

MEMO

TO: Darryl Mitteldorf
FROM: Sally Yu, Your Part-Time Controller, LLC
DATE: January 21, 2019
SUBJECT: **December 2018 Financial Package for Malecare, Inc**

Attached please find your financial reporting package for the 12 months ended December 31, 2018

- Dashboard as of December 31, 2018
- Public Support Process Chart for the 12 months ended December 31, 2018
- Statements of Financial Position as of December 31, 2018 and December 31, 2017
- Statements of Activities for the 12 months ended December 31, 2018 and December 31, 2017
- Statement of Cash Flows for the 12 months ended December 31, 2018
- Statement of Functional Expenses for the 12 months ended December 31, 2018
- Statement of Functional Expenses for the 12 months ended December 31, 2017
- Rolling Forecast for the year ending 2018
- Net Asset Roll Forward for the 12 months ended December 31, 2018

Summary

Great news! Total revenue and support for the fiscal year ended 2018 was \$152.5k higher than the same point last year (see dashboard on page 1). The cash and cash equivalents at the fiscal year ended 2018 was also \$59.2k higher than the same point last year. Public support ratio to date is 48.3% based on the 5-year average. Net operating gain for the 12 months ended December 2018 was \$61.5k, compared to a net operating loss of (\$174.9k) at the same point last year. Because of the operating surplus, Malecare's net assets at the fiscal year ended 2018 was doubled to \$119.8k.

Statements of Financial Position (page 3)

Cash: The cash balance at the end of December was \$71.5k.
Fixed Assets: There was an equipment purchase of \$2.6k during 2018.
Liabilities: There were no outstanding liabilities at the fiscal year ended 2018 because of Darryl's forgiveness on his employee benefit reimbursement liabilities.
Cash Availability: Financial assets available to meet cash needs for general expenditure within one year is \$71.5k.

Statements of Activities (page 4)

Net operating gain for the 12 months ended December 2018 was \$61.5k, included \$77.5k net assets released from restrictions.

Revenue : - Total support to date is \$176.4k, which is \$134.5k higher than the same point last year.
- Malecare earned \$18.1k program service revenue to date.
Expenses: - Operating expenses to date is \$132.9k, which is \$83.9k lower than the same point last year. Thanks to Darryl's willingness of temporarily reduction to his salary and forgiveness on his employee benefit reimbursement liabilities; Malecare's salary expenses to date is \$86.7k lower than the same point last year.

Statement of Cash Flows (page5)

The net cash increase to date is \$59.2k.

Statements of Functional Expenses (page 6 & 7)

YTD program expense, fundraising expense, and administrative expense contributed 87%, 2%, and 11% of total operating expenses, respectively. Salary expenses to date contributes 53% of overall operating expenses.

Rolling Forecast (page 8)

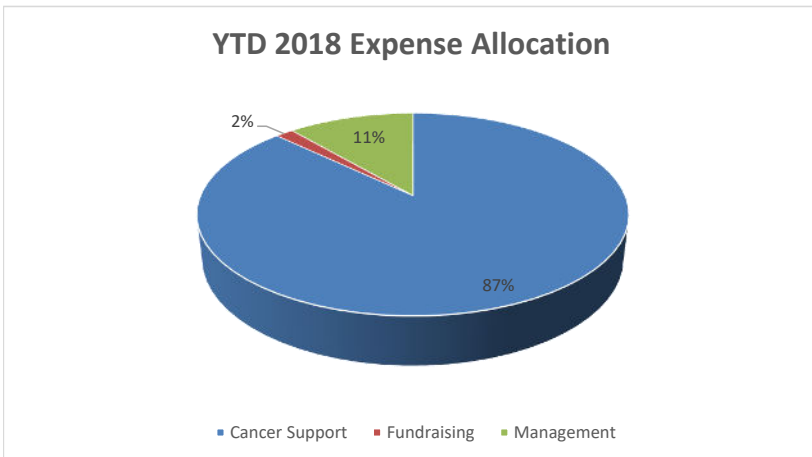
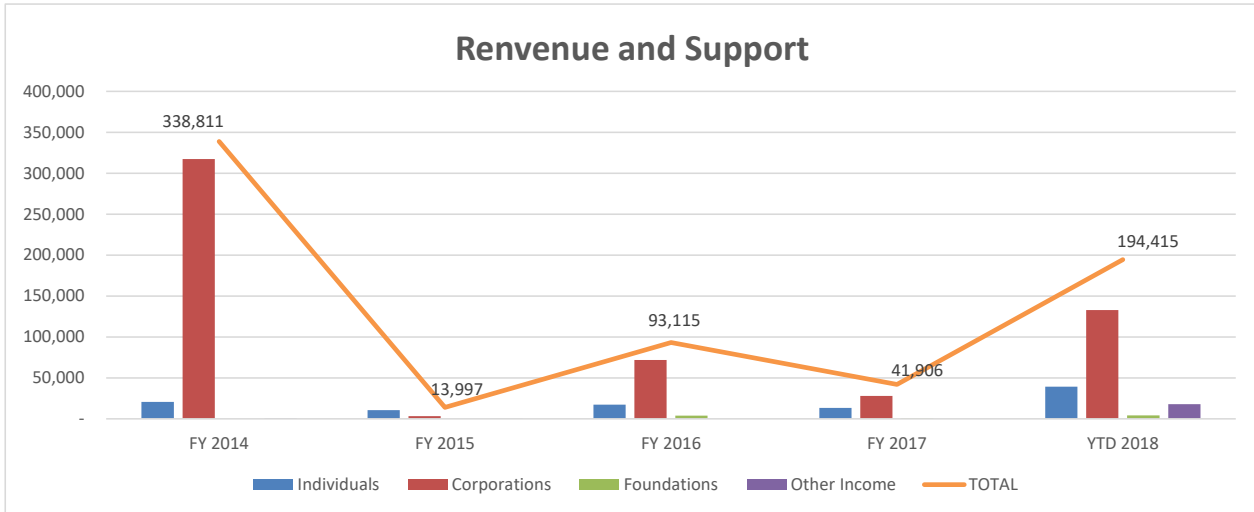
- The revenue and support for the fiscal year ended 2018 was \$194.4k, which was \$30.6k lower than the budget.
- The operating expenses for the fiscal year ended 2018 was \$132.9k which was \$92.8k lower than the budget.
- Net operating gain for the fiscal year ended 2018 was \$61.5k, which was \$62.2k higher than the budget.

Net Asset Roll Forward (NARF) (page 9)

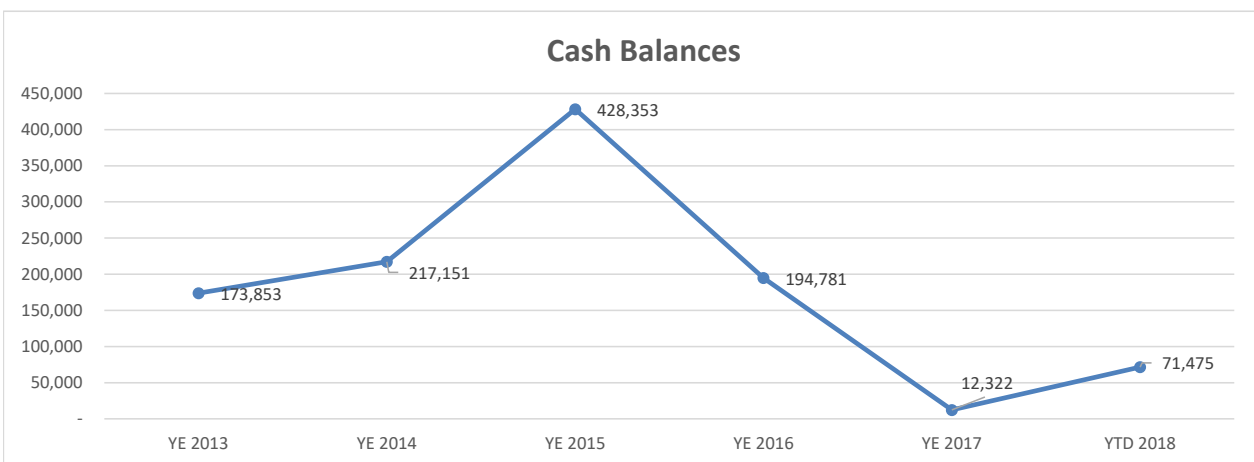
Malecare has total net assets of \$119.8k as of December 31, 2018. Net assets without donor restrictions were \$98.2k and net assets with time restrictions were \$21.6k.

Please feel free to contact me with any questions.

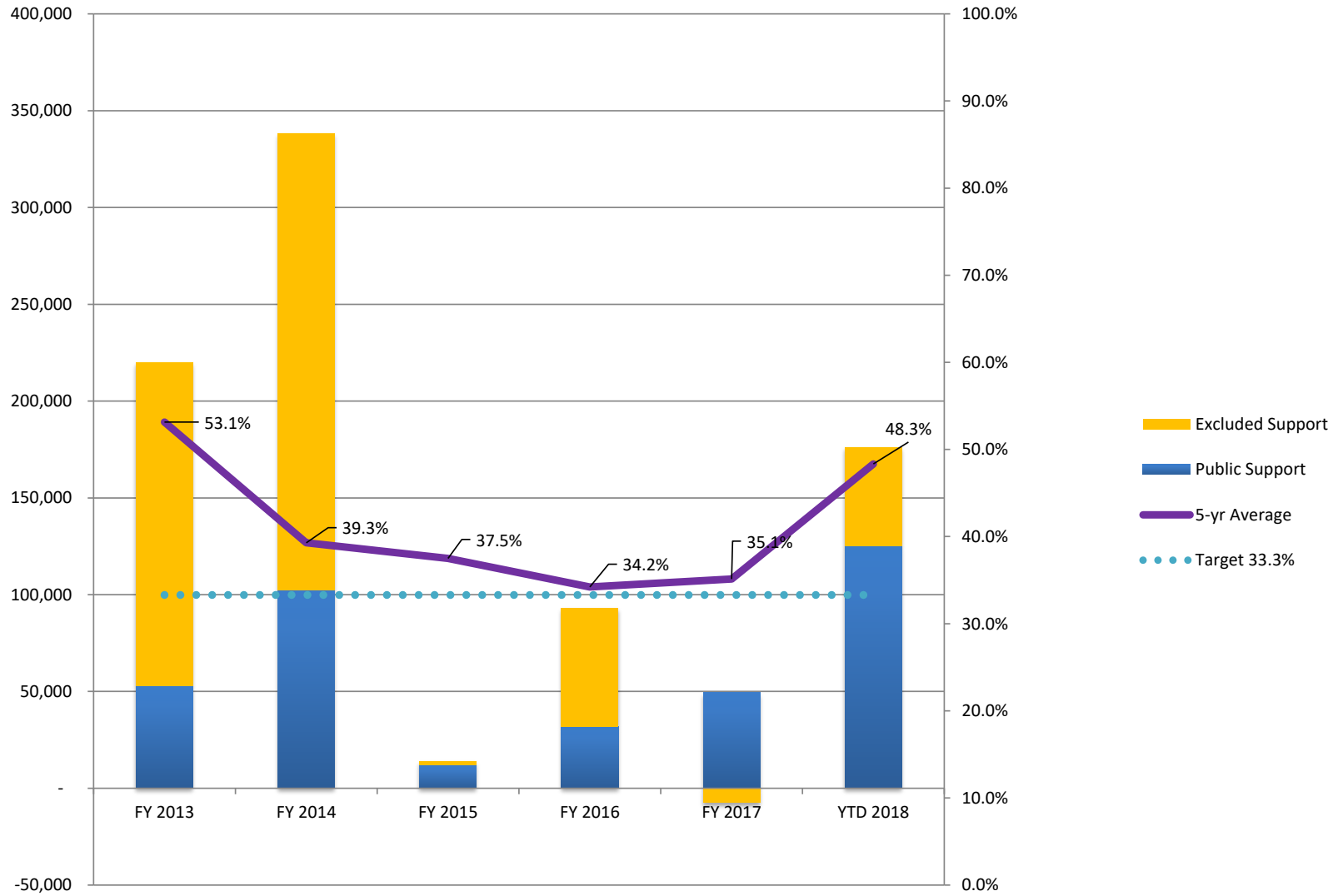
**Malecare, Inc
Dashboard
As of December 31, 2018**



	YTD 2018	% of Total
Cancer Support	\$ 115,771	87%
Fundraising	\$ 2,115	2%
Management	\$ 14,987	11%
Total	\$ 132,874	100%



Malecare, Inc
Public Support Progress Chart
For the 12 months ended December 31, 2018



Malecare, Inc
Statements of Financial Position
As of December 31, 2018 and December 31, 2017

	Dec-18	Dec-17
Assets		
Current Assets:		
Cash & cash equivalents	71,475	12,322
Accounts receivable	21,597	17,028
Prepaid expenses	220	220
Security deposits	1,800	1,800
Subtotal, Current Assets	95,091	31,369
Fixed Assets:		
Equipment	2,595	-
Less: Accumulated depreciation	(72)	-
Trademark	1,300	1,300
Mobile App	37,579	37,579
Less: Accumulated amortization	(16,711)	(9,195)
Subtotal, Fixed Assets	24,691	29,684
Total Assets	119,782	61,053
Liabilities & Net Assets		
Current Liabilities:		
Accrued expenses	-	2,812
Subtotal, Current Liabilities	-	2,812
Total Liabilities	-	2,812
Net Assets:		
Without donor restrictions	98,185	55,741
With donor restrictions	21,597	2,500
Total Net Assets	119,782	58,241
Total Liabilities and Net Assets	119,782	61,053

Cash Availability

Financial assets available for general expenditure, that is, without donor or other restrictions limiting their use, within one year of the balance sheet date, comprise the following:

Cash	\$	71,475
Accounts receivable		21,597
Less contractual or donor-imposed restrictions:		
Restricted by donors with time restrictions		(21,597)
Financial assets available to meet cash needs for general expenditure within one year	\$	71,475

Malecare, Inc
Statements of Activities
For the 12 months ended December 31, 2018 and December 31, 2017

	Without Donor Restrictions	With Donor Restrictions	YTD 2018 Total	YTD 2017 Total
Revenue and Support				
Support:				
Individual contributions	34,811	4,455	39,266	13,295
Corporate contributions	42,846	90,000	132,846	28,111
Foundation contributions	2,109	2,141	4,250	500
Net asset released from restriction	77,500	(77,500)	-	-
Total Support	<u>157,265</u>	<u>19,097</u>	<u>176,362</u>	<u>41,906</u>
Earned Revenue				
Earned income	18,053	-	18,053	-
Total Earned Revenue	<u>18,053</u>	<u>-</u>	<u>18,053</u>	<u>-</u>
Total Revenue and Support	<u>175,318</u>	<u>19,097</u>	<u>194,415</u>	<u>41,906</u>
Expenses				
Program services				
Cancer support	115,771	-	115,771	187,107
Fundraising	2,115	-	2,115	4,203
Management & general admin	14,987	-	14,987	25,478
Total Expenses	<u>132,874</u>	<u>-</u>	<u>132,874</u>	<u>216,788</u>
Net Operating Gain/(Loss)	<u>42,444</u>	<u>19,097</u>	<u>61,541</u>	<u>(174,881)</u>
Net Assets, beginning of year	55,741	2,500	58,241	233,122
Net Assets, end of period	<u>98,185</u>	<u>21,597</u>	<u>119,782</u>	<u>58,241</u>

Malecare, Inc
Statement of Cash Flows
For the 12 months ended December 31, 2018

	2018
Cash flows from operating activities:	
Change in Net Assets	61,541
Adjustments to reconcile the change in net assets to net cash from operating activities	
Depreciation	7,588
Increase (decrease) in cash from operating assets and liabilities:	
Accounts receivable	(4,569)
Accrued expenses	(2,812)
Payroll liabilities	-
Net cash flow from operating activities	61,748
Cash flows from investing activities:	
Equipment	(2,595)
Net cash flow from investing activities	(2,595)
Net increase (decrease) in cash	59,153
Cash, beginning of year	12,322
Cash, end of period	71,475

Malecare, Inc
Statement of Functional Expenses
For the 12 months ended December 31, 2018

	Program Services	Support Services		2018
	Cancer Support	Fundraising	MG&A	TOTAL
Salaries & expenses	63,326	1,407	5,551	70,284
Occupancy	13,985	309	2,064	16,358
Insurance	-	-	878	878
Consulting	730	-	4,293	5,023
Office expenses	1,339	-	2,089	3,428
Conferences	725	-	-	725
Meetings	-	-	-	-
Travel	2,459	-	-	2,459
Advertising & promotions	957	399	-	1,356
Website & IT support	24,579	-	112	24,691
Program supplies & materials	-	-	-	-
Meals & entertainment	85	-	-	85
Public relations	-	-	-	-
Depreciation & amortization	7,588	-	-	7,588
Total Expenses	115,771	2,115	14,987	132,874

Malecare, Inc
Statement of Functional Expenses
For the 12 months ended December 31, 2017

	Program Services	Support Services		2017
	Cancer Support	Fundraising	MG&A	TOTAL
Salaries & expenses	139,531	3,101	14,379	157,011
Occupancy	12,960	288	2,120	15,368
Insurance	-	-	878	878
Consulting	-	-	6,875	6,875
Office expenses	318	-	1,151	1,468
Conferences	266	30	-	295
Meetings	-	-	-	-
Travel	3,383	155	-	3,537
Advertising & promotions	1,702	630	-	2,332
Website & IT support	21,019	-	-	21,019
Program supplies & materials	309	-	-	309
Meals & entertainment	104	-	74	178
Public relations	-	-	-	-
Depreciation & amortization	7,516	-	-	7,516
Total Expenses	187,107	4,203	25,478	216,788

Malecare, Inc
Rolling Forecast
For the year ending 2018

	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	FY 2018	BUDGET	VARIANCE
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL		
Revenue and Support:															
Individual contributions	4,741	330	1,215	120	1,330	1,195	230	625	420	760	330	27,970	39,266	25,000	14,266
Corporate contributions	346	2,200	-	1,400	400	60,000	-	5,000	2,500	46,000	5,000	10,000	132,846	200,000	(67,154)
Foundation contributions	650	-	-	-	-	600	-	1,800	-	-	-	1,200	4,250	-	4,250
Earned income	-	-	-	-	-	-	13,488	-	-	-	-	4,565	18,053	-	18,053
In-kind support	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue and Support	5,737	2,530	1,215	1,520	1,730	61,795	13,718	7,425	2,920	46,760	5,330	43,735	194,415	225,000	(30,585)
Expenses:															
Salaries & expenses	14,085	14,085	14,085	14,085	14,085	14,085	14,085	14,085	14,085	12,928	11,969	(81,374)	70,284	163,650	(93,366)
Occupancy	1,270	1,301	1,270	1,271	1,320	1,421	1,423	1,417	1,417	1,417	1,417	1,417	16,358	15,600	758
Insurance	-	-	220	-	-	220	-	-	220	-	-	220	878	880	(2)
Consulting	-	879	1,680	810	-	-	-	844	-	-	810	-	5,023	5,500	(477)
Office expenses	476	11	107	68	143	120	10	201	77	10	80	2,124	3,428	1,250	2,178
Conferences	280	-	-	295	-	-	-	-	-	-	-	150	725	-	725
Meetings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	1,173	-	804	98	75	42	29	124	44	60	9	2,459	4,000	(1,541)
Advertising & promotions	150	150	150	150	181	160	160	160	(80)	54	78	43	1,356	1,800	(444)
Website & IT support	2,626	3,039	2,816	2,465	2,203	1,969	1,706	1,620	837	1,902	1,586	1,922	24,691	25,000	(310)
Program supplies & materials	-	-	-	-	-	-	-	-	-	-	-	-	-	250	(250)
Meals & entertainment	-	-	-	-	-	-	-	-	-	-	-	85	85	200	(115)
Public relations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Depreciation & amortization	-	-	-	-	-	-	-	-	-	-	-	7,588	7,588	7,500	88
Total Expenses	18,887	20,637	20,328	19,948	18,029	18,049	17,425	18,355	16,679	16,355	15,999	(67,817)	132,874	225,630	(92,756)
NET OPERATING GAIN/(LOSS)	(13,151)	(18,107)	(19,113)	(18,428)	(16,299)	43,746	(3,707)	(10,930)	(13,759)	30,405	(10,669)	111,553	61,541	(630)	62,171
CASH FLOW ADJUSTMENTS:															
Depreciation	-	-	-	-	-	-	-	-	-	-	-	7,588	7,588		
Purchase of office equipment	-	-	-	-	-	-	-	-	-	-	-	(2,595)	(2,595)		
Change in accounts receivable	4,528	2,500	10,000	-	-	(50,000)	-	-	50,000	(45,000)	5,000	18,403	(4,569)		
Change in prepaid expense	-	-	220	-	(878)	220	-	-	220	-	-	220	-		
Change in payables	-	-	-	810	-	(810)	-	-	-	-	810	(810)	-		
Change in accrued expense	2,116	-	-	-	-	2,116	2,116	2,116	2,116	959	-	(14,349)	(2,812)		
Change in payroll liabilities	11,969	11,969	11,969	11,969	11,969	11,969	11,969	11,969	11,969	11,969	11,969	(131,659)	-		
Net cash flow adjustments	18,613	14,469	22,188	12,779	11,091	(36,506)	14,085	14,085	64,304	(32,073)	17,779	(123,202)	(2,388)		
NET CASH FLOW	5,462	(3,638)	3,076	(5,649)	(5,208)	7,241	10,377	3,154	50,545	(1,667)	7,110	(11,650)	59,153		
Beginning Cash	12,322	17,784	14,145	17,221	11,572	6,365	13,605	23,982	27,137	77,682	76,014	83,125	12,322		
ENDING CASH	17,784	14,145	17,221	11,572	6,365	13,605	23,982	27,137	77,682	76,014	83,125	71,475	71,475		

Malecare, Inc
Net Asset Roll Forward
For the 12 months ended December 31, 2018

	Dec-17	Additions (Revenue)	Releases (Expenditures)	Dec-18	Notes
Undesignated	55,741	175,318	(132,874)	98,185	
WITHOUT DONOR RESTRICTIONS	\$ 55,741	\$ 175,318	\$ (132,874)	\$ 98,185	
<u>Donor Restrictions Temporary in Nature:</u>					
<i>Purpose Restrictions:</i>					
Corporations					
Clovis Oncology	2,500	-	(2,500)	-	to support the "Building Prostate Cancer Awareness Among Gay and Bisexual Men"
Pfizer Inc	-	50,000	(50,000)	-	to support 2018 African American Men and Prostate Cancer Project
Sanofi	-	20,000	(20,000)	-	to support "African American Men with Prostate Cancer" program
Foundation Medicine	-	5,000	(5,000)	-	to support Prostate Cancer Test Anxiety Reduction Project
<i>Subtotal, Corporations</i>	2,500	75,000	(77,500)	-	
<i>Time Restrictions:</i>					
Time restricted donations from Corporations	-	15,000	-	15,000	
Time restricted donations from Foundations	-	2,141	-	2,141	
Time restricted donations from Individuals	-	4,455	-	4,455	
<i>Subtotal, Time Restrictions</i>	-	21,597	-	21,597	
Donor Restrictions Temporary in Nature	2,500	96,597	(77,500)	21,597	
				-	
WITH DONOR RESTRICTIONS	\$ 2,500	\$ 96,597	\$ (77,500)	\$ 21,597	
TOTAL NET ASSETS	\$ 58,241	\$ 271,915	\$ (210,374)	\$ 119,782	