FINANCIAL STATEMENTS
YEARS ENDED
JUNE 30, 2017 AND 2016
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, 2017 and 2016, 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, 2017 and 2016, 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.

December 19, 2017

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STATEMENTS OF FINANCIAL POSITION JUNE 30, 2017 AND 2016

ASSETS:	<u>2017</u>	<u> 2016</u>
Current Assets:		
Cash and cash equivalents	\$ 1,013,609	\$ 902,557
Accounts receivable	36,395	67,656
Prepaid expenses	380	4,795
Deposits	900	900
Total current assets	1,051,284	975,908
Property and equipment, net	2,298	5,381
Total Assets	<u>\$1,053,582</u>	\$ 981,289
LIABILITIES AND NET ASSETS: Current Liabilities: Accounts payable Accrued expenses Total Current Liabilities Commitment and contingencies	\$ 863 49,891 50,754	\$ 22,961 53,456 76,417
Net Assets		
Unrestricted	155,688	142,536
Temporarily restricted	<u>847,140</u>	<u>762,336</u>
Total Net Assets	1,002,828	904,872
Total Liabilities and Net Assets	<u>\$ 1,053,582</u>	<u>\$ 981,289</u>

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS $\frac{\text{YEARS ENDED JUNE 30, 2017 AND 2016}}{2017}$

£	<u>l otals</u>	\$ 97,536 44,800	595,746	,	31,500	158,277	2.852	932,110		932,110		771,963	102,307	923,467	8,643	896,229	\$ 904,872
2016 Temporarily	Kestricted	6	\$ 416,008					416,008	(378,803)	37,205					37,205	725,131	\$ 762,336
	Omestricted	\$ 97,536 44,800	1/9,/38	21 500	1 399	158,277	2,852	516,102	378,803	894,905		771,963	102,307	923,467	(28,562)	171,098	\$ 142,536
Totale	1 Otals	\$ 107,128 71,800	4/3,8/0	030	35	146,782	6,770	809,635		809,635		579,885 45.459	86,335	711,679	92,956	904,872	\$ 1,002,828
2017 Temporarily Restricted	יייייייייייייייייייייייייייייייייייייי	\$ 214 676	\$ 514,370					314,576	(229,772)	84,804					84,804	762,336	\$ 847,140
I Inrestricted		\$ 107,128 71,800	101,294	1 250	35	146,782	6,770	495,059	229,772	724,831		579,885 45,459	86,335	711,679	13,152	142,536	\$ 155,688
	Support:	Special events and gifts Foundations and corporations Mail solicitations and contributions	MAGIN SOLICITATIONS AND COURTOURS	Revenue: Onality control fees	Sales	Annual conference	Memors sup dues Interest and dividend income		Net Assets Released from Restrictions: Satisfaction of program restrictions	Total Support and Revenue	Expenses:	Program services Administrative	Fundraising	Total Expenses	Changes in Net Assets	Net Assets, Beginning of year	Net Assets, End of Year

See accompanying notes.

STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2017 AND 2016

	<u>2017</u>	<u>2016</u>
CASH FLOWS FROM OPERATING ACTIVITIES: Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided by operating activities:	\$ 97,956	\$ 8,643
Depreciation	4,001	11,760
Accounts receivable	31,261	(37,070)
Prepaid expenses	4,415	(3,953)
Accounts payable	(22,098)	7,074
Accrued expenses	(3,565)	_(107,847)
Net Cash Provided by (Used in) Operating Activities	111,970	(121,393)
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of fixed assets Net Cash Used in Investing Activities	(918) (918)	
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	111,052	(121,393)
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	902,557	_1,023,950
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 1,013,609	\$ 902,557

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2017

	Total	Expenses	\$ 254,498	19,926	13,908	288,332	9 554	1 990	119,133	4,001	1,425	4,155	12,127	192,639	3,303	296	2,692	2,918	3,193	859	16,760	9,591	26,218	4,500	3,129	4,272	793	423,347		\$ 711,679
Total	Supporting	Services	\$ 78,895	6,177	3,932	89,004	1,600	318	1	640	575	999	12,127		528	296	501	467	2,508	658	14,897	350	5,244		563	695	158	42,790	, ,	\$ 131,794
		Fundraising	\$ 55,990	4,384	3,388	63,762	1.136	239	1	480	150	499	12,127		396			350			3,594	350	2,622		313	238	79	22,573	1 0 0 0	\$ 86,335
Management	and	General	\$ 22,905	1,793	544	25,242	464	79		160	425	166			132	296	501	117	2,508	959	11,303		2,622		250	457	62	20,217	6	\$ 45,459
Total	Program	Services	\$ 175,603	13,749	9.676	199,328	7,954	1,672	119,133	3,361	850	3,490		192,639	2,775		2,191	2,451	985		1,863	9,241	20,974	4,500	2,566	3,577	635	380,557	900 000	\$ 5/9,885
		Advocacy	\$ 17,815	1,395	423	19,633	284	09		120		125			66			88			189		286					2,533	-	\$ 77,100
		Research	\$ 66,169	5,181	1,570	72,920	3,693	176		1,561	850	1,620		170,065	1,289			1,138			702		8,390		313	2,180	254	192,831	120 200	\$ 203,731
		Education	\$ 25,450	1,992	2,056	29,498	663	139		280		291		6,268	231			204			270	9,241	2,884		313	247	87	21,118	212020	\$ 50,010
	Family	Services	\$ 66,169	5,181	5,927	77,277	3,314	<i>L</i> 69	119,133	1,400		1,454		16,306	1,156		2,191	1,021	685		702		8,914	4,500	1,878	454	270	164,075	¢ 241 252	\$ 241,332
			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	Scholarship awards	Telephone	Travel and meetings	Utilities		Total Evnences	i otal expelises

See accompanying notes. 6.

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2016

Total Expenses	\$ 260,712 20,551 14,569	295,832	9,831 2,360	11,760	5,005	15,894	3,129	639	277	3,617	5,879	2,536	32,222	8,720	25,528	5,500	2,762	3,719	950	627,635	\$ 923,467
Total Supporting <u>Services</u>	\$ 86,035 6,782 4,781	97,598	2,019	2,352	970	15,894	1,103	197	26	1,623	4,997	681	15,417	489	5,106		498	629	190	53,906	\$ 151,504
Fundraising	\$ 62,571 4,932 3,477	70,980	977	1,176	501	15,894	253	55	28	428	4,703	214	3,478	489	2,553		276		95	31,327	\$ 102,307
Management and <u>General</u>	\$ 23,464 1,850 1,304	26,618	1,042	1,176	469		850	142	28	1,195	294	467	11,939		2,553		222	629	95	22,579	\$ 49,197
Total Program <u>Services</u>	\$ 174,677 13,769 9,788	198,234	7,812 871 134.786	9,408	4,035	351,545	2,026	442	221	1,994	882	1,855	16,805	8,231	20,422	5,500	2,264	3,090	092	573,729	20,193 \$ 771,963 See accompanying notes. 7.
Advocacy	\$ 15,643 1,233 869	17,745	293	353	166		76	16	&	29			75		992		55	482	29	2,448	\$ 20,193 See accomp
Research	\$ 59,964 4,727 3,332	68,023	3,125 348	3,763	1,570	311,002	810	177	68	735			794	49	8,169		276	2,608	304	334,131	\$ 402,154
Education	\$ 28,678 2,260 1,594	32,532	1,074	1,294	582	26,500	279	61	30	247			273	7,106	2,808		276		104	40,861	\$ 73,393
Family Services	\$ 70,392 5,549 3,993	79,934	3,320 370 134,786	3,998	1,717	14,043	861	188	94	945	882	1,855	15,663	1,076	8,679	5,500	1,657		323	196,289	\$ 276,223
	Salaries Payroll taxes Employee benefits Total salaries and	related expenses	Bank fees Computer services 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

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2017 AND 2016

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 is an active chapter in 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 81% and 79% of the Association's support and revenues for the years ended June 30, 2017 and 2016, 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 2017 or 2016 and, accordingly, these financial statements do not reflect any activity related to this class of net assets for 2017 or 2016.

(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.) <u>Contributions:</u>

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, 2017 and 2016, 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 Section 501(c)(3) of the Internal Revenue Code and applicable state law. The accounting standard on accounting for uncertainty in income taxes addresses determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Association may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. There are no unrecognized tax benefits identified or recorded as liabilities for the years ended June 30, 2017 and 2016.

The Association's tax returns, form 990, for the years ending 2014, 2015, 2016 and 2017 are subject to examination by the IRS, generally for three years after they are filed.

(g.) <u>Functional Allocation of Expenses:</u>

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.

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

(m.) Reclassifications

Certain items in the 2016 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>2017</u>	<u>2016</u>
Computer equipment	\$ 35,981	\$ 35,063
Furniture and fixtures	10,185	10,185
Website	<u>33,767</u>	33,767
	79,933	79,015
Less: Accumulated depreciation	(77,635)	_(73,634)
-	<u>\$ 2,298</u>	<u>\$ 5,381</u>

NOTE 5 – SPECIAL EVENTS

Net revenues for special events consists of the following:

	<u>2017</u>	<u>2016</u>
Gross revenues, including gifts	\$ 164,149	\$ 154,407
Less: Related expenses	<u>57,021</u>	56,871
-	<u>\$ 107,128</u>	<u>\$ 97,536</u>

NOTE 6 - TEMPORARILY RESTRICTED NET ASSETS

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

	<u>2017</u>	<u>2016</u>
Research Initiative	\$ 242,411	\$ 233,471
Jones Fund	8,399	7,815
Emma's Fund	21,646	
Madsen Fund	33,020	32,782
Benton Fund	20,955	24,981
Maanas Memorial Fund	10,017	6,922
Katie & Allie Buryk Fund	233,448	175,108
Margolis Fund	17,130	15,710
Baker Fund	1,288	338
Gottlieb Fund	10,900	10,650
Jacob's Cure - Canavan	11,168	7,365
Connor's Way Fund	115	115
Hoffman Fund	15,948	14,823
Marion Yanovsky NY Fund	124,184	144,403
Evan Lee Ungerleider Fund	11,737	10,482
Heringer Family Fund	14,373	10,552
Vera Pestochinsky Fund	53,485	53,255
NTSAD Canada	7,161	7,161
Lord Foundation	5,375	2,125
Other	4,380	4,278
	<u>\$ 847,140</u>	<u>\$ 762,336</u>

NOTE 7 - PROMISES TO GIVE

There were no promises to give at June 30, 2017 and 2016.

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, 2017 and 2016, the Association's cash balance exceeding FDIC insurance limits amounted to approximately \$264,000 and \$152,000, 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, 2017 and 2016 totaled \$6,040 and \$3,135, 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, 2017 and 2016 approximate \$465,000 and \$410,000, 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, 2017, the Association has a lease for the rental of office space for its administrative facilities.

<u>Annual Amount</u>
\$ 26,350
26,650
4,450
<u>\$ 57,450</u>

Rent expense for the years ended June 30, 2017 and 2016 was \$26,218 and \$25,528, 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, 2017 and 2016.

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, 2017 (In thousands)

Level 1

Cash and cash equivalents

\$ 1,014

Assets at fair value as of June 30, 2016 (In thousands)

Level 1

Cash and cash equivalents

\$ 903

Valuation and Income Recognition

The Association's cash and cash equivalents and marketable securities as of June 30, 2017 and 2016 are stated at fair value.

NOTE 12 - SUBSEQUENT EVENTS

Association management has evaluated all subsequent events through December 19, 2017, 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.