

## 2018 Dashboard

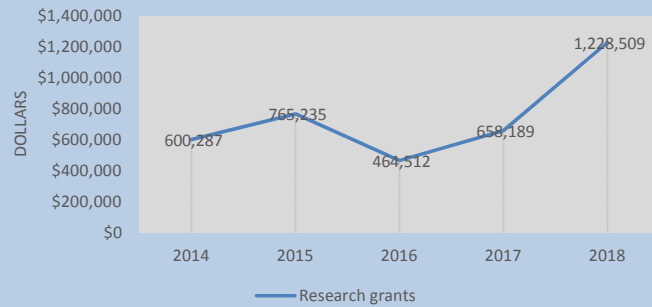
### General Audit Information

- 1) Unmodified Opinion on the Financial Statements
  - a) Emphasis of matter paragraph for new financial statement format
  - b) Emphasis of matter paragraph for prior period adjustment
- 2) No significant deficiencies or material weaknesses noted
- 3) Staff and Sam were well prepared for us
- 4) New format to the financial statements
  - a) New terminology for net assets
  - b) New footnote, Note 9 - Liquidity and Funds Available
  - c) New Note 3 - Investments, with disclosure and fair value methodologies
- 5) Most significant estimate: allowance for uncollectible promises to give

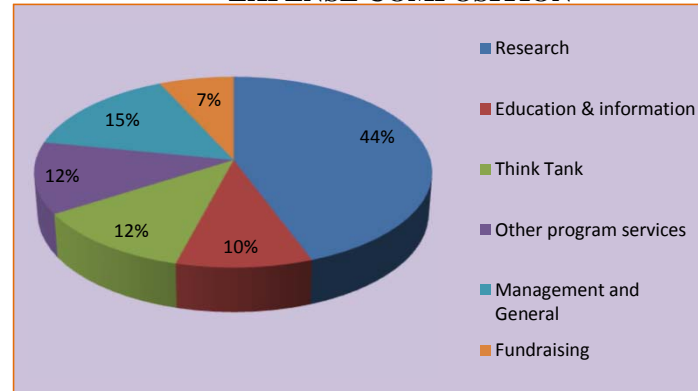
### Key Financial Information

- 1) Fantastic year, operating surplus of \$1,108,078
- 2) Revenue increased by \$659,414 or 22.5% over 2017
  - a) Increase in Corporate contributions/Sponsorships of \$531,000 over 2017
  - b) Increase in Foundation grant revenue of \$246,000 over 2017
- 3) Total expenses increased from 2017 by \$823,000
  - a) Research grants accounted for \$570,000 of the increase in expenses
  - b) \$3.7 million of research grants provided since 2014
  - c) Salaries and benefits accounted for \$138,000 of the increase in expenses
- 4) Supporting services percentage: 18.6%; same as 2017
- 5) Reserve Percentage: 118% or just over 14 months of expenses
- 6) Very strong Balance Sheet
- 7) Liquid assets (cash, Cds and investments) of \$4,464,396 at 12/31/2018
- 8) Moved a lot of excess cash into CDs and investments during 2018

### Trend Analysis



### EXPENSE COMPOSITION



### Assets @ 12/31/2018

