

Lung Cancer Alliance

Financial Statements
and Independent Auditors' Report

December 31, 2017 and 2016

Lung Cancer Alliance

Financial Statements
December 31, 2017 and 2016

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
Lung Cancer Alliance

We have audited the accompanying financial statements of the Lung Cancer Alliance (LCA), which comprise the statements of financial position as of December 31, 2017 and 2016, the related statements of activities 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.

Auditor's 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 auditor's 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of LCA as of December 31, 2017 and 2016, 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.

Other Matter

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on pages 17-18 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 audits 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.

Handwritten signature of Rogers & Company PLLC in black ink.

Vienna, Virginia
June 6, 2018

Lung Cancer Alliance

Statements of Financial Position December 31, 2017 and 2016

	2017	2016
Assets		
Cash	\$ 526,226	\$ 1,206,101
Investments	2,923,319	3,226,855
Accounts receivable	23,901	24,405
Contributions receivable, net	288,826	320,821
Prepaid expenses	102,835	89,646
Security deposit	89,524	89,524
Trademark, net	5,237	6,981
Property and equipment, net	171,831	38,866
Total assets	<u>\$ 4,131,699</u>	<u>\$ 5,003,199</u>
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	\$ 89,762	\$ 122,026
Deferred rent	130,637	145,917
Total liabilities	<u>220,399</u>	<u>267,943</u>
Net Assets		
Unrestricted	2,647,328	3,431,990
Temporarily restricted	1,263,972	1,303,266
Total net assets	<u>3,911,300</u>	<u>4,735,256</u>
Total liabilities and net assets	<u>\$ 4,131,699</u>	<u>\$ 5,003,199</u>

See accompanying notes.

Lung Cancer Alliance

Statement of Activities For the Year Ended December 31, 2017

	Unrestricted	Temporarily Restricted	Total
Revenue and Support			
Contributions and grants	\$ 966,005	\$ 1,951,507	\$ 2,917,512
Special events	117,690	80,000	197,690
Donated goods and services	45,305	-	45,305
Registration fees	42,835	-	42,835
Honoraria	8,200	-	8,200
Investment income	21,907	-	21,907
Other income	17,767	-	17,767
Released from restrictions	2,070,801	(2,070,801)	-
Total revenue and support	3,290,510	(39,294)	3,251,216
Expenses			
Program services:			
Science and research	510,038	-	510,038
Medical outreach	628,448	-	628,448
Public awareness	710,597	-	710,597
Community and support services	638,320	-	638,320
Advocacy	731,914	-	731,914
Total program services	3,219,317	-	3,219,317
Supporting services:			
Management and general	210,137	-	210,137
Direct benefits to donors	13,301	-	13,301
Fundraising	632,417	-	632,417
Total supporting services	855,855	-	855,855
Total expenses	4,075,172	-	4,075,172
Change in Net Assets	(784,662)	(39,294)	(823,956)
Net Assets, beginning of year	3,431,990	1,303,266	4,735,256
Net Assets, end of year	<u>\$ 2,647,328</u>	<u>\$ 1,263,972</u>	<u>\$ 3,911,300</u>

See accompanying notes.

Lung Cancer Alliance

Statement of Activities For the Year Ended December 31, 2016

	Unrestricted	Temporarily Restricted	Total
Revenue and Support			
Contributions and grants	\$ 864,680	\$ 1,654,828	\$ 2,519,508
Special events	143,494	-	143,494
Donated goods and services	24,980	-	24,980
Registration fees	33,486	-	33,486
Honoraria	22,660	-	22,660
Rental income	96,839	-	96,839
Investment income	9,029	-	9,029
Other income	2,364	-	2,364
Released from restrictions	3,241,961	(3,241,961)	-
Total revenue and support	4,439,493	(1,587,133)	2,852,360
Expenses			
Program services:			
Science and research	469,671	-	469,671
Medical outreach	588,494	-	588,494
Public awareness	818,235	-	818,235
Community and support services	715,567	-	715,567
Advocacy	820,037	-	820,037
Total program services	3,412,004	-	3,412,004
Supporting services:			
Management and general	231,597	-	231,597
Direct benefits to donors	22,278	-	22,278
Fundraising	785,993	-	785,993
Total supporting services	1,039,868	-	1,039,868
Total expenses	4,451,872	-	4,451,872
Change in Net Assets	(12,379)	(1,587,133)	(1,599,512)
Net Assets, beginning of year	3,444,369	2,890,399	6,334,768
Net Assets, end of year	<u>\$ 3,431,990</u>	<u>\$ 1,303,266</u>	<u>\$ 4,735,256</u>

See accompanying notes.

Lung Cancer Alliance

Statements of Cash Flows For the Years Ended December 31, 2017 and 2016

	2017	2016
Cash Flows from Operating Activities		
Change in net assets	\$ (823,956)	\$ (1,599,512)
Adjustments to reconcile change in net assets to net cash (used in) provided by operating activities:		
Depreciation and amortization – property and equipment	23,687	16,276
Amortization – trademark	1,744	1,744
Loss on disposal of property and equipment	-	1,528
Net realized and unrealized loss (gain) on investment	14	(382)
Donated stock	(30,345)	(14,789)
Change in present-value discount on contributions receivable	(1,334)	507
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	504	(16,645)
Contributions receivable	33,329	1,815,217
Prepaid expenses	(13,189)	(4,964)
Security deposit	-	10,059
Increase (decrease) in:		
Accounts payable and accrued expenses	(32,264)	35,953
Deferred rent	(15,280)	6,274
Security deposit	-	(8,016)
Net cash (used in) provided by operating activities	<u>(857,090)</u>	<u>243,250</u>
Cash Flows from Investing Activities		
Purchase of CDs	(2,282,000)	(1,591,213)
Proceeds from maturities of CDs	2,882,000	1,159,634
Net change in short-term investments	(266,133)	203,623
Purchase of fixed assets	<u>(156,652)</u>	<u>(24,842)</u>
Net cash provided by (used in) investing activities	<u>177,215</u>	<u>(252,798)</u>
Net Decrease in Cash	(679,875)	(9,548)
Cash, beginning of year	<u>1,206,101</u>	<u>1,215,649</u>
Cash, end of year	<u><u>\$ 526,226</u></u>	<u><u>\$ 1,206,101</u></u>
Non-Cash Transactions		
Donated stock	<u><u>\$ 30,345</u></u>	<u><u>\$ 14,789</u></u>

See accompanying notes.

Lung Cancer Alliance

Notes to Financial Statements
December 31, 2017 and 2016

1. Nature of Operations

The Lung Cancer Alliance (LCA) is a nonprofit organization exempt from federal income taxes under Internal Revenue Code (IRC) Section 501(c)(3). LCA was originally incorporated in 1997 as the Alliance for Lung Cancer Advocacy, Support and Education under the authority of the State of Washington. During 2004, LCA relocated its headquarters to Washington, DC, and the Articles of Incorporation were amended to adopt the name Lung Cancer Alliance. LCA is one of the highest-rated nonprofit organizations dedicated to fighting lung cancer in the nation. Since its inception LCA has played a critical role in every major advance – changing how we support, talk about, detect and treat the disease – and turning those impacted into survivors. LCA’s mission is saving lives and advancing research by empowering those living with and at risk for lung cancer.

2. Summary of Significant Accounting Policies

Basis of Accounting and Presentation

The financial statements are prepared on the accrual basis of accounting. Net assets are reported based on the presence or absence of donor-imposed restrictions in the following classes:

- *Unrestricted net assets* represent funds that are not subject to donor-imposed stipulations and are available for support of LCA’s general operations.
- *Temporarily restricted net assets* represent funds subject to donor-imposed restrictions that are met either by actions of LCA or through the passage of time.

Use of 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 amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates.

Investments

Investments are recorded at fair value based on quoted market prices. All realized and unrealized gains and losses are included in investment income in the accompanying statements of activities. Money market and short-term investment funds, held as a portion of LCA’s investment portfolio, are classified as investments and are not considered to be cash equivalents for purposes of cash flows.

Lung Cancer Alliance

Notes to Financial Statements
December 31, 2017 and 2016

2. Summary of Significant Accounting Policies (continued)

Investments (continued)

Certificates of deposit with original maturities greater than three months, held as a portion of LCA's investment portfolio, are classified as investments, but are not subject to the provisions of fair value measurements.

Accounts Receivable

Accounts receivable consist of program fees related to LCA's advisory and consulting services and are recorded at net realizable value. It is LCA's policy to charge-off uncollectible accounts receivable when management determines the receivable will not be collected. No allowance for uncollectible accounts has been established at December 31, 2017 and 2016, as all amounts are deemed fully collectible.

Contributions Receivable

Contributions receivable represent unconditional promises to give and are recorded at net realizable value. Contributions receivable are evaluated periodically for collectability based upon evaluation of past loss experience, known or inherent risks, and other factors that could affect collectability. No allowance for doubtful accounts has been recorded as management believes that all remaining accounts are deemed to be fully collectible.

Trademark

Consistent with accounting principles generally accepted in the United States of America, costs associated with the registration filings of the name of the organization are being amortized on a straight-line basis over a 15-year period.

Property and Equipment

Property and equipment with a cost in excess of \$1,500 and a useful life exceeding one year are capitalized and recorded at cost. Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the individual assets, which range from three to ten years. Leasehold improvements are stated at cost and are amortized using the straight-line method over the shorter of their estimated useful lives or the lease term.

Lung Cancer Alliance

Notes to Financial Statements
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2. Summary of Significant Accounting Policies (continued)

Donated Goods and Services

Donated services, principally legal and other professional services, and donated goods are recorded as in-kind contributions and related expenses in the accompanying statements of activities at their estimated fair value at the date of receipt. Contributions of donated goods and services for the years ended December 31, 2017 and 2016 were \$45,305 and \$24,980, respectively.

Revenue Recognition

Contributions and grants are recorded as revenue at the earliest of either receipt or promise. LCA reports contributions and grants as temporarily restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the accompanying statements of activities as net assets released from restrictions. Temporarily restricted net assets are reported as unrestricted net assets if the restrictions are met in the same period received.

LCA holds special events throughout the year as fundraising events. The gross revenues and expenses, including direct benefit to donors, from these events are presented in the statements of activities, and revenues are recognized when donations are received. Special events revenue consists of donations collected during special events and also registration for events that are recognized at the time the event takes place.

Registrations for meetings and events are recognized at the time the event takes place. Amounts received in advance of the event are included in deferred revenue in the accompanying financial statements.

All other revenues are recognized when earned.

Advertising and Marketing Costs

Advertising and marketing costs are expensed as incurred and were \$77,776 and \$83,505 for the years ended December 31, 2017 and 2016, respectively.

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Notes to Financial Statements
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2. Summary of Significant Accounting Policies (continued)

Functional Allocation of Expenses

The costs of LCA's programs and administration have been summarized on a functional basis in the accompanying statements of activities. Accordingly, certain costs have been allocated among the programs benefited.

Recently Issued Accounting Pronouncements

In February 2016, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) 2016-02, *Leases*. The update requires a lessee to recognize a right-of-use asset and lease liability, initially measured at the present value of the lease payments, in its statements of financial position. The guidance also expands the required quantitative and qualitative lease disclosures. The guidance is effective beginning in 2020.

In August 2016, the FASB issued ASU 2016-14, *Presentation of Financial Statements for Not-for-Profit Entities*. The update changes the manner by which nonprofit organizations classify net assets as well as improves information presented in financial statements and notes about nonprofit organization liquidity, financial performance, and cash flows. The guidance is effective beginning in 2018.

Reclassifications

Certain amounts in the 2016 financial statements have been reclassified to conform to the 2017 presentation. These reclassifications have no effect on the change in net assets previously reported.

Subsequent Events

In preparing these financial statements, LCA has evaluated events and transactions for potential recognition or disclosure through June 6, 2018, the date the financial statements were available to be issued.

Subsequent to year end, in February 2018, LCA received a pledge of \$15,000,000 to be received over five years in \$3,000,000 annual payments. The pledge is designed as a noncompetitive renewal contingent on funded proposed projects and matching funds above budgeted operating costs.

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3. Concentrations of Risk

Credit Risk

Financial instruments that potentially subject LCA to significant concentrations of credit risk consist of cash and investments. LCA maintains cash deposit and transaction accounts, along with investments, with various financial institutions and these values, from time to time, exceed insurable limits under the Federal Deposit Insurance Corporation (FDIC) and Securities Investor Protection Corporation (SIPC). LCA has not experienced any credit losses on its cash and investments to date as it relates to FDIC and SIPC insurance limits. Management periodically assesses the financial condition of these financial institutions and believes that the risk of any credit loss is minimal.

Revenue Risk

For the years ended December 31, 2017 and 2016, approximately 33% and 42%, respectively, of total revenue was from grants funded by three major contributors. Reduction in this funding may have a significant impact on LCA's operations.

4. Investments and Fair Value Measurements

LCA follows FASB Accounting Standards Codification 820, Fair Value Measurements and Disclosures, for its financial assets. This standard establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. Fair value measurement standards require an entity to maximize the use of observable inputs (such as quoted prices in active markets) and minimize the use of unobservable inputs (such as appraisals or other valuation techniques) to determine fair value. The categorization of a financial instrument within the hierarchy is based upon the pricing transparency of the instrument and does not necessarily correspond to the entity's perceived risk of that instrument.

The inputs used in measuring fair value are categorized into three levels. Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and liabilities and have the highest priority. Level 2 is based upon observable inputs other than quoted market prices, and Level 3 is based on unobservable inputs. LCA recognizes transfers between levels in the fair value hierarchy at the end of the reporting period.

In general, and where applicable, LCA uses quoted prices in active markets for identical assets to determine fair value. This pricing methodology applies to Level 1 investments.

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Notes to Financial Statements December 31, 2017 and 2016

4. Investments and Fair Value Measurements (continued)

The following is a summary of the input levels used to determine fair value at December 31, 2017:

	Total	Level 1	Level 2	Level 3
Cash and money market	\$ 450,852	\$ 450,852	\$ -	\$ -
Short-term investment funds:				
Government institutional	909,290	909,290	-	-
Treasury institutional	908,256	908,256	-	-
Total investments at fair value	<u>2,268,398</u>	<u>\$ 2,268,398</u>	<u>\$ -</u>	<u>\$ -</u>
Certificates of deposit	<u>654,921</u>			
Total investments	<u><u>\$ 2,923,319</u></u>			

The following is a summary of the input levels used to determine fair value at December 31, 2016:

	Total	Level 1	Level 2	Level 3
Cash and money market	\$ 165,942	\$ 165,942	\$ -	\$ -
Short-term investment funds:				
Government institutional	902,884	902,884	-	-
Treasury institutional	902,094	902,094	-	-
Equities	1,010	1,010	-	-
Total investments at fair value	<u>1,971,930</u>	<u>\$ 1,971,930</u>	<u>\$ -</u>	<u>\$ -</u>
Certificates of deposit	<u>1,254,925</u>			
Total investments	<u><u>\$ 3,226,855</u></u>			

Money market accounts consist primarily of domestic commercial paper and other cash management accounts. Money market accounts seek to maintain a stable net assets value (NAV) of \$1.

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Notes to Financial Statements
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4. Investments and Fair Value Measurements (continued)

Short-term investment funds are valued at their NAV at the end of each business day and are categorized in Level 1 of the fair value hierarchy.

Equities include individual equities and investments in mutual funds. The individual equities and mutual funds are valued based on the closing price on the primary market and are rendered Level 1.

Certificates of deposit held in the investment portfolio are not subject to the provisions of fair value measurements as they are recorded at cost.

Investment income consists of the following for the years ended December 31:

	2017	2016
Interest and dividends	\$ 21,921	\$ 8,647
Realized (loss) gain	(11)	457
Unrealized loss	(3)	(75)
Total investment income	<u>\$ 21,907</u>	<u>\$ 9,029</u>

5. Contributions Receivable

Contributions receivable are deemed fully collectable and are reflected at net present value based on projected cash flows. New contributions due in more than one year were discounted with a rate that considers market and credit risk. The average discount rate used was 3.25%.

Contributions receivable are due as follows at December 31:

	2017	2016
Due in less than one year	\$ 269,455	\$ 284,984
Due in one to five years	20,000	37,800
Total contributions receivable	289,455	322,784
Less: discount to net present value	(629)	(1,963)
Contributions receivable, net	<u>\$ 288,826</u>	<u>\$ 320,821</u>

Lung Cancer Alliance

Notes to Financial Statements December 31, 2017 and 2016

6. Property, Equipment, and Intangible Assets

LCA held the following property and equipment at December 31:

	2017	2016
Website	\$ 156,738	\$ 81,306
Furniture and equipment	87,520	103,580
Software	37,482	28,512
Leasehold improvements	9,308	9,308
Total property and equipment	291,048	222,706
Less: accumulated depreciation and amortization	(119,217)	(183,840)
Property and equipment, net	<u>\$ 171,831</u>	<u>\$ 38,866</u>

LCA held the following intangible assets at December 31:

	2017	2016
Trademark	\$ 26,165	\$ 26,165
Less: accumulated amortization	(20,928)	(19,184)
Trademark, net	<u>\$ 5,237</u>	<u>\$ 6,981</u>

7. Temporarily Restricted Net Assets

Temporarily restricted net assets were restricted for the following purposes at December 31:

	2017	2016
Community and support services	\$ 562,276	\$ 487,730
Science and research	192,895	321,014
Public awareness	162,852	62,868
Advocacy	151,673	35,000
Medical outreach	114,276	396,654
Special events	80,000	-
Total temporarily restricted net assets	<u>\$ 1,263,972</u>	<u>\$ 1,303,266</u>

Lung Cancer Alliance

Notes to Financial Statements
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8. Commitments and Contingencies

Operating Leases

In April 2015, LCA entered into a sublease agreement for a new office space in Washington, DC, which commenced on June 1, 2015 and expires on October 25, 2020. The sublease calls for annual rental increases of 4%, along with certain incentives. The unamortized portion of the cumulative difference between the actual rent paid and the straight-line rent is reflected as deferred rent liability in the accompanying statements of financial position. In addition, LCA leases certain office equipment under a non-cancelable operating lease.

Rent expense under all operating leases for the years ended December 31, 2017 and 2016 totaled \$452,590 and \$595,501, respectively. Future minimum lease payments under the lease agreement are as follows for the years ending December 31:

2018	\$ 475,662
2019	494,691
2020	<u>412,815</u>
Total future minimum lease payments	<u>\$ 1,383,168</u>

Hotel Contracts

LCA is committed under agreements for hotel and conference facilities through the year 2018. The total commitment under the agreements is not determinable as it depends upon attendance and other unknown factors. In the event that LCA cancels its agreements with the hotels, it can be held liable for liquidated damages up to the amount of lost profit less the hotel's mitigation, depending upon the date of cancellation. Management believes that no material liability is likely.

9. Retirement Plan

LCA maintains a 403(b) defined contribution pension plan for all eligible employees. All employees are eligible to participate in the plan upon hire and are eligible for LCA's contributions upon completion of six months of regular full-time service and upon attaining 21 years of age. Employees contribute by payroll deductions on a pre-tax basis up to the amount allowable by federal law. Employee deferrals are immediately 100% vested and may begin at any time. LCA's contributions are discretionary and determined every year. For the years ended December 31, 2017 and 2016, LCA made contributions to the plan of 5% of each participant's compensation, which totaled \$96,274 and \$93,792, respectively.

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Notes to Financial Statements
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10. Income Taxes

LCA is recognized as a tax-exempt organization under IRC Section 501(c)(3), and is exempt from income taxes except for taxes on unrelated business activities. No tax expense is recorded in the accompanying financial statements as there was no unrelated business income. Contributions to LCA are deductible as provided in IRC Section 170(b)(1)(A)(vi). Management has evaluated LCA's tax positions and concluded that LCA's financial statements do not include any uncertain tax positions.

SUPPLEMENTARY INFORMATION

Lung Cancer Alliance

Schedule of Functional Expenses For the Year Ended December 31, 2017

	Program Services						Supporting Services				Total
	Science and Research	Medical Outreach	Public Awareness	Community and Support Services	Advocacy	Total Program Services	Management and General	Fundraising	Total Supporting Services		
Salaries, benefits, and taxes	\$ 345,458	\$ 401,809	\$ 413,990	\$ 403,014	\$ 480,863	\$ 2,045,134	\$ 140,627	\$ 305,323	\$ 445,950	\$ 2,491,084	
Consulting fees	68,789	19,089	99,069	49,977	30,965	267,889	22,700	69,431	92,131	360,020	
Office rent	55,774	69,441	79,678	79,694	79,698	364,285	20,047	68,258	88,305	452,590	
Printing and postage	462	10,863	9,701	35,170	2,797	58,993	-	46,013	46,013	105,006	
Travel and meals	12,855	69,343	7,274	30,203	60,109	179,784	8,395	24,747	33,142	212,926	
Website and technology	13,162	15,733	35,598	20,374	28,492	113,359	2,656	70,221	72,877	186,236	
Supplies and storage	1,119	2,170	3,071	1,598	2,977	10,935	831	1,870	2,701	13,636	
Bank and credit card fees	-	1,952	53	-	2,685	4,690	5,548	10,124	15,672	20,362	
Equipment rental	1,054	15,893	1,219	1,367	6,668	26,201	833	997	1,830	28,031	
Telecommunications	3,361	3,792	5,094	8,224	3,818	24,289	1,606	3,575	5,181	29,470	
Depreciation and amortization	3,399	3,941	4,098	4,484	4,484	20,406	1,084	3,941	5,025	25,431	
Events expenses	-	-	-	-	-	-	-	25,890	25,890	25,890	
Scholarships	-	-	-	-	6,260	6,260	-	-	-	6,260	
Miscellaneous	2,400	11,678	3,298	1,066	18,949	37,391	4,932	12,629	17,561	54,952	
Insurance	2,205	2,744	3,149	3,149	3,149	14,396	878	2,699	3,577	17,973	
In-kind expenses	-	-	45,305	-	-	45,305	-	-	-	45,305	
Total Expenses	\$ 510,038	\$ 628,448	\$ 710,597	\$ 638,320	\$ 731,914	\$ 3,219,317	\$ 210,137	\$ 645,718	\$ 855,855	\$ 4,075,172	

Lung Cancer Alliance

Schedule of Functional Expenses For the Year Ended December 31, 2016

	Program Services						Supporting Services			Total
	Science and Research	Medical Outreach	Public Awareness	Community and Support Services	Advocacy	Total Program Services	Management and General	Fundraising	Total Supporting Services	
Salaries, benefits, and taxes	\$ 295,693	\$ 363,114	\$ 450,945	\$ 421,616	\$ 469,937	\$ 2,001,305	\$ 149,211	\$ 354,730	\$ 503,941	\$ 2,505,246
Consulting fees	63,311	27,647	152,449	121,086	67,460	431,953	21,450	161,857	183,307	615,260
Office rent	77,401	83,390	114,018	90,182	101,693	466,684	33,546	95,271	128,817	595,501
Printing and postage	3,955	6,801	14,224	24,438	2,096	51,514	350	48,710	49,060	100,574
Travel and meals	10,875	78,710	21,195	25,779	103,389	239,948	4,290	30,872	35,162	275,110
Website and technology	7,232	9,304	22,950	14,655	39,011	93,152	4,316	58,342	62,658	155,810
Supplies and storage	1,380	2,397	2,361	2,588	2,263	10,989	1,779	2,059	3,838	14,827
Bank and credit card fees	-	999	291	-	661	1,951	4,899	8,486	13,385	15,336
Equipment rental	700	5,843	2,203	1,313	4,797	14,856	1,784	875	2,659	17,515
Telecommunications	3,115	4,290	5,885	7,490	3,796	24,576	2,243	3,827	6,070	30,646
Depreciation and amortization	2,541	2,737	3,714	2,932	3,323	15,247	1,173	1,600	2,773	18,020
Loss on disposal of assets	-	-	-	-	-	-	1,528	-	1,528	1,528
Events expenses	-	-	-	-	-	-	-	28,790	28,790	28,790
Scholarships	-	-	-	-	5,432	5,432	-	-	-	5,432
Miscellaneous	1,102	299	944	758	13,085	16,188	4,063	8,967	13,030	29,218
Insurance	2,366	2,554	3,458	2,730	3,094	14,202	965	2,912	3,877	18,079
In-kind expenses	-	409	23,598	-	-	24,007	-	973	973	24,980
Total Expenses	\$ 469,671	\$ 588,494	\$ 818,235	\$ 715,567	\$ 820,037	\$ 3,412,004	\$ 231,597	\$ 808,271	\$ 1,039,868	\$ 4,451,872