FINANCIAL STATEMENTS
YEARS ENDED
JUNE 30, 2015 AND 2014
AND
INDEPENDENT AUDITOR'S REPORT

WALSH & CO.

ACCOUNTANTS & CONSULTANTS

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WALSH & CO.

ACCOUNTANTS & CONSULTANTS

Board of Directors National Tay-Sachs & Allied Diseases Association, Inc. 2001 Beacon Street, Suite 204 Boston, Massachusetts 02135

INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying financial statements of National Tay-Sachs & Allied Diseases Association, Inc. (a non-profit organization), which comprise the statements of financial position as of June 30, 2015 and 2014, and the related statements of activities and changes in net assets, cash flows and functional expenses 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 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 auditor's judgment, including the assessment of the risks of material misstatement in the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization'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 the 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 National Tay-Sachs & Allied Diseases Association, Inc. as of June 30, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

October 9, 2015

Michael J. Walsh,

Milial J. Wall SPA
Certified Public Accountant

STATEMENTS OF FINANCIAL POSITION JUNE 30, 2015 AND 2014

ASSETS:	<u>2015</u>	<u>2014</u>
Current Assets:		
Cash and cash equivalents	\$ 1,023,950	\$ 629,931
Accounts receivable	30,586	30,222
Prepaid expenses	842	
Deposits	900	900
Total current assets	1,056,278	661,053
Property and equipment, net	<u> 17,141</u>	21,771
Total Assets	<u>\$ 1,073,419</u>	\$ 682,824
LIABILITIES AND NET ASSETS:		
Current Liabilities:		
Accounts payable	\$ 15,887	\$ 2,135
Accrued expenses	161,303	165,591
Total Current Liabilities	<u>177,190</u>	167,726
Commitment and contingencies		
Net Assets		
Unrestricted	171,098	158,674
Temporarily restricted	725,131	356,424
Total Net Assets	896,229	515,098
Total Liabilities and Net Assets	<u>\$ 1,073,419</u>	<u>\$ 682,824</u>

\$ 165,817 Totals Temporarily Restricted \$ 165,817 Unrestricted STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS YEARS ENDED JUNE 30, 2015 AND 2014 \$ 121,285 Totals 2015 Temporarily Restricted \$ 121,285 Unrestricted Support: Special events and gifts

Foundations and corporations Mail solicitations and contributions	92,450 154,590	\$ 576,804	92,450 731,394	79,034 79,034 133,481	\$ 272,746	5 103,817 79,034 406,227
Revenue: Quality control fees Sales	35,500 668		35,500 668	33,250 19		33,250 19
Annual conference Membership dues	120,992 3,137		120,992 3,137	111,380		3,685
Chapter dues and assessments Interest and dividend income Net realized/unrealized gains (losses)	1,098		1,098	1,089		1,089
on marketable securities Total Support and Revenue	529,720	576,804	1,106,524	647 528,402	272,746	647 801,148
Net Assets Released from Restrictions: Satisfaction of program restrictions	208,097	(208,097)		262,653	(262,653)	
Total Support and Revenue	737,817	368,707	1,106,524	791,055	10,093	801,148
Expenses: Program services Administrative Fundraising Total Expenses	595,124 45,792 <u>84,477</u> 725,393		595,124 45,792 <u>84,477</u> 725,393	643,448 50,795 90,260 784,503		643,448 50,795 90,260 784,503
Changes in Net Assets	12,424	368,707	381,131	6,552	10,093	16,645
Net Assets, Beginning of year	158,674	356,424	515,098	152,122	346,331	498,453
Net Assets, End of Year	\$ 171,098	\$ 725,131	\$ 896,229	\$ 158,674	\$ 356,424	\$ 515,098

See accompanying notes.

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STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2015 AND 2014

	<u>2015</u>	2014
CASH FLOWS FROM OPERATING ACTIVITIES: Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided by operating activities:	\$ 381,131	\$ 16,645
Depreciation Net realized and unrealized (gains) losses on marketable securities	9,747	8,172
Accounts receivable Prepaid expenses	(364) (842)	(15,519)
Accounts payable Accrued expenses	13,752 (4,288)	998
Net Cash Provided by Operating Activities	399,136	123,845
CASH FLOWS FROM INVESTING ACTIVITIES Proceeds from sale of marketable securities Purchase of fixed assets Net Cook Head in Investing Activities	(5,117)	3,098 (6,104) (3,006)
Net Cash Used in Investing Activities NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(5,117) 394,019	120,839
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	629,931	509,092
CASH AND CASH EQUIVALENTS, END OF YEAR	<u>\$ 1,023,950</u>	<u>\$ 629,931</u>

See accompanying notes.

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2015

Total Expenses \$ 246,152 19,390 7,659	273,201	7,018	3,156	105,732	9,747	52	4,361	13,187	213,225	3,083	734	310	2,231	4,435	3,054	23,951	6,114	25,488	2,374	22,995	945	452,192	\$ 725,393
Total Supporting Services \$ 76,307 6,011	84,541	1,760	1,769		1,950	10	846	13,187		833	233	62	1,447	1,661	2,637	10,928	870	5,242	427	1,676	190	45,728	\$ 130,269
Eundraising \$ 54,153 4,266 1,578	59,997	859	160		975	5	436	13,187		135	62	31	258	1,439	1,738	256	830	2,531	237	1,447	95	24,480	\$ 84,477
Management and <u>General</u> \$ 22,154 1,745	24,544	1,102	1,609		975	5	410			869	171	31	1,189	222	668	10,672	40	2,711	190	229	95	21,248	\$ 45,792
Total Program <u>Services</u> \$ 169,845 13,379 5,436	188,660	5,258	1,387	105,732	7,797	42	3,515		213,225	2,250	501	248	784	2,774	417	13,023	5,244	20,246	1,947	21,319	755	406,464	\$ 595,124
Advocacy \$ 17,231 1,357 502	19,090	197	48		292	2	144			40	19	6	26			77		759	48	456	28	2,145	\$ 21,235
Research \$ 56,615 4,460 1,650	62,725	2,103	512		3,119	16	1,369		170,382	432	200	66	277			820		8,008	237	20,840	302	208,806	\$ 271,531
Education \$ 29,538 2,327 861	32,726	723	284		1,072	9	206		32,250	149	69	34	95			282	4,177	2,784	237	_	104	42,773	\$ 75,499
Family Services \$ 66,461 5,235 2,423	74,119	2,235	543	105,732	3,314	18	1,496		10,593	1,629	213	106	386	2,774	417	11,844	1,067	8,605	1,425	22	321	152,740	\$ 226,859
Salaries Payroll taxes Employee benefits Total salaries and	related expenses	Bank fees	Computer services	Conference	Depreciation	Dues and subscriptions	Equipment rental	Fundraising	Grants	Insurance	License and fees	Miscellaneous	Office expense	Postage and shipping	Printing and reproduction	Professional fees	Publications	Rent	Telephone	Travel and meetings	Utilities		Total Expenses

See accompanying notes. 6.

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2014

Total <u>Expenses</u>	\$ 275,197 22,641 6,465	304,303	4,559	2,848	8,172	775	4,263	257,871	3,006	619	271	2,895	7,452	9,376	13,017	26,085	24,495	5,000	2,646	4,480	1,265	480,200	\$ 784,503
Total Supporting <u>Services</u>	\$ 85,311 7,019 1,871	94,201	1,769	7,040	1,634	375	1,078		2,721	619	54	2,366	3,471	9,222	10,667	3,119	4,899		474	1,294	244	46,854	\$ 141,055
Fundraising	\$ 60,543 4,981 1,328	66,852	349	1,000	817	325	394		36		27	400	3,098	9,202	384	3,119	2,449		263	451	122	23,408	\$ 90,260
Management and <u>General</u>	\$ 24,768 2,038 54 <u>3</u>	27,349	1,420	1,100	817	20	684		2,685	619	27	1,657	373	20	10,283		2,450		211	843	122	23,446	\$ 50,795
Total Program <u>Services</u>	\$ 189,886 15,622 4,594	210,102	2,790	101,105	6,538	400	3,185	257,871	285		217	529	3,981	154	2,350	22,966	19,596	2,000	2,172	3,186	1,021	433,346	\$ 643,448
Advocacy	\$ 16,512 1,358 362	18,232	105		245	15	133		11		∞	286			88		735		63	422	82	2,193	\$ 20,425
Research	\$ 55,039 4,528 1,207	60,774	1,116		2,615	160	1,233	213,463	114		87	99		64	940		7,838		264	2,403	390	230,753	\$ 291,527
Education	\$ 38,528 3,170 845	42,543	383		668	55	464	32,000	39		30	23		22	323	5,120	2,694		264		134	42,450	\$ 84,993
Family <u>Services</u>	\$ 79,807 6,566 2,180	88,553	1,186	101,105	2,779	170	1,355	12,408	121		92	154	3,981	89	666	17,846	8,329	2,000	1,581	361	415	157,950	\$ 246,503
	Salaries Payroll taxes Employee benefits Total salaries and	related expenses	Bank fees	Conference	Depreciation	Dues and subscriptions	Equipment rental	Grants	Insurance	License and fees	Miscellaneous	Office expense	Postage and shipping	Printing and reproduction	Professional fees	Publications	Rent	Scholarship awards	Telephone	Travel and meetings	Utilities		Total Expenses

See accompanying notes.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2015 AND 2014

NOTE 1 - ORGANIZATION

National Tay-Sachs & Allied Diseases Association, Inc. (the "Association) is a not-for-profit, voluntary health and welfare organization. It raises funds to support and implement charitable and educational programs that aid in the detection, treatment and prevention of Tay-Sachs & other related genetic diseases occurring in infants, children and adults. The Association also raises funds to support its family services, research and advocacy programs relating to these rare neurodegenerative genetic disorders. The national offices of the Association are located in Brighton, Massachusetts. In addition, there are active chapters in New York and Pennsylvania, as well as affiliates in Canada and Pennsylvania and a member organization in Florida.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a) Nature of Activities

The Association is supported primarily by donor contributions from the general public, either through direct donations or as a result of the Association's Annual Conference. Accordingly, approximately 86% and 83% of the Association's support and revenues for the years ended June 30, 2015 and 2014, respectively, came from donations from the general public, corporations and foundations.

(b.) Basis of Presentation

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

<u>Unrestricted net assets</u> - Net assets that are not subject to donor-imposed stipulations.

<u>Temporarily restricted net assets</u> - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Fund and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

<u>Permanently Restricted Net Assets</u> – Net assets subject to donor-imposed stipulations that they be maintained permanently by Organization. Generally, the donors of these assets permit the Association to use all or part of the income earned on any related investments for general or specific purposes. No permanently restricted net assets were received or held during 2015 or 2014 and, accordingly, these financial statements do not reflect any activity related to this class of net assets for 2015 or 2014.

(c.) Revenue

The Association reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

(d.) Contributions:

The Association's contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions.

Many individuals volunteer their time and perform a variety of tasks that assist the Association in accomplishing its goals. During the years ended June 30, 2015 and 2014, there were no contributed services meeting the requirements for recognition in the financial statements.

(e.) Property and Equipment:

The Association capitalizes expenditures for property and equipment in excess of \$1,000. Depreciation is computed using the straight-line method. Maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

Property and equipment purchased by the Association are stated at cost. Donations of property and equipment are stated at their estimated fair value at the date of donation and recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

(f.) <u>Income Taxes:</u>

The Association is exempt from Federal income taxes under Internal Revenue Code Section (501)(c)(3) and therefore has made no provision for Federal income taxes. The Association's tax return, form 990, for the years ending 2012, 2013, 2014 and 2015 are subject to examination by the IRS, generally for three years after they are filed. The Association has no unrelated business income.

(g.) Functional Allocation of Expenses:

Directly identifiable expenses are charged to programs and supporting services accordingly. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Association.

(h.) <u>Cash Equivalents</u>

For purposes of the statement of cash flows, the Association considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

(i.) Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. The Association does not charge interest on past due accounts receivable.

(j.) Promises to Give

Contributions are recognized when the donor makes a promise to give to the Association that is, in substance, unconditional. Donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are classified to unrestricted net assets. All promises to give are deemed to be collectible within one year.

(k) Advertising Costs

The Association follows the policy of charging the costs of advertising to expense as incurred.

(l) <u>Estimates:</u>

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 certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(m.) Reclassifications

Certain items in the 2014 financial statements have been reclassified to conform to the current year presentation.

(n.) Marketable Securities

The Association follows the principles of the Accounting Standards Codification for Not-for-Profit Organizations. Donated securities are recorded at their fair market values on the date of donation. Donated securities that are unrestricted as to use are recorded as a contribution in unrestricted net assets. Marketable securities are carried at fair market value in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities.

NOTE 3 – INVESTMENTS

The Organization records investments at market value. Interest income is recorded as earned and dividend income is recorded on the ex-dividend date. Gains or losses on sales of investments and unrealized gains and losses, which result from changes in market value of investments held, are recorded independently in each net asset class.

NOTE 4 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of June 30:

	<u>2015</u>	<u>2014</u>
Computer equipment	\$ 35,063	\$ 29,946
Furniture and fixtures	10,185	10,185
Website	33,767	33,767
	79,015	73,898
Less: Accumulated depreciation	(61,874)	(52,127)
	<u>\$ 17,141</u>	\$ 21,771

NOTE 5 – SPECIAL EVENTS

Net revenues for special events consists of the following:

	<u>2015</u>	<u>2014</u>
Gross revenues, including gifts	\$ 177,360	\$ 239,673
Less: Related expenses	<u>56,075</u>	<u>73,856</u>
	<u>\$ 121,285</u>	<u>\$ 165,817</u>

NOTE 6 - TEMPORARILY RESTRICTED NET ASSETS

The temporarily restricted net assets at June 30 are as follows:

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	<u>2015</u>	<u>2014</u>
Research Initiative	\$ 297,238	\$ 215,671
Jones Fund	14,290	20,290
Madsen Fund	32,632	32,632
Benton Fund	28,106	33,697
Maanas Memorial Fund	11,539	
Katie & Allie Buryk Fund	116,815	
Margolis Fund	12,438	16,225
Baker Fund	338	338
Gottlieb Fund	11,100	6,100
Jacob's Cure - Canavan	7,365	9,475
Connor's Way Fund	115	115
Hoffman Fund	12,610	60
Marion Yanovsky NY Fund	22,990	5,923
Evan Lee Ungerleider Fund	8,856	125
Heringer Family Fund	2,221	
New York Chapter Transfer	124,229	
NTSAD Canada	7,161	11,226
Lord Foundation	10,825	
Other	4,263	4,547
	\$ 725,131	\$ 356,424

NOTE 7 - PROMISES TO GIVE

There were no promises to give at June 30, 2015 and 2014.

NOTE 8 - CONCENTRATION OF CREDIT RISK

The Association maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. Businesses are allowed unlimited coverage for one checking account at a financial institution while other accounts are covered to the FDIC limit of \$250,000. At June 30, 2015 and 2014, the Association's cash balance exceeding FDIC insurance limits amounted to approximately \$151,000 and \$130,000, respectively.

NOTE 9 - RETIREMENT PLAN

On January 1, 2000, the Association established a SIMPLE IRA pension plan, covering all full time employees who earned \$5,000 or more, per year, during any prior year of employment. The Association will contribute a matching contribution to each eligible employee's SIMPLE IRA equal to the employee's salary reduction contributions up to a limit of 1% of the employee's compensation for the calendar year. The Association also contributes 2% of each eligible employee's compensation regardless of whether the employee elects to make a pretax contribution.

Pension plan expense for the years ending June 30, 2015 and 2014 totaled \$4,398 and \$3,475, respectively.

NOTE 10 - COMMITMENTS AND CONTINGENCIES

The Association has awarded grants for research and other services to independent parties in the scientific community before the end of the year. Generally, the grants are paid over one to two years in installments. These grants are not paid if interim progress reports are not submitted as required and no progress or unsatisfactory progress is made after the initial term. The amount of awards granted and not funded representing contingent liabilities at June 30, 2015 and 2014 approximate \$357,000 and \$223,000, respectively. The contingent liability amounts have not been included in the statements of activities. If the work by recipients of the awards is completed satisfactorily in the future, then the amounts paid will reduce net assets.

NOTE 11- LEASE OBLIGATION

As of June 30, 2015, the Association has a lease for the rental of office space for its administrative facilities.

Year Ending	
June 30	Annual Amount
2016	\$ 25,200
2017	4,200
	<u>\$ 29,400</u>

Rent expense for the years ended June 30, 2015 and 2014 was \$25,488 and \$24,495, respectively.

NOTE 11 - FAIR VALUE MEASUREMENTS

The Association reports under the Fair Value Measurements pronouncements of the FASB Accounting Standards Codification, which establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs of valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described below.

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Association has the ability to access.

Level 2 – Inputs to the valuation include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in active markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs at the closing price reported on the active market on which the individual securities are traded.

Following is a description of the valuation methodologies used for assets measured at fair value. There has been no change in the methodology used at June 30, 2015 and 2014.

Cash or cash equivalent including money market funds: Valued at acquisition cost. Marketable securities: valued at market.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Association believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth by level, with the fair value hierarchy, the Association's assets at fair value.

Assets at fair value as of June 30, 2015 (In thousands)

Level 1

Cash and cash equivalents

\$ 1,024

Assets at fair value as of June 30, 2014 (In thousands)

Level 1

Cash and cash equivalents

\$ 630

Valuation and Income Recognition

The Association's cash and cash equivalents and marketable securities as of June 30, 2015 and 2014 are stated at fair value.

NOTE 12 - SUBSEQUENT EVENTS

Association management has evaluated all subsequent events through October 9, 2015, the date the financial statements were available to be issued. There are no subsequent events that require adjustment to or disclosure in the financial statements.

NOTE 13 -TRANSFER OF ASSETS FROM NEW YORK CHAPTER

The New York Chapter, National Tay-Sachs & Allied Diseases Association New York Area, Inc. transferred approximately \$124,000 of funds to the Association during the year ended June 30, 2015.