

Lung Cancer Alliance

Financial Statements
and Independent Auditors' Report

December 31, 2016 and 2015

Lung Cancer Alliance

Financial Statements
December 31, 2016 and 2015

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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, 2016 and 2015, 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, 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.

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 16-17 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 in black ink that reads "Rogers + Company PLLC". The "R" is large and stylized, and the "+" is a simple cross.

Vienna, Virginia
June 7, 2017

Lung Cancer Alliance

Statements of Financial Position December 31, 2016 and 2015

	2016	2015
Assets		
Cash	\$ 1,206,101	\$ 1,215,649
Investments	3,226,855	2,983,728
Accounts receivable	24,405	7,760
Contributions receivable, net	320,821	2,136,545
Prepaid expenses	89,646	84,682
Security deposit	89,524	99,583
Trademark, net	6,981	8,725
Property and equipment, net	38,866	31,828
Total assets	<u>\$ 5,003,199</u>	<u>\$ 6,568,500</u>
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued expenses	\$ 122,026	\$ 86,073
Deferred rent	145,917	139,643
Security deposit	-	8,016
Total liabilities	<u>267,943</u>	<u>233,732</u>
Net Assets		
Unrestricted	3,431,990	3,444,369
Temporarily restricted	1,303,266	2,890,399
Total net assets	<u>4,735,256</u>	<u>6,334,768</u>
Total liabilities and net assets	<u>\$ 5,003,199</u>	<u>\$ 6,568,500</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
Rental income	96,839	-	96,839
Registration fees	33,486	-	33,486
Donated goods and services	24,980	-	24,980
Honoraria	22,660	-	22,660
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	\$ 3,431,990	\$ 1,303,266	\$ 4,735,256

See accompanying notes.

Lung Cancer Alliance

Statement of Activities For the Year Ended December 31, 2015

	Unrestricted	Temporarily Restricted	Total
Revenue and Support			
Contributions and grants	\$ 1,024,263	\$ 2,322,572	\$ 3,346,835
Special events	238,811	-	238,811
Rental income	60,400	-	60,400
Donated goods and services	19,662	-	19,662
Registration fees	19,121	-	19,121
Honoraria	16,795	-	16,795
Investment income	1,496	-	1,496
Other income	11,784	-	11,784
Released from restrictions	3,885,274	(3,885,274)	-
Total revenue and support	5,277,606	(1,562,702)	3,714,904
Expenses			
Program services:			
Science and research	197,020	-	197,020
Medical outreach	478,459	-	478,459
Public awareness	1,108,324	-	1,108,324
Community and support services	1,038,028	-	1,038,028
Advocacy	743,222	-	743,222
Total program services	3,565,053	-	3,565,053
Supporting services:			
Management and general	283,196	-	283,196
Direct benefits to donors	16,183	-	16,183
Fundraising	590,762	-	590,762
Total supporting services	890,141	-	890,141
Total expenses	4,455,194	-	4,455,194
Change in Net Assets	822,412	(1,562,702)	(740,290)
Net Assets, beginning of year	2,621,957	4,453,101	7,075,058
Net Assets, end of year	\$ 3,444,369	\$ 2,890,399	\$ 6,334,768

See accompanying notes.

Lung Cancer Alliance

Statements of Cash Flows For the Years Ended December 31, 2016 and 2015

	2016	2015
Cash Flows from Operating Activities		
Change in net assets	\$ (1,599,512)	\$ (740,290)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization – property and equipment	16,276	17,949
Amortization – trademark	1,744	1,744
Loss on disposal of property and equipment	1,528	-
Net realized and unrealized (gain) loss on investments	(382)	521
Donated stock	(14,789)	(6,092)
Change in present-value discount on contributions receivable	507	(45,234)
Change in operating assets and liabilities:		
(Increase) decrease in:		
Accounts receivable	(16,645)	11,190
Contributions receivable	1,815,217	1,335,190
Prepaid expenses	(4,964)	(29,612)
Security deposit	10,059	(89,524)
Increase (decrease) in:		
Accounts payable and accrued expenses	35,953	(110,190)
Deferred rent	6,274	130,161
Deferred revenue	-	(170)
Security deposit	(8,016)	8,016
Net cash provided by operating activities	243,250	483,659
Cash Flows from Investing Activities		
Purchase of investments	(1,591,213)	(375,382)
Proceeds from sales of investments	1,159,634	10,648
Net change in short-term investments	203,623	594,046
Purchase of fixed assets	(24,842)	(26,528)
Net cash (used in) provided by investing activities	(252,798)	202,784
Net (Decrease) Increase in Cash	(9,548)	686,443
Cash, beginning of year	1,215,649	529,206
Cash, end of year	\$ 1,206,101	\$ 1,215,649

See accompanying notes.

Lung Cancer Alliance

Notes to Financial Statements
December 31, 2016 and 2015

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 played a critical role in every major advance of changing how lung cancer is viewed by the society, supported, detected and treated, with an ultimate goal of turning those impacted by the disease 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. Unrestricted net assets were \$3,431,990 and \$3,444,369 at December 31, 2016 and 2015, respectively.
- *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. There were \$1,303,266 and \$2,890,399 in temporarily restricted net assets at December 31, 2016 and 2015, respectively.
- *Permanently restricted net assets* represent funds in which the principal must be held in perpetuity, while the earnings may be available for the general operations of LCA or the restricted purpose imposed by the donors. There were no permanently restricted net assets at December 31, 2016 and 2015.

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.

Lung Cancer Alliance

Notes to Financial Statements
December 31, 2016 and 2015

2. Summary of Significant Accounting Policies (continued)

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 long-term investments and are not considered to be cash equivalents for purposes of cash flows.

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.

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, 2016 and 2015 were \$24,980 and \$19,663, respectively.

Lung Cancer Alliance

Notes to Financial Statements
December 31, 2016 and 2015

2. Summary of Significant Accounting Policies (continued)

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.

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.

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. Registration amounts received in advance of the event are included in deferred revenue in the accompanying financial statements.

Revenue from all other sources is recognized when earned.

Advertising and Marketing Costs

Advertising and marketing costs are expensed as incurred and were \$83,505 and \$337,010 for the years ended December 31, 2016 and 2015, respectively.

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.

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

Recently Issued Accounting Pronouncements (continued)

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.

Reclassification of Prior Year Presentation

Certain amounts in the 2015 financial statements have been reclassified to conform to the 2016 presentation. These reclassifications had no effect on the reported results of operations.

Subsequent Events

In preparing these financial statements, LCA has evaluated events and transactions for potential recognition or disclosure through June 7, 2017 the date the financial statements were available to be issued.

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 Depository 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, 2016 and 2015, approximately 42% and 43%, respectively, of total revenue were from grants funded by three major contributors. Reduction in this funding may have a significant impact on LCA's operations.

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Notes to Financial Statements
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4. 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:

	2016	2015
Due in less than one year	\$ 284,984	\$ 2,088,001
Due in one to five years	37,800	50,000
Total contributions receivable	322,784	2,138,001
Less: discount to net present value	(1,963)	(1,456)
Contributions receivable, net	<u>\$ 320,821</u>	<u>\$ 2,136,545</u>

5. Investments and Fair Value Measurements

LCA follows FASB Accounting Standards Codification (ASC) 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.

Lung Cancer Alliance

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

The following table presents LCA's fair value hierarchy for those investments measured on a recurring basis as of December 31:

	Total fair value	Level 1	Level 2	Level 3
<u>2016:</u>				
Cash and money market	\$ 165,942	\$ 165,942	\$ -	-
Short-term investment funds:				
Government institutional	902,884	902,884	-	-
Treasury institutional	902,094	902,094	-	-
Fixed income	1,254,925	1,254,925	-	-
Equities	1,010	1,010	-	-
Total investments	\$ 3,226,855	\$ 3,226,855	\$ -	-
<u>2015:</u>				
Cash and money market	\$ 57,892	\$ 57,892	\$ -	-
Short-term investment funds:				
Government institutional	900,585	900,585	-	-
Treasury institutional	900,321	900,321	-	-
Fixed income	1,124,402	1,124,402	-	-
Equities	528	528	-	-
Total investments	\$ 2,983,728	\$ 2,983,728	\$ -	-

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

	2016	2015
Interest and dividends	\$ 8,647	\$ 2,017
Realized gain	457	70
Unrealized loss	(75)	(591)
Total investment income	\$ 9,029	\$ 1,496

Lung Cancer Alliance

Notes to Financial Statements
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6. Property, Equipment, and Intangible Assets

LCA held the following property and equipment at December 31:

	2016	2015
Furniture and equipment	\$ 103,580	\$ 122,310
Website	81,306	72,250
Software	28,512	42,321
Leasehold improvements	9,308	32,057
 Total property and equipment	 222,706	 268,938
Less: accumulated depreciation and amortization	(183,840)	(237,110)
 Property and equipment, net	 \$ 38,866	 \$ 31,828

LCA held the following intangible assets at December 31:

	2016	2015
Trademark	\$ 26,165	\$ 26,165
Less: accumulated amortization	(19,184)	(17,440)
 Trademark, net	 \$ 6,981	 \$ 8,725

7. Temporarily Restricted Net Assets

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

	2016	2015
Community and support services	\$ 487,730	\$ 850,419
Medical outreach	396,654	576,610
Science and research	321,014	500,959
Public awareness	62,868	300,000
Advocacy	35,000	262,000
Fundraising	-	300,000
Administration	-	100,411
 Total temporarily restricted net assets	 \$ 1,303,266	 \$ 2,890,399

Lung Cancer Alliance

Notes to Financial Statements
December 31, 2016 and 2015

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.

LCA had a lease commitment for its old office space that expired on November 30, 2016. On January 8, 2015, LCA entered into a sublease agreement with an unrelated organization to rent out this space. The sublease commenced on June 1, 2015 and expired on November 29, 2016. Base monthly sublease income payments were \$8,016 with an annual increase of 4% of the base rent.

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, 2016 and 2015 totaled \$595,501 and \$417,246, respectively.

Future minimum lease payments under the lease agreement are as follows for the years ending December 31:

2017	\$	457,345
2018		475,662
2019		494,691
2020		412,815
		<hr/>
Total future minimum lease payments	\$	<u>1,840,513</u>

Hotel Contracts

LCA is committed under agreements for hotel and conference facilities through the year 2017. 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.

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Notes to Financial Statements
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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, 2016 and 2015, LCA made contributions to the plan of 5% of each participant's compensation, which totaled \$93,792 and \$83,282, respectively.

10. Related Party Transactions

Certain professional services were provided pro bono by a related party in the amount of \$4,386 for the year ended December 31, 2015. There were no related party transactions for the year ended December 31, 2016.

11. Local Chapters

LCA maintained four local Chapters ("the Chapters") that shared the same mission and were controlled by LCA through voting interest and affiliation agreements. All accounting functions were performed by LCA. During 2016, all four Chapters were dissolved and volunteer activities are being run directly by LCA. Should the need for Chapters be identified in the future, Board approval will be requested.

12. 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, 2016

	Program Services					Supporting Services				
	Science and Research	Medical Outreach	Public Awareness	Community and Support Services	Advocacy	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total
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

Lung Cancer Alliance

Schedule of Functional Expenses For the Year Ended December 31, 2015

	Program Services					Supporting Services				
	Science and Research	Medical Outreach	Public Awareness	Community and Support Services	Advocacy	Total Program Services	Management and General	Fundraising	Total Supporting Services	Total
Salaries, benefits, and taxes	\$ 139,565	\$ 321,810	\$ 464,699	\$ 449,128	\$ 445,759	\$ 1,820,961	\$ 150,521	\$ 274,862	\$ 425,383	\$ 2,246,344
Consulting fees	3,781	24,747	410,797	378,829	33,507	851,661	64,798	77,539	142,337	993,998
Office rent	33,567	41,959	104,194	91,630	75,011	346,361	25,035	45,850	70,885	417,246
Printing and postage	346	5,441	12,756	39,936	5,225	63,704	293	74,268	74,561	138,265
Travel and meals	8,326	60,512	46,547	33,975	103,772	253,132	15,135	19,792	34,927	288,059
Website and technology	3,492	5,432	30,284	14,608	34,073	87,889	4,324	51,790	56,114	144,003
Supplies and storage	977	2,583	2,884	4,979	3,025	14,448	955	2,800	3,755	18,203
Bank and credit card fees	-	866	119	-	408	1,393	10,664	8,040	18,704	20,097
Equipment rental	542	7,351	4,008	2,523	5,328	19,752	593	842	1,435	21,187
Telecommunications	3,015	3,643	9,145	10,839	6,668	33,310	2,263	4,135	6,398	39,708
Depreciation and amortization	1,575	1,970	4,923	4,333	3,545	16,346	1,181	2,166	3,347	19,693
Events expenses	-	-	1,663	-	-	1,663	-	26,122	26,122	27,785
Scholarships	-	-	-	-	6,270	6,270	-	-	-	6,270
Miscellaneous	531	516	7,581	3,664	17,699	29,991	1,602	6,322	7,924	37,915
Insurance	1,303	1,629	4,072	3,584	2,932	13,520	1,446	1,792	3,238	16,758
In-kind expenses	-	-	4,652	-	-	4,652	4,386	10,625	15,011	19,663
Total Expenses	\$ 197,020	\$ 478,459	\$ 1,108,324	\$ 1,038,028	\$ 743,222	\$ 3,565,053	\$ 283,196	\$ 606,945	\$ 890,141	\$ 4,455,194