

SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
FINANCIAL STATEMENTS
SEPTEMBER 30, 2012



Leaf & Cole, LLP
Certified Public Accountants

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
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SEPTEMBER 30, 2012**

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Independent Auditor's Report

To the Board of Directors
San Diego County Medical Society Foundation
San Diego, California

We have audited the accompanying statement of financial position of San Diego County Medical Society Foundation as of September 30, 2012, 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 2011 financial statements and, in our report dated February 24, 2012, 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, 2012, 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, 2012 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, 2012 has been derived from San Diego County Medical Society Foundation's 2011 financial statements and in our report dated February 24, 2012, 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 14, 2013

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
STATEMENT OF FINANCIAL POSITION
SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)**

ASSETS

| | <u>2012</u> | <u>2011</u> |
|--|--------------------------|--------------------------|
| <u>Assets:</u> (Notes 1, 2, 3, 4 and 5) | | |
| Cash and cash equivalents | \$ 54,920 | \$ 90,439 |
| Investments | 635,033 | 624,052 |
| Accounts receivable | 786 | 743 |
| Grants receivable | 114,455 | 180,994 |
| Contributions receivable | - | 40,000 |
| Notes receivable, net | <u>2,721</u> | <u>27,278</u> |
| TOTAL ASSETS | \$ <u>807,915</u> | \$ <u>963,506</u> |

LIABILITIES AND NET ASSETS

| | | |
|---|--------------------------|--------------------------|
| <u>Liabilities:</u> (Note 1) | | |
| Accounts payable and accrued expenses | \$ 82,505 | \$ 34,492 |
| Deferred grant revenue | <u>80,675</u> | <u>200,818</u> |
| Total Liabilities | <u>163,180</u> | <u>235,310</u> |
| <u>Commitment</u> (Note 7) | | |
| <u>Net Assets:</u> (Notes 1 and 6) | | |
| Unrestricted | 388,709 | 433,330 |
| Temporarily restricted | <u>256,026</u> | <u>294,866</u> |
| Total Net Assets | <u>644,735</u> | <u>728,196</u> |
| TOTAL LIABILITIES AND NET ASSETS | \$ <u>807,915</u> | \$ <u>963,506</u> |

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, 2012
(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED SEPTEMBER 30, 2011)

| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total 2012</u> | <u>Total 2011</u> |
|---|---------------------|-----------------------------------|-----------------------|-----------------------|
| <u>Support and Revenues:</u> | | | | |
| Grant revenue | \$ 462,645 | \$ - | \$ 462,645 | \$ 404,471 |
| Contract income | 270,163 | - | 270,163 | 293,147 |
| Contributions | 94,094 | - | 94,094 | 206,822 |
| Special events | 111,315 | - | 111,315 | 73,930 |
| Investment income | 9,194 | 1,787 | 10,981 | 1,641 |
| Other income | - | - | - | 9 |
| Net assets released from restrictions | 40,627 | (40,627) | - | - |
| Total Support and Revenues | <u>988,038</u> | <u>(38,840)</u> | <u>949,198</u> | <u>980,020</u> |
| <u>Expenses:</u> | | | | |
| Program Services | <u>868,000</u> | <u>-</u> | <u>868,000</u> | <u>757,785</u> |
| <u>Supporting Services:</u> | | | | |
| Management and general | 35,287 | - | 35,287 | 36,297 |
| Fundraising | 46,671 | - | 46,671 | 26,611 |
| Total Supporting Services | <u>81,958</u> | <u>-</u> | <u>81,958</u> | <u>62,908</u> |
| Total Program and Supporting Services Expenses | 949,958 | - | 949,958 | 820,693 |
| Special Event Expenses | <u>82,701</u> | <u>-</u> | <u>82,701</u> | <u>61,921</u> |
| Total Expenses | <u>1,032,659</u> | <u>-</u> | <u>1,032,659</u> | <u>882,614</u> |
| Change in Net Assets | (44,621) | (38,840) | (83,461) | 97,406 |
| Net Assets At Beginning of Year | <u>433,330</u> | <u>294,866</u> | <u>728,196</u> | <u>630,790</u> |
| NET ASSETS AT END OF YEAR | <u>\$ 388,709</u> | <u>\$ 256,026</u> | <u>\$ 644,735</u> | <u>\$ 728,196</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, 2012
(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED SEPTEMBER 30, 2011)**

| | <u>2012</u> | <u>2011</u> |
|--|-------------------------|-------------------------|
| <u>Cash Flows From Operating Activities:</u> | | |
| Change in net assets | \$ (83,461) | \$ 97,406 |
| Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities: | | |
| Realized and unrealized (gains) losses on investments | (10,981) | 1,441 |
| (Increase) Decrease in: | | |
| Accounts receivable | (43) | 2,682 |
| Grants receivable | 66,539 | (128,608) |
| Contributions receivable | 40,000 | - |
| Increase (Decrease) in: | | |
| Accounts payable and accrued expenses | 48,013 | 20,209 |
| Deferred grant revenue | (120,143) | 9,624 |
| Net Cash (Used in) Provided by Operating Activities | <u>(60,076)</u> | <u>2,754</u> |
| <u>Cash Flows From Investing Activities:</u> | | |
| Notes receivable, net | <u>24,557</u> | <u>14,318</u> |
| Net Cash Provided by Investing Activities | <u>24,557</u> | <u>14,318</u> |
| Change in Cash and Cash Equivalents | (35,519) | 17,072 |
| Cash and Cash Equivalents at Beginning of Year | <u>90,439</u> | <u>73,367</u> |
| CASH AND CASH EQUIVALENTS AT END OF YEAR | <u><u>\$ 54,920</u></u> | <u><u>\$ 90,439</u></u> |

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

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)**

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 \$1,816,686 and \$2,413,905 for the years ended September 30, 2012 and 2011, 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:

- 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, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)

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.

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 and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

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.

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 Net Asset Value ("NAV"), which is supported by contributions from the general partner. The mortgage fund is a closed fund. Distributions are made monthly when available.

SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)

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

Significant Accounting Policies (Continued)

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.

In December 2012, Dunham Trust Company disclosed that they would begin gradually reducing the asking prices of the assets owned by the mortgage fund to levels that should allow for sales at a faster pace than experienced in the past. As a result, a revised NAV per unit will be calculated effective as of December 31, 2012, which will be published late first quarter 2013. The revised NAV per unit is expected to reflect a return of 80% to 85% of the January 31, 2009 capital balance.

Allowance for Doubtful Accounts

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 \$27,539 and \$4,482 at September 30, 2012 and 2011, respectively. Bad debt expense totaled \$22,877 and \$-0- for the years ended September 30, 2012 and 2011, respectively, and is included in grants and scholarships expense in the supplementary schedule of functional expenses. The losses relate to original loans made to three medical students that have been determined to be potentially uncollectible during 2012.

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.

Compensated Absences

Accumulated unpaid vacation totaling \$11,858 and \$4,764 at September 30, 2012 and 2011, 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 \$114,455 and \$180,994 at September 30, 2012 and 2011, respectively. Deferred grant revenue totaled \$80,675 and \$200,818 at September 30, 2012 and 2011, respectively.

SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)

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

Significant Accounting Policies (Continued)

Donated Services, Rent, Telephone and Other Support Services

The Foundation received contributed personnel services, rent, telephone and other support services totaling \$49,993 and \$50,116 for the years ended September 30, 2012 and 2011, respectively, which have been reflected in the financial statements as unrestricted contribution revenue and supporting services and fundraising expenses.

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(c)(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's Return of Organization Exempt from Income Tax for the years ended September 30, 2012, 2011, 2010 and 2009 are subject to examination by the Internal Revenue Service and State taxing authorities, generally three to four years after the returns were filed.

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, 2011

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, 2011, from which the summarized information was derived.

SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)

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

Significant Accounting Policies (Continued)

Subsequent Events

In preparing these financial statements, the Foundation has evaluated events and transactions for potential recognition or disclosure through February 14, 2013, the date the financial statements were available to be issued. The subsequent event is disclosed in Note 1, Risks and Uncertainties.

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:

| | 2012 | | | |
|--------------------|--|---|--|--|
| | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) | Balance as of September 30, 2012 |
| Mutual funds: | | | | |
| Balanced funds | \$ 18,808 | \$ - | \$ - | \$ 18,808 |
| Growth funds | 16,883 | - | - | 16,883 |
| Fixed income funds | 300,204 | - | - | 300,204 |
| Value funds | 19,519 | - | - | 19,519 |
| Mortgage fund | - | - | 279,619 | 279,619 |
| | <u>\$ 355,414</u> | <u>\$ -</u> | <u>\$ 279,619</u> | <u>\$ 635,033</u> |
| | | | | |
| | 2011 | | | |
| | Quoted Prices in Active Markets for Identical Assets (Level 1) | Significant Other Observable Inputs (Level 2) | Significant Unobservable Inputs (Level 3) | Balance as of September 30, 2011 |
| 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, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)

Note 2 - Fair Value Measurements: (Continued)

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:

| | <u>2012</u> | <u>2011</u> |
|----------------------------|-------------------|-------------------|
| Balance, Beginning of Year | \$ 291,091 | \$ 295,833 |
| Distributions | (11,472) | (4,742) |
| Balance, End of Year | <u>\$ 279,619</u> | <u>\$ 291,091</u> |

Note 3 - Investments:

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

| | <u>2012</u> | <u>2011</u> |
|-------------------|-------------------|-------------------|
| Mutual funds | \$ 355,414 | \$ 332,961 |
| Mortgage fund | 279,619 | 291,091 |
| Total Investments | <u>\$ 635,033</u> | <u>\$ 624,052</u> |

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

| | <u>2012</u> | | | <u>2011</u> Total |
|--|---------------------|-----------------------------------|------------------|----------------------|
| | <u>Unrestricted</u> | <u>Temporarily Restricted</u> | <u>Total</u> | |
| Interest and dividend income | \$ - | \$ - | \$ - | \$ 3,082 |
| Net realized and unrealized gains and (losses) in investments | 9,194 | 1,787 | 10,981 | (1,441) |
| Investment Income | <u>\$ 9,194</u> | <u>\$ 1,787</u> | <u>\$ 10,981</u> | <u>\$ 1,641</u> |

Note 4 - Contributions Receivable:

Contributions receivable totaling \$0- and \$40,000 are due within one year at September 30, 2012 and 2011, 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.

SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR SEPTEMBER 30, 2011)

Note 5 - Notes Receivable: (Continued)

Notes receivable consist of the following at September 30:

| | <u>2012</u> | <u>2011</u> |
|-----------------------------------|-----------------|------------------|
| Principal | \$ 30,259 | \$ 31,760 |
| Less: Allowance for uncollectible | (27,538) | (4,482) |
| Notes Receivable, Net | <u>\$ 2,721</u> | <u>\$ 27,278</u> |

Note 6 - Temporarily Restricted Net Assets:

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

| | <u>2012</u> | <u>2011</u> |
|---|-------------------|-------------------|
| Amper | \$ 190,187 | \$ 188,174 |
| Simon/Hertzka | 65,839 | 66,065 |
| Project Access | - | 40,627 |
| Total Temporarily Restricted Net Assets | <u>\$ 256,026</u> | <u>\$ 294,866</u> |

Net assets in the amount of \$40,627 were released from donor restrictions for the year ended September 30, 2012, by incurring expenses satisfying the purpose or time restrictions specified by donors.

Note 7 - Commitment:

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>2012</u> | <u>2011</u> |
|-------------------------|------------------|------------------|
| Rent paid | \$ 31,226 | \$ 26,376 |
| Rent received in-kind | 21,661 | 21,872 |
| Total Occupancy Expense | <u>\$ 52,887</u> | <u>\$ 48,248</u> |

**SAN DIEGO COUNTY MEDICAL SOCIETY FOUNDATION
SUPPLEMENTARY SCHEDULE OF FUNCTIONAL EXPENSES
FOR THE YEAR ENDED SEPTEMBER 30, 2012
(WITH COMPARATIVE TOTALS FOR THE YEAR ENDED SEPTEMBER 30, 2011)**

| | Supporting Services | | | | 2012 Total | 2011 Total |
|---|---------------------|------------------|---------------------------|---------------------------------|-------------------|-------------------|
| | Program | Fundraising | Management and General | Total Supporting Services | | |
| <u>Personnel Costs:</u> | | | | | | |
| Salaries | \$ 313,994 | \$ 21,479 | \$ 14,458 | \$ 35,937 | \$ 349,931 | \$ 314,159 |
| Employee benefits and payroll tax | <u>68,053</u> | <u>4,713</u> | <u>3,620</u> | <u>8,333</u> | <u>76,386</u> | <u>56,000</u> |
| Total Personnel Costs | <u>382,047</u> | <u>26,192</u> | <u>18,078</u> | <u>44,270</u> | <u>426,317</u> | <u>370,159</u> |
| <u>Other Expenses:</u> | | | | | | |
| Medical services | 175,623 | - | - | - | 175,623 | 157,119 |
| Outside services and consulting | 100,273 | 1,006 | 799 | 1,805 | 102,078 | 58,000 |
| Office expenses | 70,097 | 3,280 | 2,899 | 6,179 | 76,276 | 81,671 |
| Occupancy | 49,817 | 1,159 | 1,911 | 3,070 | 52,887 | 48,248 |
| Grants and scholarships | 28,057 | - | - | - | 28,057 | 7,351 |
| Printing | 14,942 | 3,660 | 1,247 | 4,907 | 19,849 | 8,606 |
| Supplies | 11,173 | 581 | 1,155 | 1,736 | 12,909 | 17,950 |
| Technology | 8,362 | 402 | 223 | 625 | 8,987 | 9,049 |
| Travel | 7,854 | 391 | 357 | 748 | 8,602 | 6,887 |
| Employee training and other | 5,106 | 311 | 1,676 | 1,987 | 7,093 | 8,318 |
| Postage | 2,321 | 4,317 | 237 | 4,554 | 6,875 | 3,785 |
| Professional fees | 4,557 | 947 | 1,235 | 2,182 | 6,739 | 14,067 |
| Meetings and conferences | 1,428 | 538 | 4,162 | 4,700 | 6,128 | 4,549 |
| Fundraising expense | 257 | 3,621 | - | 3,621 | 3,878 | - |
| Insurance | 2,547 | - | - | - | 2,547 | 2,531 |
| Webhost | 2,123 | - | 247 | 247 | 2,370 | 17,242 |
| Recruitment | 589 | - | 606 | 606 | 1,195 | 3,288 |
| Dues and subscriptions | 825 | - | 100 | 100 | 925 | 1,518 |
| Miscellaneous | <u>2</u> | <u>266</u> | <u>355</u> | <u>621</u> | <u>623</u> | <u>355</u> |
| Total Other Expenses | <u>485,953</u> | <u>20,479</u> | <u>17,209</u> | <u>37,688</u> | <u>523,641</u> | <u>450,534</u> |
| TOTAL PROGRAM AND SUPPORTING SERVICES EXPENSES | <u>\$ 868,000</u> | <u>\$ 46,671</u> | <u>\$ 35,287</u> | <u>\$ 81,958</u> | <u>\$ 949,958</u> | <u>\$ 820,693</u> |