

MINNESOTA OVARIAN CANCER ALLIANCE
FINANCIAL STATEMENTS
YEARS ENDED DECEMBER 31, 2016 AND 2015

**MINNESOTA OVARIAN CANCER ALLIANCE
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YEARS ENDED DECEMBER 31, 2016 AND 2015**

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INDEPENDENT AUDITORS' REPORT

Board of Directors
Minnesota Ovarian Cancer Alliance
Minneapolis, Minnesota

We have audited the accompanying financial statements of Minnesota Ovarian Cancer Alliance (a nonprofit corporation), which comprise the statements of financial position as of December 31, 2016 and 2015, and the related statements of activities, 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 audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits 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 auditors' 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.

Board of Directors
Minnesota Ovarian Cancer Alliance

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Minnesota Ovarian Cancer Alliance as of December 31, 2016 and 2015, 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.

CliftonLarsonAllen LLP

CliftonLarsonAllen LLP

Minneapolis, Minnesota
June 14, 2017

MINNESOTA OVARIAN CANCER ALLIANCE
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2016 AND 2015

	2016	2015
ASSETS		
CURRENT ASSETS		
Cash and Cash Equivalents	\$ 1,012,683	\$ 1,359,687
Prepaid Expenses	48,016	11,881
Inventory	21,251	18,028
Accounts Receivable	2,907	47
Investments	584,355	537,957
Total Current Assets	1,669,212	1,927,600
PROPERTY AND EQUIPMENT		
Building and Improvements	335,559	309,781
Land	37,404	37,404
Office Equipment	53,462	57,485
Website	85,613	85,613
Total Property and Equipment	512,038	490,283
Accumulated Depreciation	(187,458)	(160,857)
Net Property and Equipment	324,580	329,426
Total Assets	\$ 1,993,792	\$ 2,257,026
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts Payable	\$ 2,668	\$ 9,499
Accrued Expenses	28,756	23,929
Grants and Awards Payable	596,463	354,378
Pledges Payable	25,000	25,000
Total Current Liabilities	652,887	412,806
LONG-TERM LIABILITIES		
Pledges Payable, Net of Current	25,000	50,000
Total Liabilities	677,887	462,806
NET ASSETS		
Unrestricted Net Assets	1,303,122	1,773,756
Temporarily Restricted Net Assets	12,783	20,464
Total Net Assets	1,315,905	1,794,220
Total Liabilities and Net Assets	\$ 1,993,792	\$ 2,257,026

See accompanying Notes to Financial Statements.

MINNESOTA OVARIAN CANCER ALLIANCE
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2016

	2016		
	Unrestricted	Temporarily Restricted	Total
REVENUES			
Contributions	\$ 491,858	\$ 139,850	\$ 631,708
Special Event Revenue (Net of Direct Benefit Expense of \$118,545)	582,670	-	582,670
Investment Income	28,545	-	28,545
In-Kind Contributions	142,959	-	142,959
Other Income	38,074	-	38,074
Net Assets Released from Restrictions	147,531	(147,531)	-
Total Revenues	1,431,637	(7,681)	1,423,956
EXPENSES			
Program Services	1,566,777	-	1,566,777
Management and General	133,903	-	133,903
Fundraising	201,591	-	201,591
Total Expenses	1,902,271	-	1,902,271
DECREASE IN NET ASSETS	(470,634)	(7,681)	(478,315)
Net Assets - Beginning of Year	1,773,756	20,464	1,794,220
NET ASSETS - END OF YEAR	\$ 1,303,122	\$ 12,783	\$ 1,315,905

See accompanying Notes to Financial Statements.

MINNESOTA OVARIAN CANCER ALLIANCE
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2015

	2015		
	Unrestricted	Temporarily Restricted	Total
REVENUES			
Contributions	\$ 894,795	\$ 180,929	\$ 1,075,724
Special Event Revenue (Net of Direct Benefit Expense of \$139,105)	568,660	-	568,660
Investment Income	1,068	-	1,068
In-Kind Contributions	164,484	-	164,484
Other Income	46,727	-	46,727
Net Assets Released from Restrictions	190,794	(190,794)	-
Total Revenues	<u>1,866,528</u>	<u>(9,865)</u>	<u>1,856,663</u>
EXPENSES			
Program Services	1,179,987	-	1,179,987
Management and General	118,159	-	118,159
Fundraising	162,002	-	162,002
Total Expenses	<u>1,460,148</u>	<u>-</u>	<u>1,460,148</u>
INCREASE (DECREASE) IN NET ASSETS	406,380	(9,865)	396,515
Net Assets - Beginning of Year	<u>1,367,376</u>	<u>30,329</u>	<u>1,397,705</u>
NET ASSETS - END OF YEAR	<u>\$ 1,773,756</u>	<u>\$ 20,464</u>	<u>\$ 1,794,220</u>

See accompanying Notes to Financial Statements.

**MINNESOTA OVARIAN CANCER ALLIANCE
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2016**

	2016			
	Program Services	Management and General	Fundraising	Total
FUNCTIONAL EXPENSES				
Wages	\$ 275,951	\$ 77,410	\$ 55,435	\$ 408,796
Benefits and Payroll Tax	35,599	10,448	7,113	53,160
Professional Fees	-	8,395	-	8,395
Supplies	16,465	876	6,547	23,888
Printing, Design, and Incentives	7,385	125	6,384	13,894
Software Fees	21,345	537	30,068	51,950
Postage, Shipping, and Delivery	4,022	552	6,171	10,745
Telephone	12,759	3,477	2,485	18,721
Occupancy	9,650	22,756	3,007	35,413
Taxes, Licenses, Bank, and Merchant Fees	6,908	1,968	1,397	10,273
Insurance	2,845	1,801	574	5,220
Meetings, Conferences, and Travel	12,283	183	907	13,373
Grants, Awards, and Scholarships	1,081,020	-	-	1,081,020
In-Kind Expenses	43,454	-	66,851	110,305
Equipment Rental and Maintenance	1,723	481	347	2,551
Event Location	6,854	-	-	6,854
Depreciation	26,922	3,099	7,188	37,209
Media, Advertising, and Promotions	92	-	215	307
Miscellaneous	1,489	809	6,902	9,200
Employee Training	11	986	-	997
Total Functional Expenses	<u>\$ 1,566,777</u>	<u>\$ 133,903</u>	<u>\$ 201,591</u>	<u>\$ 1,902,271</u>

See accompanying Notes to Financial Statements.

**MINNESOTA OVARIAN CANCER ALLIANCE
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2015**

	2015			
	Program Services	Management and General	Fundraising	Total
FUNCTIONAL EXPENSES				
Wages	\$ 259,570	\$ 79,532	\$ 43,699	\$ 382,801
Benefits and Payroll Tax	33,911	10,662	5,628	50,201
Professional Fees	-	8,119	-	8,119
Supplies	14,760	1,504	43	16,307
Printing, Design, and Incentives	8,068	252	3,256	11,576
Software Fees	5,632	1,283	5,689	12,604
Postage, Shipping, and Delivery	8,241	337	7,206	15,784
Telephone	9,750	2,972	1,544	14,266
Occupancy	10,269	2,402	2,838	15,509
Taxes, Licenses, Bank, and Merchant Fees	6,882	1,987	897	9,766
Insurance	2,291	1,688	372	4,351
Meetings, Conferences, and Travel	13,268	397	976	14,641
Grants, Awards, and Scholarships	724,370	-	-	724,370
In-Kind Expenses	41,103	1,227	75,397	117,727
Equipment Rental and Maintenance	3,447	1,026	560	5,033
Event Location	6,755	-	-	6,755
Depreciation	30,883	2,790	7,138	40,811
Media, Advertising, and Promotions	-	-	-	-
Miscellaneous	787	656	6,759	8,202
Employee Training	-	1,325	-	1,325
Total Functional Expenses	<u>\$ 1,179,987</u>	<u>\$ 118,159</u>	<u>\$ 162,002</u>	<u>\$ 1,460,148</u>

See accompanying Notes to Financial Statements.

MINNESOTA OVARIAN CANCER ALLIANCE
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2016 AND 2015

	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in Net Assets	\$ (478,315)	\$ 396,515
Adjustments to Reconcile Change in Net Assets to Net Cash Provided (Used) by Operating Activities:		
Depreciation	37,209	40,811
Unrealized (Gain) Loss on Investments	(19,726)	8,388
Loss on Disposal of Equipment	18,915	-
(Increase) Decrease in Operating Assets:		
Accounts Receivable	(2,860)	459
Pledges Receivable	-	7,000
Prepaid Expenses	(36,135)	11,658
Inventory	(3,223)	(6,818)
Increase (Decrease) in Operating Liabilities:		
Accounts Payable	(6,831)	2,690
Accrued Expenses	4,827	(193)
Grants and Awards Payable	242,085	36,418
Pledges Payable	(25,000)	(25,000)
Net Cash Provided (Used) by Operating Activities	(269,054)	471,928
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchases of Investments	(51,672)	(17,810)
Proceeds from Sale of Investments	25,000	32,084
Purchase of Equipment	(51,278)	(13,054)
Net Cash Provided (Used) by Investing Activities	(77,950)	1,220
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(347,004)	473,148
Cash and Cash Equivalents - Beginning of Year	1,359,687	886,539
CASH AND CASH EQUIVALENTS - END OF YEAR	\$ 1,012,683	\$ 1,359,687

See accompanying Notes to Financial Statements.

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 1 NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Nature of Activities

The Minnesota Ovarian Cancer Alliance (the Organization) is a statewide organization dedicated to raising awareness, providing support to women and families impacted by the disease, and funding the research needed to detect ovarian cancer early and treat it properly. The Organization also works to educate the Minnesota medical community about the symptoms of ovarian cancer, appropriate diagnosis, and related issues of ovarian cancer. The Organization is made up of a network of more than 1,000 survivors and 45,000 supporters with a full range of programs encompassing education to the public and healthcare professionals, support groups, and programming and research. The Organization has awarded over \$6 million to research projects for ovarian cancer research in Minnesota.

Basis of Financial Statement Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Net Assets Classifications

The Organization reports information regarding its financial position and activities according to three classes of net assets:

Unrestricted – Unrestricted net assets are net assets that are neither permanently restricted nor temporarily restricted by donor-imposed stipulations. These net assets also include those funds that are designated for specific purposes by the board of directors.

Temporarily Restricted – Temporarily restricted net assets include gifts of cash and other assets received with donor stipulations that limit the use of the donated assets, such as time or purpose restrictions.

Permanently Restricted – Permanently restricted net assets include funds that have been restricted by the donor to be held in perpetuity. At December 31, 2016 and 2015, the Organization had no permanently restricted net assets.

Cash and Cash Equivalents

For purposes of reporting cash flows, the Organization considers all highly liquid debt instruments with an initial maturity of less than three months to be cash or cash equivalents. The Organization maintains cash in accounts which, at times, may exceed federally insured limits. The Organization has not experienced any losses in such accounts.

Inventory

Inventories are stated at the lower of cost or market determined on the first in, first out (FIFO) basis.

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

**NOTE 1 NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(CONTINUED)**

Investments

Investments consist of mutual funds which are carried at fair value, based on quoted prices in an active market. Investments also consist of mutual funds which are carried at cost. Investment gains and losses are recognized in the statements of activities in the period in which they occur.

The Organization's investments are exposed to various risks, such as interest rate, credit, and overall market volatility. Due to the level of risk associated with certain investments, it is reasonably possible that those changes in the values of investments will occur in the near term and that such changes could be material to the amounts reported in the statements of financial position.

Property and Equipment

Property and equipment with a value greater than \$1,500 are recorded at cost. Donated property and equipment is recorded at fair market value at the date of donation. 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 statement of activities.

Depreciation on property and equipment is provided on a straight line basis over the estimated useful lives of the assets. Estimated economic useful lives are as follows:

Building and Improvements	7 – 39 Years
Office Equipment	3 – 7 Years
Web Design Costs	3 Years

Grants and Awards Payable

Grant commitments are recognized in the year in which they are authorized by the Organization's board of directors. All grants payable as of December 31, 2016 are expected to be paid within one year.

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

**NOTE 1 NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(CONTINUED)**

Pledges Payable

Contribution commitments are recognized in the year in which they are committed. All contributions payable as of December 31, 2016 are expected to be paid out in amounts of \$25,000 over the next two years.

Fair Value Measurement

The Organization has categorized its financial instruments, based on the priority of the inputs to the valuation technique, into a three-level fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). If the inputs used to measure the financial instruments fall within different levels of the hierarchy, the categorization is based on the lowest level input that is significant to the fair value measurement of the instrument in its entirety:

Financial assets and liabilities recorded on the statement of activities are categorized based on the inputs to the valuation techniques as follows:

Level 1 – Investments whose values are based on unadjusted quoted prices for identical assets or liabilities in an active market that the Organization has the ability to access.

Level 2 – Investments and financial liabilities whose values are based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability.

Level 3 – Financial assets and liabilities are valued using pricing inputs which are unobservable for the asset, inputs that reflect the reporting entity's own assumptions about the assumptions market participants would use in pricing the asset.

Revenue Recognition

Contributions are recognized when the donor makes a promise to give to the Organization that is, in substance, unconditional. All 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.

**MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015**

**NOTE 1 NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES
(CONTINUED)**

In-Kind Contributions

Donated services are recognized as contributions if they (a) create or enhance nonfinancial assets or (b) require specialized skills, are performed by people with those skills and would otherwise be purchased by the Organization. Donated materials are valued at market value at the date of donation. The following contributed goods and services were received in 2016 and 2015:

	2016	2015
Website Maintenance and Design	\$ 300	\$ 300
Printing and Publications	3,596	1,745
Miscellaneous Goods and Services	-	12,180
Promotional Expenses	11,410	7,250
Molly Cade Memorial Golf Tournament	8,690	8,515
Walk/Run Event	86,309	84,050
GALA Event	32,654	50,444
Total Contributed Goods and Services	<u>\$ 142,959</u>	<u>\$ 164,484</u>

The Organization utilizes and relies upon the services of volunteers; however there is no reasonable basis for estimating the value of the services and, accordingly, no support or corresponding program service expense has been reflected in these financial statements.

Functional Expense Allocation

The Organization's financial statements segregate expenses by function, including program services and management and general. Expenses are charged directly to specific functions when practicable. Expenses not identified as relating to specific functions are allocated on an appropriate basis.

Income Taxes

Minnesota Ovarian Cancer Alliance is tax-exempt under Section 501(c)(3) of the Internal Revenue Code (IRC) and Minnesota Statute 290.05. It is classified as an organization that is not a private foundation under Section 509(a)(1) of the IRC and contributions by donors are tax deductible.

The Organization follows accounting standards for uncertain tax positions and files as a tax-exempt organization. During 2016, the Organization has not recognized any liability for uncertain tax positions. The Organization's tax returns are subject to review and examination by federal and state authorities.

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 1 NATURE OF ACTIVITIES AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Use of Estimates

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. 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 vary from the estimates that were used.

Reclassifications

Certain reclassifications of amounts previously reported have been made to the accompanying financial statements to maintain consistency between periods presented. The reclassifications had no impact on net assets or the change in net assets.

Subsequent Events

In preparing these financial statements, the Organization has evaluated events and transactions for potential recognition or disclosure through June 14, 2017, the date the financial statements were available to be issued.

NOTE 2 INVESTMENTS

Investments are comprised of the following at December 31:

	2016	2015
Cash and Cash Equivalents	\$ 32,247	\$ 29,877
Certificates of Deposit	252,539	208,806
U.S. Equities	176,798	187,161
Fixed Income	122,771	112,113
Total	\$ 584,355	\$ 537,957

Investment income is comprised of the following at December 31:

	2016	2015
Interest and Dividends	\$ 8,819	\$ 9,456
Net Realized and Unrealized Gain (Loss)	19,726	(8,388)
Total Investment Income	\$ 28,545	\$ 1,068

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 3 FAIR VALUE MEASUREMENTS

The Organization uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. Assets measured at fair value on a recurring basis at December 31, 2016 and 2015 are as follows:

	2016			Total
	Level 1	Level 2	Level 3	
U.S. Equities	\$ 176,798	\$ -	\$ -	\$ 176,798
Fixed Income	122,771	-	-	122,771
Total Investments at Fair Value	299,569	-	-	299,569
Cash and Cash Equivalents	-	-	-	32,247
Certificates of Deposit	-	-	-	252,539
Total Investments	<u>\$ 299,569</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 584,355</u>
	2015			
	Level 1	Level 2	Level 3	Total
U.S. Equities	\$ 187,161	\$ -	\$ -	\$ 187,161
Fixed Income	112,113	-	-	112,113
Total Investments at Fair Value	299,274	-	-	299,274
Cash and Cash Equivalents	-	-	-	29,877
Certificates of Deposit	-	-	-	208,806
Total Investments	<u>\$ 299,274</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 537,957</u>

NOTE 4 PROPERTY AND EQUIPMENT

A summary of property and equipment is as follows as of December 31:

	2016	2015
Building and Improvements	\$ 335,559	\$ 309,781
Land	37,404	37,404
Office Equipment	53,462	57,485
Website	85,613	85,613
Accumulated Depreciation	(187,458)	(160,857)
Total	<u>\$ 324,580</u>	<u>\$ 329,426</u>

Depreciation is taken on the straight-line method over the estimated economic useful lives of the property and equipment. Total depreciation was \$37,209 and \$40,811 for the years ended December 31, 2016 and 2015, respectively.

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 5 TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31 consist of the following amounts:

	2016	2015
MOCA Dream Awards	\$ -	\$ 1,165
Lubov Fund	-	3,868
Parade Awareness Initiative	457	1,527
Rychwalski Fund	12,326	13,384
Travel Awards	-	520
Total Temporarily Restricted Net Assets	\$ 12,783	\$ 20,464

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purpose or by occurrence of other events specified by donors during the years ended December 31 are as follows:

	2016	2015
MOCA Dream Awards	\$ 36,165	\$ 53,800
Research Grants	103,600	121,634
Lubov Fund	4,118	12,739
Pederson Scholarship	1,000	-
Parade Awareness Initiative	1,070	1,070
Rychwalski Fund	1,058	1,051
Travel Awards	520	500
Net Assets Released from Restriction	\$ 147,531	\$ 190,794

NOTE 6 BENEFIT PLAN

During 2013, the Organization established a matching contribution to a 403(b) retirement plan that was effective beginning January 1, 2014. The Organization provides a 100% matching contribution up to 3% of participant compensation for all employees. Participant contributions are 100% vested. Organization matching contributions become 100% vested after five years of employment. For vesting purposes, total length of employment will be used to determine the vested percentage of matching contributions. During the years ended December 31, 2016 and 2015, the Organization contributed \$12,792 and \$12,042 to this retirement plan, respectively.

NOTE 7 RELATED PARTY TRANSACTIONS

Revenue recognized from members of the board of directors totaled \$23,958 and \$22,550 for the years ended December 31, 2016 and 2015, respectively.

MINNESOTA OVARIAN CANCER ALLIANCE
NOTES TO FINANCIAL STATEMENTS
DECEMBER 31, 2016 AND 2015

NOTE 8 ALLOCATION OF JOINT COSTS

During the year ended December 31, 2016, the Organization conducted activities that included appeals for contributions as part of their Teal Strides event and incurred joint costs of \$132,006. Of these costs, \$66,003 was allocated to both fundraising expense and program expense. During the year ended December 31, 2015, the total expense was \$97,946. Of these costs, \$48,973 was allocated to both fundraising expense and program expense.

NOTE 9 CONCENTRATIONS

For the years ended December 31, 2016 and 2015, 14% and 44%, respectively, of contribution revenue was from one donor and two donors, respectively.