Foundation's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior year summarized comparative information has been derived from San Diego County Medical Society Foundation's 2010 financial statements and, in our report dated January 13, 2011, we expressed an unqualified opinion on those financial statements.

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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of San Diego County Medical Society Foundation as of September 30, 2011, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary schedule of functional expenses for the year ended September 30, 2011 is presented for purposes of additional analysis and is 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. The summarized comparative information included in the supplementary schedule of functional expenses for the year ended September 30, 2010 has been derived from San Diego County Medical Society Foundation's 2010 financial statements and in our report dated January 13, 2011, we expressed our opinion that the information was fairly stated in all material respects in relation to the financial statements as a whole.

*Leaf & Cole LLP*

San Diego, California  
February 24, 2012

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**STATEMENT OF FINANCIAL POSITION**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**ASSETS**

	<u>2011</u>	<u>2010</u>
<b><u>Assets:</u></b> (Notes 1, 2, 3, 4 and 5)		
Cash and cash equivalents	\$ 90,439	\$ 73,367
Investments	624,052	625,493
Accounts receivable	743	3,425
Grants receivable	180,994	52,386
Contributions receivable	40,000	40,000
Notes receivable, net	<u>27,278</u>	<u>41,596</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 963,506</u></b>	<b><u>\$ 836,267</u></b>

**LIABILITIES AND NET ASSETS**

<b><u>Liabilities:</u></b> (Note 1)		
Accounts payable and accrued expenses	\$ 34,492	\$ 14,283
Deferred grant revenue	<u>200,818</u>	<u>191,194</u>
Total Liabilities	<u>235,310</u>	<u>205,477</u>
<b><u>Commitment</u></b> (Note 7)		
<b><u>Net Assets:</u></b> (Notes 1 and 6)		
Unrestricted	433,330	266,777
Temporarily restricted	<u>294,866</u>	<u>364,013</u>
Total Net Assets	<u>728,196</u>	<u>630,790</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 963,506</u></b>	<b><u>\$ 836,267</u></b>

The accompanying notes are an integral part of the financial statements.

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**STATEMENT OF ACTIVITIES**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED SEPTEMBER 30, 2010)**

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total 2011</u>	<u>Total 2010</u>
<b><u>Support and Revenues:</u></b>				
Grants	\$ 404,471	\$ -	\$ 404,471	\$ 603,865
Contract income	293,147	-	293,147	26,092
Contributions	196,822	10,000	206,822	193,731
Special events	73,930	-	73,930	-
Investment income (loss)	2,499	(858)	1,641	21,112
Other income (loss)	9	-	9	877
Gain on sale of equipment	-	-	-	328
Net assets released from restrictions	78,289	(78,289)	-	-
<b>Total Support and Revenues</b>	<u>1,049,167</u>	<u>(69,147)</u>	<u>980,020</u>	<u>846,005</u>
<b><u>Expenses:</u></b>				
<b>Program Services</b>	<u>757,785</u>	<u>-</u>	<u>757,785</u>	<u>622,138</u>
<b><u>Supporting Services:</u></b>				
Management and general	36,297	-	36,297	32,833
Fundraising	26,611	-	26,611	15,769
<b>Total Supporting Services</b>	<u>62,908</u>	<u>-</u>	<u>62,908</u>	<u>48,602</u>
<b>Total Program and Supporting     Services Expenses</b>	820,693	-	820,693	670,740
<b>Special Event Expenses</b>	<u>61,921</u>	<u>-</u>	<u>61,921</u>	<u>-</u>
<b>Total Expenses</b>	<u>882,614</u>	<u>-</u>	<u>882,614</u>	<u>670,740</u>
Change in Net Assets	166,553	(69,147)	97,406	175,265
Net Assets At Beginning of Year	<u>266,777</u>	<u>364,013</u>	<u>630,790</u>	<u>455,525</u>
<b>NET ASSETS AT END OF YEAR</b>	<u>\$ 433,330</u>	<u>\$ 294,866</u>	<u>\$ 728,196</u>	<u>\$ 630,790</u>

The accompanying notes are an integral part of the financial statements.

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDED SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED SEPTEMBER 30, 2010)**

	<u>2011</u>	<u>2010</u>
<b><u>Cash Flows From Operating Activities:</u></b>		
Change in net assets	\$ 97,406	\$ 175,265
<b>Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities:</b>		
Depreciation	-	558
Gain on sale of equipment	-	(328)
Realized and unrealized (gains) losses on investments	1,441	(20,685)
<b>(Increase) Decrease in:</b>		
Accounts receivable	2,682	(202)
Grants receivable	(128,608)	(1,681)
Contributions receivable	-	(40,000)
<b>Increase (Decrease) in:</b>		
Accounts payable and accrued expenses	20,209	8,362
Deferred grant revenue	9,624	(121,391)
Net Cash Provided by (Used in) Operating Activities	<u>2,754</u>	<u>(102)</u>
<b><u>Cash Flows From Investing Activities:</u></b>		
Investments, net	-	(100,000)
Notes receivable, net	14,318	6,815
Proceeds from sale of equipment	-	400
Net Cash Provided by (Used in) Investing Activities	<u>14,318</u>	<u>(92,785)</u>
Change in Cash and Cash Equivalents	17,072	(92,887)
Cash and Cash Equivalents at Beginning of Year	<u>73,367</u>	<u>166,254</u>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<u>\$ 90,439</u>	<u>\$ 73,367</u>

The accompanying notes are an integral part of the financial statements.

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION  
NOTES TO FINANCIAL STATEMENTS  
SEPTEMBER 30, 2011  
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 1 - Organization and Significant Accounting Policies:**

**Organization**

The San Diego County Medical Society Foundation (the “Foundation”) is a California Nonprofit Organization. The Foundation’s mission is to build a healthier San Diego by addressing unmet healthcare needs for all patients and physicians through education, innovation, and service. The Foundation was formed as a separate not-for-profit corporation by the leadership of the San Diego County Medical Society (“SDCMS”) in 2004 to facilitate volunteerism on the part of SDCMS members, and SDCMS remains committed to the success of the Foundation, as demonstrated through donated services annually.

The Foundation’s programs consist of the following initiatives:

**Access to Care**

The Foundation is in support of local organizations that provide direct care to the neediest of our community. By recruiting physicians who wish to donate their services, helping to connect the needy to low-cost specialty care, or providing direct financial support to these organizations, the Foundation is committed to playing an active role in solving this community-wide problem. The Foundation recruited over 600 physicians who provided donated services directly to local organizations totaling \$2,413,905 and \$1,181,794 for the years ended September 30, 2011 and 2010, respectively.

**Medical Student Support**

By expanding the original mission of the organization, the Foundation provides scholarships to medical students and new residents serving in San Diego County. Additional support to the students includes:

- Supportive services for the UCSD Student-Run Free Clinic Project.
- Expanded support of Student Legislative Day, where students participate with physicians from around California learning about legislative impact on healthcare policy and interacting with legislators in Sacramento.
- Opportunities to attend Surgery Day activities and observe operating room procedures.

These programs are developed to sensitize students to the needs of the San Diego community and to promote physician retention in San Diego after graduation and residency.

**Retired Physicians Society**

The Foundation is convening retired physicians living in the San Diego community who are interested in continuing to use their talents and skills in a voluntary capacity. At quarterly meetings, members have an opportunity to network with a variety of community organizations that would value and utilize their knowledge and wisdom. They will learn about current issues in medical practice and current public policy concerns facing our community. The goal is to provide opportunities for retired physicians to connect with, become involved with, participant in, and offer leadership to organizations that serve the healthcare needs of the underserved in our community.

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 1 - Organization and Significant Accounting Policies: (Continued)**

**Significant Accounting Policies**

**Method of Accounting**

The financial statements of the Foundation have been prepared on the accrual basis of accounting, which is in accordance with accounting principles generally accepted in the United States of American (GAAP) and, accordingly, reflect all significant receivables, payables, and other liabilities.

In June 2009, the Financial Accounting Standards Board (FASB) Accounting Standards Codification (Codification) was issued. The Codification is the source of authoritative U.S. GAAP recognized by the FASB to be applied by nongovernmental entities. The Codification is effective for financials statements issued for interim and annual periods ending after September 15, 2009. The implementation of this standard did not have a material impact on the financial position and results of operations.

**Financial Statement Presentation**

The financial statements present information regarding the financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

**Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

**Risks and Uncertainties**

The Foundation invests in various types of investment securities which are exposed to various risks, such as interest rate, market, and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and such changes could materially affect the amounts reported in the statement of financial position.

**Fair Value Measurements**

The Foundation has adopted the fair value standards for financial assets and liabilities that are required to be measured at fair value on a recurring basis. The Fair Value Measurement standards define fair value, establish a framework for measuring fair value, outline a fair value hierarchy based on inputs used to measure fair value and enhance disclosure requirements for fair value measurements. The fair value hierarchy distinguishes between market participant assumptions based on market data obtained from sources independent of the reporting entity (observable inputs that are classified with Level 1 and 2 of the hierarchy) and the reporting entity's own assumptions about market participant assumptions (unobservable inputs classified within Level 3 of the hierarchy). These standards do not change existing guidance as to whether or not an instrument is carried at fair value.



**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 1 - Organization and Significant Accounting Policies: (Continued)**

**Significant Accounting Policies (Continued)**

**Fair Value Measurements (Continued)**

The Foundation's statement of financial position includes the following financial instruments that are required to be measured at fair value on a recurring basis:

- Investments in mutual funds are considered Level 1 assets and are reported at fair value based on quoted prices in active markets for identical assets at the measurement date.
- Investments in the mortgage fund is considered a Level 3 asset and is reported at fair value based on the fair value of the underlying assets in the funds as reported by the fund manager Dunham Trust Company, since these funds are valued monthly by the fund manager and are not traded in an active market. The unit valuation of \$1,000 is a stable value NAV, which is supported by contributions from the general partner. The mortgage fund is a closed fund. Distributions are made monthly when available.

**Allowance for Doubtful Accounts**

Management believes that all accounts, grants and contributions receivable were fully collectible; therefore, no allowance for doubtful accounts was recorded as of September 30, 2011 and 2010.

Management has established an allowance for uncollectible notes receivable based on historical experience and management's evaluation of outstanding notes receivable. The allowance for uncollectible notes receivable totaled \$4,482 and \$4,482 at September 30, 2011 and 2010, respectively.

**Contributions**

Contributions are recognized when the donor makes a promise to give to the Foundation that is in substance, unconditional. Contributions that are restricted by the donor are reported as increases in unrestricted net assets if the restrictions expire in the fiscal year in which the contributions are recognized. All other donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets.

**Equipment**

Equipment is recorded at cost. Donations of equipment are recorded as support at their estimated fair value. Such donations are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Assets donated with explicit restrictions regarding their use and contributions of cash that must be used to acquire equipment are reported as restricted support. Absent donor stipulations regarding how long those donated assets must be maintained, the Foundation reports expirations of donor restrictions when the donated or acquired assets are placed in service as instructed by the donor. The Foundation reclassifies temporarily restricted net assets to unrestricted net assets at that time. Equipment totaled \$-0- and \$-0-, net of accumulated depreciation of \$2,524 and \$2,524 at September 30, 2011 and 2010, respectively. Equipment was depreciated using the straight-line method over three years. Depreciation aggregated \$-0- and \$558 for the years ended September 30, 2011 and 2010, respectively.

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 1 - Organization and Significant Accounting Policies: (Continued)**

**Significant Accounting Policies (Continued)**

**Equipment (Continued)**

Maintenance, repairs and minor renewals are charged to operations as incurred. Upon sale or disposition of equipment, the asset account is relieved of the cost and the accumulated depreciation account is charged with depreciation taken prior to the sale and any resultant gain or loss is credited or charged to earnings.

**Compensated Absences**

Accumulated unpaid vacation totaling \$4,764 and \$9,799 at September 30, 2011 and 2010, respectively is accrued when incurred and included in accounts payable and accrued expenses.

**Grant Revenue**

Grant revenue is recognized in the period in which the related work is performed in accordance with the terms of the grant or contract. A receivable is recorded when revenue earned under a grant or contract exceeds the cash received. Deferred grant revenue is recorded when cash received under a grant or contract exceeds the revenue earned. Grants receivable totaled \$180,994 and \$52,386 at September 30, 2011 and 2010, respectively. Deferred grant revenue totaled \$208,973 and \$191,194 at September 30, 2011 and 2010, respectively.

**Donated Services, Rent, Telephone and Other Support Services**

The Foundation received contributed personnel services, rent, telephone and other support services totaling \$50,116 and \$56,099 which have been reflected in the financial statements as unrestricted contribution revenue and supporting services and fundraising expenses for the years ended September 30, 2011 and 2010, respectively.

**Allocated Expenses**

Expenses by function have been allocated amount program and supporting services classifications on the basis of internal records and estimates made by the Foundation's management.

**Income Taxes**

The Foundation is a nonprofit organization and is exempt from income taxes under Section 501©(3) of the Internal Revenue Code and Section 23701(d) of the California Revenue and Taxation Code. The Foundation is not a private foundation.

The Foundation uses a loss contingencies approach for evaluating uncertain tax positions and continually evaluates changes in tax law and new authoritative rulings.

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 1 - Organization and Significant Accounting Policies: (Continued)**

**Significant Accounting Policies (Continued)**

**Concentration of Credit Risk**

The Foundation maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. The Foundation has not experienced any losses in such accounts. The Foundation believes it is not exposed to any significant credit risk on cash and cash equivalents.

**Cash and Cash Equivalents**

For purposes of the statement of cash flows, the Foundation considers all investment instruments purchased with a maturity of three months or less to be cash equivalents.

**Comparative Totals for September 30, 2010**

The financial statements include certain prior year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Foundation's financial statements for the year ended September 30, 2010, from which the summarized information was derived.

**Subsequent Events**

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through February 24, 2012, the date the financial statements were available to be issued.

**Note 2 - Fair Value Measurements:**

The following table summarizes assets measured at fair value by classification within the fair value hierarchy as of September 30:

	2011			Balance as of September 30, 2011
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Mutual funds:				
Balanced funds	\$ 13,452	\$ -	\$ -	\$ 13,452
Growth funds	16,115	-	-	16,115
Fixed income funds	288,051	-	-	288,051
Value funds	15,343	-	-	15,343
Mortgage fund	-	-	291,091	291,091
	<u>\$ 332,961</u>	<u>\$ -</u>	<u>\$ 291,091</u>	<u>\$ 624,052</u>

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 2 - Fair Value Measurements: (Continued)**

	2010			Balance as of September 30, 2010
	Quoted Prices in Active Markets for Identical Assets (Level 1)	Significant Other Observable Inputs (Level 2)	Significant Unobservable Inputs (Level 3)	
Mutual funds	\$ 329,660	\$ -	\$ -	\$ 329,660
Mortgage fund	-	-	295,833	295,833
	\$ 329,660	\$ -	\$ 295,833	\$ 625,493

The reconciliation for financial instruments measured at fair value on a recurring basis using significant unobservable inputs (Level 3) is as follows for the years ended September 30:

	2011	2010
Balance, Beginning of Year	\$ 295,833	\$ 298,892
Distributions	(4,742)	(3,059)
Balance, End of Year	\$ 291,091	\$ 295,833

**Note 3 - Investments:**

The Foundation's investments consist of the following at September 30:

	2011	2010
Mutual funds	\$ 332,961	\$ 329,660
Mortgage fund	291,091	295,833
	\$ 624,052	\$ 625,493

The following schedule summarizes the investment return and its classification in the statement of activities for the years ended September 30:

	2011			2010 Total
	Unrestricted	Temporarily Restricted	Total	
Interest and dividend income	\$ 3,082	\$ -	\$ 3,082	\$ 427
Net realized and unrealized gains and (losses) in investments	(583)	(858)	(1,441)	20,685
Investment Income (Loss)	\$ 2,499	\$ (858)	\$ 1,641	\$ 21,112

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION**  
**NOTES TO FINANCIAL STATEMENTS**  
**SEPTEMBER 30, 2011**  
**(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2010)**

**Note 4 - Contributions Receivable:**

Contributions receivable totaling \$40,000 and \$40,000 are due within one year at September 30, 2011 and 2010, respectively.

**Note 5 - Notes Receivable:**

Notes receivable to medical students for student loans bear interest at 4% to 7%. However, effective in 2011, the Foundation has forgiven interest on all outstanding notes. Interest begins accruing from the first to occur (i) date of graduation with a degree in medicine, or an advanced graduate degree in the medical field or (ii) date the borrower ceases to be a full-time medical student (“cessation date”). Payment of principal and interest are deferred for up to twelve (12) months from graduation date or six (6) months after borrower’s cessation date.

Notes receivable consist of the following at September 30:

	<u>2011</u>	<u>2010</u>
Principal	\$ 31,760	\$ 44,817
Interest receivable	-	1,261
Less: Allowance for uncollectible	(4,482)	(4,482)
Notes Receivable, Net	<u>\$ 27,278</u>	<u>\$ 41,596</u>

**Note 6 - Temporarily Restricted Net Assets:**

Temporarily restricted net assets are available for the following purposes at September 30:

	<u>2011</u>	<u>2010</u>
Amper	\$ 188,174	\$ 188,444
Simon/Hertzka	66,065	66,653
Project Access	40,627	108,916
Total Temporarily Restricted Net Assets	<u>\$ 294,866</u>	<u>\$ 364,013</u>

Net assets in the amount of \$68,649 were released from donor restrictions for the year ended September 30, 2011, by incurring expenses satisfying the purpose or time restrictions specified by donors.

**Note 7 - Operating Lease:**

The Foundation reimburses the San Diego County Medical Society for rent for shared space according to the agreement on shared costs. Rent expense consisted of the following for the years ended September 30:

	<u>2011</u>	<u>2010</u>
Rent paid	\$ 26,376	\$ 26,684
Rent received in-kind	21,872	24,000
Total Occupancy Expense	<u>\$ 48,248</u>	<u>\$ 50,684</u>

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION  
SUPPLEMENTARY SCHEDULE OF FUNCTIONAL EXPENSES  
FOR THE YEAR ENDED SEPTEMBER 30, 2011  
(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED SEPTEMBER 30, 2010)**

	Supporting Services				2011 <u>Total</u>	2010 <u>Total</u>
	<u>Program</u>	<u>Fundraising</u>	<u>Management and General</u>	<u>Total Supporting Services</u>		
<b><u>Personnel Costs:</u></b>						
Salaries	\$ 289,980	\$ 13,306	\$ 10,873	\$ 24,179	\$ 314,159	\$ 310,028
Employee benefits and payroll tax	<u>51,491</u>	<u>2,330</u>	<u>2,179</u>	<u>4,509</u>	<u>56,000</u>	<u>69,937</u>
Total Personnel Costs	<u>341,471</u>	<u>15,636</u>	<u>13,052</u>	<u>28,688</u>	<u>370,159</u>	<u>379,965</u>
<b><u>Other Expenses:</u></b>						
Medical services	157,119	-	-	-	157,119	17,894
Office expenses	74,896	2,149	4,626	6,775	81,671	60,077
Outside services and consulting	58,000	-	-	-	58,000	69,218
Occupancy	42,210	1,558	4,480	6,038	48,248	50,684
Supplies	14,744	1,008	2,198	3,206	17,950	8,807
Webhost	17,242	-	-	-	17,242	9,171
Professional fees	6,712	542	6,813	7,355	14,067	14,044
Technology	6,145	3,066	(162)	2,904	9,049	17,961
Printing	7,080	512	1,014	1,526	8,606	8,400
Employee training and other	7,512	576	230	806	8,318	5,405
Grants/scholarships	7,351	-	-	-	7,351	1,050
Travel	6,564	127	196	323	6,887	10,520
Meetings and conferences	3,177	53	1,319	1,372	4,549	6,450
Postage	3,110	279	396	675	3,785	3,217
Recruitment	1,868	-	1,420	1,420	3,288	50
Insurance	2,531	-	-	-	2,531	1,898
Dues and subscriptions	53	1,105	360	1,465	1,518	745
Miscellaneous	-	-	355	355	355	3,814
Bad debt expense	-	-	-	-	-	812
Depreciation	-	-	-	-	-	558
Total Other Expenses	<u>416,314</u>	<u>10,975</u>	<u>23,245</u>	<u>34,220</u>	<u>450,534</u>	<u>290,775</u>
<b>TOTAL PROGRAM AND SUPPORTING SERVICES EXPENSES</b>	<u>\$ 757,785</u>	<u>\$ 26,611</u>	<u>\$ 36,297</u>	<u>\$ 62,908</u>	<u>\$ 820,693</u>	<u>\$ 670,740</u>