

ALBERTA LUNG ASSOCIATION
O/A THE LUNG ASSOCIATION ALBERTA & NWT
Financial Statements
September 30, 2015

MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The management of the Alberta Lung Association o/a the Lung Association Alberta & NWT prepared these financial statements and is responsible for their reliability, completeness and integrity. They conform in all material respects to Canadian accounting standards for not-for-profit organizations.

Management maintains the necessary accounting and internal control systems designed to ensure: the timely production of reliable and accurate financial information, the protection of assets (to a reasonable extent) against loss or unauthorized use, and the promotion of operational efficiency. The Board of Directors oversees management's responsibilities for the financial reporting and internal control systems.

The external auditors, appointed by the Board of Directors, conducted an audit of these financial statements in accordance with Canadian generally accepted auditing standards. The Finance and Audit Committee reviewed these financial statements with the external auditors before recommending their approval to the Board of Directors.

Edmonton, Alberta

Leigh Allard
President and Chief Executive Officer

Monte Weber, CA
Director of Finance

INDEPENDENT AUDITORS' REPORT

To the Directors of Alberta Lung Association o/a The Lung Association Alberta & NWT

We have audited the accompanying financial statements of Alberta Lung Association o/a The Lung Association Alberta & NWT, which comprise the statement of financial position as at September 30, 2015, and the statements of operations, changes in net assets and cash flows for the year then ended and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian accounting standards for not-for-profit organizations, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

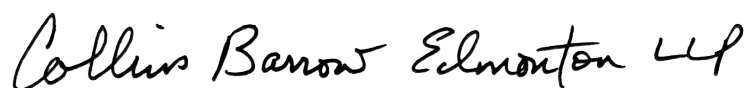
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of 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 present fairly, in all material respects, the financial position of Alberta Lung Association o/a The Lung Association Alberta & NWT as at September 30, 2015, and the results of its operations and its cash flows for the year then ended in accordance with Canadian accounting standards for not-for-profit organizations.



Edmonton, Alberta
December 15, 2015

Chartered Accountants

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Statement of Financial Position
September 30, 2015

	<u>2015</u>	<u>2014</u>
ASSETS		
Current assets		
Cash and cash equivalents (Note 3)	\$ 2,952,627	\$ 2,347,964
Accounts receivable (Note 4)	25,875	42,006
Prepaid expenses and deposits	<u>134,923</u>	<u>147,381</u>
	3,113,425	2,537,351
Investments (Note 5)	768,540	757,640
Property and equipment (Note 6)	25,382	30,608
Intangible asset (Note 7)	<u>5,901</u>	<u>---</u>
	<u>\$ 3,913,248</u>	<u>\$ 3,325,599</u>
LIABILITIES		
Current liabilities		
Accounts payable and accrued liabilities (Note 8)	\$ 26,442	\$ 97,301
Deferred contributions (Note 9)	<u>608,556</u>	<u>805,036</u>
	634,998	902,337
NET ASSETS		
Internally restricted net assets	31,283	30,608
Net assets restricted for endowment purposes	768,540	757,640
Unrestricted	<u>2,478,427</u>	<u>1,635,014</u>
	<u>3,278,250</u>	<u>2,423,262</u>
	<u>\$ 3,913,248</u>	<u>\$ 3,325,599</u>

Approved on behalf of the Board

Director

Director

See accompanying notes to the financial statements

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Statement of Operations
For the Year Ended September 30, 2015

	<u>2015</u>	<u>2014</u>
Revenues		
Other campaigns (Schedule 1)	\$ 1,488,255	\$ 1,704,902
Direct mail campaigns (Schedule 1)	1,060,680	1,030,474
Grant revenue	406,767	378,577
Gaming revenue	225,927	344,003
Other income (Schedule 1)	<u>162,031</u>	<u>407,395</u>
	<u>3,343,660</u>	<u>3,865,351</u>
Expenses		
Fundraising	824,185	1,039,935
Health initiatives	744,539	1,020,385
Administration	483,698	400,293
Research and education grants	233,682	255,675
National initiatives	198,601	187,609
Amortization	<u>14,867</u>	<u>8,658</u>
	<u>2,499,572</u>	<u>2,912,555</u>
Excess of revenues over expenses	<u>\$ 844,088</u>	<u>\$ 952,796</u>

See accompanying notes to the financial statements

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Statement of Changes in Net Assets
For the Year Ended September 30, 2015

	Internally Restricted	Restricted for Endowment Purposes	Unrestricted	2015 Total	2014 Total
Balance, September 30, 2014	\$ 30,608	\$ 757,640	\$ 1,635,014	\$ 2,432,262	\$ 1,445,488
Excess of revenues over expenses	---	---	844,088	844,088	952,796
Externally restricted investment income	---	10,900	---	10,900	24,978
Property and equipment purchased	15,542	---	(15,542)	---	---
Amortization of property and equipment	<u>(14,867)</u>	<u>---</u>	<u>14,867</u>	<u>---</u>	<u>---</u>
Balance, September 30, 2015	<u>\$ 31,283</u>	<u>\$ 768,540</u>	<u>\$ 2,478,427</u>	<u>\$ 3,278,250</u>	<u>\$ 2,423,262</u>

See accompanying notes to the financial statements

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Statement of Cash Flows
For the Year Ended September 30, 2015

	2015	2014
Cash Provided by (Used in):		
Operating Activities		
Excess of revenues over expenses	\$ 844,088	\$ 952,796
Amortization	14,867	8,658
Change in non-cash operating working capital balances (Note 10)	<u>(238,750)</u>	<u>68,669</u>
	<u>620,205</u>	<u>1,030,123</u>
Investing Activities		
Purchase of property and equipment	(9,641)	(21,007)
Purchase of intangible asset	<u>(5,901)</u>	<u>---</u>
	<u>(15,542)</u>	<u>(21,007)</u>
Increase in cash and cash equivalents	604,663	1,009,116
Cash and cash equivalents, beginning of year	<u>2,347,964</u>	<u>1,338,848</u>
Cash and cash equivalents, end of year	<u>\$ 2,952,627</u>	<u>\$ 2,347,964</u>

See accompanying notes to the financial statements

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

1. Purpose of the Association

The Alberta Lung Association ("Association") was incorporated under the *Societies Act of Alberta*. Its mission and objective is to improve respiratory health through fundraising, community health education programs and professional education activities.

2. Summary of Significant Accounting Policies

The financial statements have been prepared by management in accordance with Canadian accounting standards for not-for-profit organizations ("ASNPO"). The precise determination of many assets and liabilities is dependent on future events. As a result, the preparation of financial statements for a period involves the use of estimates and approximations that have been made using careful judgement. Actual results could differ from those estimates and approximations. The financial statements have, in management's opinion, been properly prepared within reasonable limits of materiality and within the framework of the accounting policies summarized below:

(a) Revenue Recognition

These financial statements have been prepared using the deferral method of accounting for contributions, the key elements of the revenue recognition policies are:

- (i) Restricted contributions are recognized as revenue in the year in which the related expenses are incurred.
- (ii) Unrestricted contributions are recognized as revenue in the year received or receivable if the amount to be received can be reasonably estimated and collection is reasonably assured. Expenses are recognized when they are incurred.
- (iii) Contributions for endowment are recognized as direct increases in Net Assets Restricted for Endowment Purposes when the donor specifies restrictions on the use of the contributions.
- (iv) Externally restricted net investment income that must be added to the principal amount of resources held for endowment is recognized as direct increases in Net Assets Restricted for Endowment Purposes.

(b) Donated Services

The work of the Association is dependent on the voluntary service of many individuals. Since these services are normally not purchased by the Association and because of the difficulty of determining their fair market value, donated services are not recognized in the financial statements.

(c) Allocation of Expenses

The Association provides for certain allocation of general operating costs, specifically the cost of rent for the Edmonton office, insurance, computer support/maintenance and professional fees are allocated 36% to Fund Development and 32% to the Health Initiatives department from the Administration department. The percentage allocated is based on each department's percentage share of full-time employees.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

2. Summary of Significant Accounting Policies (Continued)

(d) Cash and Cash Equivalents

Cash equivalents are highly liquid investments, having a maturity of three months or less at acquisition, that are readily convertible to specified amounts of cash.

(e) Investments

Investments are measured at fair value with any changes in fair value recorded immediately in income for unrestricted investments and recorded as a direct increase in Net Assets Restricted for Endowment Purposes for restricted investments.

(f) Property and Equipment

Property and equipment are recorded at cost. Contributed property and equipment, if any, are recorded at fair value at the date of contribution. Equipment under capital lease is recorded at the present value of the minimum lease payments required under the term of the lease. Amortization is calculated on a straight-line basis over the assets estimated useful lives, at the following rates:

Computer hardware and software	3 years
Furniture and fixtures	5 years
Equipment	4 years

(g) Financial Instruments

Measurement of Financial Instruments

The Association initially measures its financial assets and financial liabilities at fair value, except for certain non-arm's length transactions.

The Association subsequently measures all its financial assets and financial liabilities at amortized cost, except for investments in equity instruments that are quoted in an active market and financial instruments designated to be measured at fair value, which are measured at fair value. Changes in fair value are recognized in the statement of operations unless otherwise noted. Investments are measured at fair value.

Financial assets measured at amortized cost include cash and cash equivalents and accounts receivable.

Financial liabilities measured at amortized cost include accounts payable and accrued liabilities.

Impairment

Financial assets measured at cost are tested for impairment when there are indicators of impairment. The amount of the write-down is recognized in the statement of operations. A previously recognized impairment loss may be reversed to the extent of the improvement, directly or by adjusting the allowance account, provided it is no greater than the amount that would have been reported at the date of the reversal had the impairment not been recognized previously. The amount of the reversal is recognized in the statement of operations.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

3. Cash and Cash Equivalents

Cash and cash equivalents consist of:

	<u>September 30, 2015</u>	<u>September 30, 2014</u>
Unrestricted cash	\$ 258,913	\$ 238,076
Restricted cash	602,551	832,485
Cash equivalents (unrestricted)	<u>2,091,163</u>	<u>1,277,403</u>
	<u>\$ 2,952,627</u>	<u>\$ 2,347,964</u>

Restricted cash consists of cash restricted for special projects, gaming activities, Edmonton Thoracic Society and Campaign for a Smoke-Free Alberta and Smoke-Free Calgary (Note 17).

Cash equivalents consist of two short term non-redeemable Guaranteed Investment Certificates maturing October 17, 2015 and October 1, 2015 with a 0.490% and 0.500% interest rate respectively.

4. Accounts Receivable

Accounts receivable included the following:

	<u>September 30, 2015</u>	<u>September 30, 2014</u>
Trade receivables	\$ 19,190	\$ 15,252
Goods and Services Tax receivable	<u>6,685</u>	<u>26,754</u>
	<u>\$ 25,875</u>	<u>\$ 42,006</u>

5. Investments

The fair value of the investments as at September 30, 2015 is \$768,540 (2014 - \$757,640). The investments have been designated as follows:

	<u>September 30, 2015</u>	<u>September 30, 2014</u>
Externally restricted for endowment purposes	<u>\$ 768,540</u>	<u>\$ 757,640</u>

Investment income earned on resources held for endowment is required by the donor to be reinvested back into the Endowment and as such is recorded as a direct increase in Net Assets Restricted for Endowment Purposes. Investment income consists of interest, dividends and gains/(losses). Investment income for the year ended September 30, 2015 is \$10,900 (2014 - \$24,978) and has been reflected as a direct increase in the net assets restricted for endowment purposes.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

5. Investments (Continued)

In order to earn optimal financial returns at an acceptable level of risk, the Association has established an investment policy with maximum asset mix ranges of 3% to 40% for cash and money market securities, 60% to 97% for fixed income securities and 0% to 10% for equities. Risk is reduced through asset class diversification, diversification within each asset class and quality constraints on fixed income securities and equity investments.

(a) Interest Rate Risk

The Association manages the interest rate risk exposure of its fixed income investments by management of average duration and laddered maturity dates.

(b) Currency Risk

The Association is not exposed to foreign exchange fluctuations on its investments as investments are not comprised of any foreign securities or foreign currency denominated investments.

(c) Credit Risk

The Association's investment policy restricts the types and proportions of eligible investments, thus mitigating the Association's exposure to market risk. The following are key components of the Association's investment policy:

- Minimum 70% of the portfolio is to be invested in high quality bonds, with a minimum credit rating of AA as defined by Standard & Poors and/or Dominion Bond Rating Services (DBRS).
- Minimum credit rating standard of "BBB" as defined by Standard & Poors, and/or DBRS at time of purchase.
- Maximum allowable investment in "BBB" credit bonds as defined by Standard & Poors, and/or DBRS: 10%
- Maximum allowable investment in "A" as defined by Standard & Poors, and/or DBRS credit bonds: 10%
- Maximum allowable investment in corporate bonds: 50% of portfolio
- Maximum allowable investment in non-rated bonds: 10% of portfolio
- Minimum credit rating for preferred share securities: P1 low, as defined by Standard & Poors or Dominion Bond Rating Service.

6. Property and Equipment

Details of property and equipment are as follows:

	2015			2014
	Cost	Accumulated Amortization	Net	Net
Computer hardware and software	\$ 38,852	\$ 20,723	\$ 18,129	\$ 24,675
Furniture and fixtures	104,514	101,775	2,739	3,424
Equipment	10,661	6,147	4,514	2,509
	<u>\$ 154,027</u>	<u>\$ 128,645</u>	<u>\$ 25,382</u>	<u>\$ 30,608</u>

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

7. Intangible Asset

The intangible asset is expected to be in use within the 2016 fiscal year and accordingly no amortization has been recorded during the year ended September 30, 2015. Details of the intangible asset are as follows:

	<u>2015</u>			<u>2014</u>
	<u>Cost</u>	<u>Accumulated Amortization</u>	<u>Net</u>	<u>Net</u>
Website	<u>\$ 5,901</u>	<u>\$ ---</u>	<u>\$ 5,901</u>	<u>\$ ---</u>

8. Accounts Payable and Accrued Liabilities

Accounts payable and accrued liabilities include payroll remittances of \$nil at September 30, 2015 (September 30, 2014 - \$1,178).

9. Deferred Contributions

Deferred contributions represent unspent externally restricted resources. Changes in the deferred contributions balance are as follows:

	<u>2015</u>			<u>2014</u>
	<u>Gaming</u>	<u>Health Initiatives</u>	<u>Total</u>	<u>Total</u>
Balance, beginning of year	\$ 408,062	\$ 396,974	\$ 805,036	\$ 761,518
Amounts received/receivable during the year	---	593,103	593,103	1,167,518
Amounts recognized as revenue	<u>(225,927)</u>	<u>(563,656)</u>	<u>(789,583)</u>	<u>(1,124,000)</u>
Balance, end of year	<u>\$ 182,135</u>	<u>\$ 426,421</u>	<u>\$ 608,556</u>	<u>\$ 805,036</u>

10. Change in Non-Cash Working Capital Balances

	<u>2015</u>	<u>2014</u>
Accounts receivable	\$ 16,131	\$ (20,039)
Prepaid expenses	12,458	(26,830)
Accounts payable and accrued liabilities	(70,859)	72,020
Deferred contributions	<u>(196,480)</u>	<u>43,518</u>
	<u>\$ (238,750)</u>	<u>\$ 68,669</u>

11. Related Party Transactions

The Association is affiliated with the Canadian Lung Association ("CLA") and other provincial associations across Canada. Each provincial association operates autonomously.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

11. Related Party Transactions (Continued)

The CLA collects and disburses donations on behalf of the provincial associations. In addition, for the year ended September 30, 2015, the Association paid CLA monthly research and general assessments totalling \$78,471 (2014 - \$69,704) and \$120,130 (2014 - \$117,905) respectively. The CLA is also a participant of the Association's pension plan and each party (CLA and the Association) is responsible for its own commitment to the plan.

During the year, \$76,000 was paid to the University of Calgary and University of Alberta for research projects that are overseen by a member of the board of directors.

All related party transactions are in the normal course of operations and measured at the exchange amount which is the amount agreed to between the related parties.

12. Allocation of Expense

The Association provides for certain allocation of general operating costs, specifically the cost of rent for the Edmonton office, insurance, computer support/maintenance and professional fees are allocated 36% to Fund Development and 32% to the Health Initiatives department from the Administration department. The percentage allocated is based on each department's percentage share of full-time employees. The allocation for the year ended September 30, 2015 is as follows:

	2015		
	<u>Allocated to</u>	<u>Allocated (from)</u>	
	<u>Fund Development</u>	<u>Health</u>	<u>Administration</u>
Rent	\$ 50,654	\$ 45,026	\$ (95,680)
Equipment rent and repairs	3,642	3,238	(6,880)
Insurance	1,168	1,038	(2,206)
Computer support/maintenance	15,649	13,910	(29,559)
Professional fees	4,408	3,919	(8,327)
	<u>\$ 75,521</u>	<u>\$ 67,131</u>	<u>\$ (142,652)</u>
	2014		
	<u>Allocated to</u>	<u>Allocated (from)</u>	
	<u>Fund Development</u>	<u>Health</u>	<u>Administration</u>
Rent	\$ 39,747	\$ 51,287	\$ (91,034)
Equipment rent and repairs	2,363	3,048	(5,411)
Insurance	1,602	2,068	(3,670)
Computer support/maintenance	15,569	20,089	(35,658)
Professional fees	3,878	5,003	(8,881)
	<u>\$ 63,159</u>	<u>\$ 81,495</u>	<u>\$ (144,654)</u>

The Association does not allocate any fundraising costs.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

13. Commitments

The Association has committed to the following payments:

- (a) Office premises under a lease agreement that expires March 30, 2017.
- (b) Colour photocopier under a lease agreement that expires June 30, 2019.
- (c) Printer under a lease agreement that expires March 31, 2016.
- (d) Consulting services under contract ending December 2015.
- (e) Mail machine under a lease agreement that expires September 30, 2019.

Minimum annual payments for each of the remaining years are as follows:

2016	\$	95,776
2017	\$	47,684
2018	\$	9,170
2019	\$	5,025

14. Defined Contribution Pension Plan

Employees of the Association participate in a defined contribution registered pension plan administered by Manulife Financial.

The Association is required to make current service contributions to the plan of 5% of earnings. Total contributions made by the Association to the plan for the year were \$25,954 (2014 - \$32,562).

15. Fundraising Act of Alberta

The following additional information has been included to comply with the disclosure requirements of the *Charitable Fund Raising Act* of Alberta.

Gross contributions received were \$2,685,652 (2014 - \$3,085,029).

Soliciting contributions include:

Direct mail campaigns, third party fundraising, unsolicited service clubs, staff funds, health partners, foundations, memorials and bequests.

The total expenses incurred for the purposes of soliciting contributions were \$825,367 (2014 - \$695,839). There were no dispositions of contributions that equalled or exceeded 10% of gross contributions received.

The total amount paid as remuneration to employees of the Association whose principle duties involved fundraising were \$247,166 (2014 - \$276,234).

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

15. Fundraising Act of Alberta (Continued)

The disposal of these contributions was through Research, Education and Awareness which includes:

- Provincial & National Medical Research Grants
- Provincial Medical Studentship Grants
- Provincial Respiratory Health Care Professional Educational Grants
- Provincial & National Program Grants

16. Income Tax Status

The Association is a registered charity within the meaning of the *Income Tax Act* (Canada) Section 149(1)(f) and, as such, is exempt from income taxes.

17. Funds Held on Behalf of Others

The Association holds the funds on behalf of the Campaign for Smoke-Free Alberta (CSFA), Smoke-Free Calgary (CSFC) and Edmonton Thoracic Society (ETS). These funds are reported in the Association's financial statements.

Campaign for a Smoke Free Alberta (CSFA)

The Association is a member of CSFA. This group is comprised of 7 member (provincial) organizations including Canadian Cancer Society (CCS), Heart and Stroke Foundation (HSF), Action on Smoking and Health (ASH), Alberta Health Services (AHS), Alberta Public Health Association and Alberta Policy Coalition for Chronic Disease Prevention (APCCP). Operational decisions are made on a consensus basis. Expenses and cheques are reviewed and approved by 2 member organizations, currently the Association and ASH.

The objective is to develop, manage and execute a provincial advocacy strategy to secure an adequately funded comprehensive tobacco reduction plan for Alberta that includes tobacco taxation, tobacco control legislation, tobacco sales and marketing, regulations and evidence-based tobacco programs. CSFA is not a legal entity; it is a coalition of member organizations.

Operating grants offered by the Association to CSFA, for the 2014-2015 fiscal year is \$5,000. Administrative support is given to CSFA by the Association staff with no compensation.

Campaign for a Smoke Free Calgary (CSFC)

The Association is a member of Campaign for a Smoke Free Calgary (CSFC). This group is comprised of member organizations in the Calgary area. Decisions are made based on the majority of member responses. Reimbursement and payment cheques are approved by a coalition Co-Chair and processed by the Association.

Smoke Free Calgary is a coalition of organizations, invested in the tobacco reduction effort, working towards a tobacco free Calgary. CSFC is not a separate legal entity, but a coalition of member organizations. The Association provides in-kind administrative support for funds processing.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Notes to the Financial Statements
For the Year Ended September 30, 2015

17. **Funds Held on Behalf of Others** (Continued)

Edmonton Thoracic Society (ETS)

The Association has agreed to hold funds on behalf of ETS. ETS was established to educate both patients and health providers about chronic lung illness and obtains funding through corporate sponsorship requests for their education seminars. ETS is not a separate legal entity, but a coalition of lung health professionals. The Association provides administrative support through volunteers and does not receive any compensation.

ALBERTA LUNG ASSOCIATION O/A THE LUNG ASSOCIATION ALBERTA & NWT
Schedule of Revenue **Schedule 1**
For the Year Ended September 30, 2015

	2015	2014
Revenue		
Direct mail campaigns		
Christmas Seals	\$ 589,445	\$ 613,711
Lung Research	174,917	210,460
Sweepstakes	144,896	95,630
Artworks	96,142	110,673
Renewal	<u>55,280</u>	<u>---</u>
	<u>\$ 1,060,680</u>	<u>\$ 1,030,474</u>
Other Campaigns		
Bequests	\$ 1,081,471	\$ 1,239,225
Community Fundraising	191,929	203,305
Memorials	110,215	131,406
Monthly donors	86,203	80,991
Other Donation income	18,437	41,297
Door to Door	<u>---</u>	<u>8,678</u>
	<u>\$ 1,488,255</u>	<u>\$ 1,704,902</u>
Other Income		
Corporate Sponsorship	\$ 79,086	\$ 299,652
Foundation revenue	57,500	50,000
Interest	13,638	9,778
Other revenue	<u>11,807</u>	<u>47,965</u>
	<u>\$ 162,031</u>	<u>\$ 407,395</u>

See accompanying notes to the financial statements