

## Financials

Over the years, TBBCF has typically set a minimum fundraising goal of \$300,000 in order to support three breast cancer research grants. Fundraising dollars are monies raised through the Walk Across Southeastern CT, general donations and proceeds from events and promotions.

The amount raised in 2017 exceeded our \$300,000 goal by over \$40,000. We have reviewed the operating expense for the upcoming year and will continue with the model of being run predominantly by a strong volunteer base and with the support of key sponsors. TBBCF devotes 100% of gross fundraising dollars directly to research. Those who donate know exactly how and to whom their donation dollars are directed.

The following three pages provide

- 1) Financial Recap from February 6, 2006 through January 31, 2018
- 2) Profit & Loss Previous Year Comparison for 2016 and 2017
- 3) Balance Sheet Previous Year Comparison for 2016 and 2017

Our longer-term goal is to grow the Walk and to increase our donation dollars to enable us to support five breast cancer research grants per year.

**TERRI BRODEUR BREAST CANCER FOUNDATION, INC.**

**Financial Recap**

**February 6, 2006 Through January 31, 2018**

		Year 12	Year 11	Year 10	Year 9	Year 8	Year 7	Year 6	Year 5	Year 4	Year 3	Year 2	Year 1	
		Jan 31	Jan 31	Jan 31	Jan 31	Jan 31	Jan 31	Mar 31	Mar 31	Mar 31,	Mar 31,	Nov 30	Nov 30,	TOTAL
		2018	2017	2016	2015	2014	2013	2012	2011	2010	2009	2007	2006	
<b>Walk results</b>		248,066	225,155	223,650	241,423	184,178	206,590	207,781	243,497	325,995	316,293	285,508	222,688	
<b>Restricted gifts</b>		95,736	92,451	96,738	116,494	95,263	112,688	71,592	85,531	60,087	130,128	60,122	64,030	
	<b>SUBTOTAL</b>	343,802	317,606	320,388	357,917	279,441	319,278	279,373	329,028	386,082	446,421	345,630	286,718	<b>\$ 4,011,684</b>
<b>Grant recipient payments</b>		295,002	300,000	400,000	300,000	300,000	298,571	300,000	265,660	400,000	400,000	400,000	275,000	<b>\$ 3,934,233</b>
<b>Amount for research</b>		48,800	17,606	(79,612)	57,917	(20,559)	20,707	(20,627)	63,368	(13,918)	46,421	(54,370)	11,718	<b>\$ 77,452</b>
<b>Sponsorships</b>		82,889	71,406	71,128	74,714	85,987	84,775	89,359	62,450	59,409	59,389	34,568	96,825	
<b>Interest income</b>		7,364	6,877	5,373	6,397	5,882	9,969	8,309	12,499	8,717	18,279	12,738	708	
<b>Walker registration</b>		9,050	9,050	9,088	10,550	7,275	6,575	7,875	8,650	10,523	11,740	-	-	
	<b>SUBTOTAL</b>	99,303	87,333	85,588	91,661	99,144	101,319	105,543	83,599	78,649	89,408	47,306	97,533	<b>\$ 1,066,386</b>
<b>Operating Expenses</b>		63,119	51,590	39,444	80,175	73,042	59,018	64,772	70,990	64,897	25,722	24,413	30,848	
<b>Walk expenses</b>		13,616	15,144	23,793	15,635	19,975	21,551	21,806	27,711	20,892	15,456	14,011	21,062	
<b>Marketing</b>		4,881	7,639	3,793	8,107	15,544	10,423	7,895	15,529	11,087	11,912	7,716	3,692	
	<b>SUBTOTAL</b>	81,616	74,373	67,030	103,917	108,561	90,992	94,473	114,230	96,876	53,090	46,140	55,602	
<b>Amount for operations</b>		17,687	12,960	18,559	(12,256)	(9,417)	10,327	11,070	(30,631)	(18,227)	36,318	1,166	41,931	<b>\$ 79,487</b>
<b>TOTAL RECEIVED</b>		443,105	404,939	405,977	449,578	378,585	420,597	384,916	412,627	464,731	535,829	392,936	384,251	<b>\$ 5,078,070</b>

# TERRI BRODEUR BREAST CANCER FOUNDATION

## Balance Sheet Prev Year Comparison

As of January 31, 2018

	<u>Jan 31, 18</u>	<u>Jan 31, 17</u>	<u>\$ Change</u>
<b>Merrill Lynch</b>			
Merrill Lynch fmv adj	26,483.51	4,985.29	21,498.22
Merrill Lynch - Other	566,231.04	686,750.20	-120,519.16
<b>Total Merrill Lynch</b>	<u>592,714.55</u>	<u>691,735.49</u>	<u>-99,020.94</u>
People's Checking	26,677.48	137,708.76	-111,031.28
<b>Total Checking/Savings</b>	<u>619,392.03</u>	<u>829,444.25</u>	<u>-210,052.22</u>
Accounts Receivable	1,146.00	1,085.00	61.00
<b>Total Current Assets</b>	<u>620,538.03</u>	<u>830,529.25</u>	<u>-209,991.22</u>
<b>Fixed Assets</b>			
Accumulated Depreciation	-31,085.00	-28,475.00	-2,610.00
Computers	10,905.47	10,905.47	0.00
Web site design	25,858.87	25,858.87	0.00
<b>Total Fixed Assets</b>	<u>5,679.34</u>	<u>8,289.34</u>	<u>-2,610.00</u>
	<u><b>626,217.37</b></u>	<u><b>838,818.59</b></u>	<u><b>-212,601.22</b></u>
<b>TOTAL ASSETS</b>			
<b>Current Liabilities</b>			
Accounts Payable	400,000.00	700,000.00	-300,000.00
<b>Total Current Liabilities</b>	<u>400,208.35</u>	<u>700,000.00</u>	<u>-299,791.65</u>
<b>Total Liabilities</b>	400,208.35	700,000.00	-299,791.65
<b>Equity</b>			
Retained Earnings	61,366.59	59,591.92	1,774.67
Temp. Restricted Net Assets	77,452.00	28,652.02	48,799.98
Net Income	87,190.43	50,574.65	36,615.78
<b>Total Equity</b>	<u>226,009.02</u>	<u>138,818.59</u>	<u>87,190.43</u>
	<u><b>626,217.37</b></u>	<u><b>838,818.59</b></u>	<u><b>-212,601.22</b></u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>			

**TERRI BRODUER BREAST CANCER FOUNDATION, INC.**  
**PROFIT & LOSS PREV YEAR COMPARISON**  
**February 2017 through January 2018**

	<u>Feb '17 - Jan 18</u>	<u>Feb '16 - Jan 17</u>	<u>\$ Change</u>
<b>Donations</b>			
Events	51,750.57	37,656.96	14,093.61
Restricted	43,985.66	54,793.84	-10,808.18
Sponsorships	82,889.00	70,292.00	12,597.00
<b>Total Donations</b>	<u>178,625.23</u>	<u>162,742.80</u>	<u>15,882.43</u>
<b>Fundraising Income</b>			
<b>Total Fundraising Income</b>	248,065.76	225,155.02	22,910.74
<b>Other Income</b>			
Interest Income	7,363.89	6,876.50	487.39
Pasta Dinner	0.00	1,114.00	-1,114.00
Realized Gain / Loss	-150.56	-103.70	-46.86
Unrealized gain on investments	20,853.87	19,813.21	1,040.66
Walk Registration Fee	9,050.00	9,050.00	0.00
<b>Total Other Income</b>	<u>37,117.20</u>	<u>36,750.01</u>	<u>367.19</u>
	463,808.19	424,647.83	39,160.36
<b>Expense</b>			
<b>Fundraising Expenses</b>			
Social Media & Communications	4,881.45	7,639.26	-2,757.81
Pasta Dinner Expense	0.00	1,002.00	-1,002.00
Walk Across Southeastern CT Exp	13,615.57	14,142.32	-526.75
<b>Total Fundraising Expenses</b>	<u>18,497.02</u>	<u>22,783.58</u>	<u>-4,286.56</u>
<b>Operating Expenses</b>			
Bank Charges - Other	1,331.51	5,611.23	-4,279.72
Bank Charges	1,427.57	5,646.55	-4,218.98
Depreciation	2,610.00	5,248.00	-2,638.00
Dues & Subscriptions	2,115.00	865.00	1,250.00
Insurance	3,323.04	3,247.04	76.00
Office expense	4,079.62	3,516.22	563.40
Payroll Taxes	906.33	0.00	906.33
Postage	859.82	1,013.47	-153.65
<b>Salaries/Contracted Labor</b>			
Contract	21,435.00	25,492.50	-4,057.50
Salaries - Other	15,419.63	0.00	15,419.63
<b>Total Salaries</b>	<u>36,854.63</u>	<u>25,492.50</u>	<u>11,362.13</u>
Symposium expenses	0.00	264.00	-264.00
Telecommunications	929.22	927.57	1.65
Walk DVD Expense	2,500.00	0.00	2,500.00
Web-site expenses	4,082.53	4,369.25	-286.72
<b>Total Operating Expenses</b>	<u>63,119.16</u>	<u>51,289.60</u>	<u>11,829.56</u>
<b>Research expenses</b>			
<b>Total Research expenses</b>	<u>295,001.58</u>	<u>300,000.00</u>	<u>-4,998.42</u>
<b>Total Expense</b>	<u>376,617.76</u>	<u>374,073.18</u>	<u>2,544.58</u>