

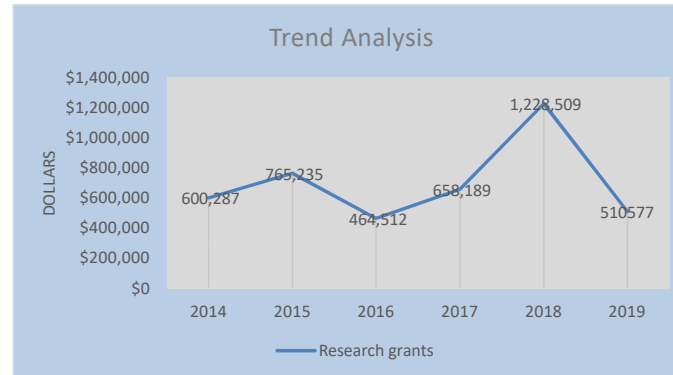
2019 Dashboard

General Audit Information

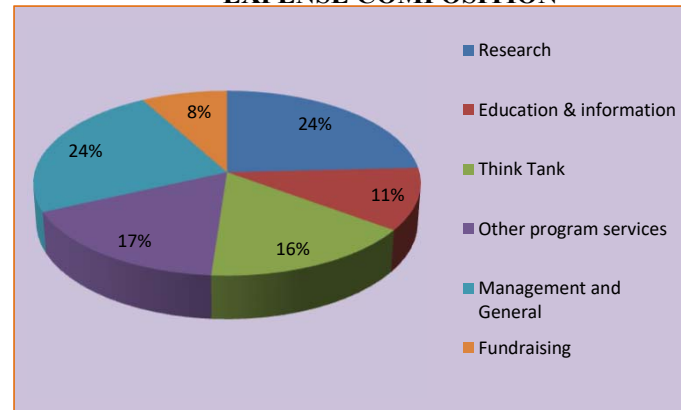
- 1) Unmodified Opinion on the Financial Statements
- 2) No significant deficiencies or material weaknesses noted
- 3) Staff and Sam were well prepared for us
- 4) New lease is disclosed in the notes to the financials
- 5) Most significant estimate: allowance for uncollectible promises to give
- 6) Form 990 has been prepared and submitted to the IRS
- 7) Provided guidance with the Paycheck Protection Program

Key Financial Information

- 1) Very good year of operations, operating surplus of \$1,287,414
- 2) Revenue increased by \$116,000 or 3.2% over 2018
 - a) Increase in Corporate contributions/Sponsorships of \$863,000
 - i) Push to have regular contributors increase their funding
 - b) Grants decreased by \$407,000, 3 funders totaling \$320K that did not repeat in 2019
- 3) Total expenses decreased by \$336,700 from 2018
 - a) \$4.2 million of research grants provided since 2014
 - b) research grants down \$718,000, related to decrease in BCGC of approx. \$825,000
 - c) Salaries and benefits up \$173,000; Meetings and Conferences up \$130,000
- 4) Supporting services percentage: 23.3%; 2018 and 2017 was 18.6%
- 5) Reserve Percentage: 180% or just over 21 1/2 months of expenses
- 6) Very strong Balance Sheet
- 7) Liquid assets (cash and investments) of \$5,542,263 at 12/31/19; 96.7% of assets
- 8) Moved a approximately \$1 million of cash into investments during 2019



EXPENSE COMPOSITION



Assets @ 12/31/2019

