

National Eczema Association  
Financial Dashboard  
January - June 2020

Key Financial Health Indicators		June 30, 2020	
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Liquid unrestricted reserve:			
Unrestricted Net Assets		4,842,685	
Noncurrent assets		(715,541)	
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Liquid unrestricted reserve		4,127,144	
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Average monthly total expenses		298,269	
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Liquid unrestricted reserve in months		13.8	
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Key Performance Indicators			
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YTD Change in:			
Unrestricted Net Assets		570,191	
Temporarily Restricted Net Assets		100	
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Total Net Assets		570,291	
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Key Stewardship Indicators			
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Overhead:			
Administration expenses		107,793	6.0%
Fundraising expenses		201,164	11.2%
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Total supporting expenses		308,957	
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Support and Education		620,845	34.7%
Awareness		433,733	24.2%
Research		426,080	23.8%
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Total program expenses		1,480,659	82.7%
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Total expenses		1,789,616	100.0%
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Overhead ratio		17.3%	
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Cash & Investment Allocation			
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Checking & Money Market Accounts		1,149,648	22.3%
US Treasury Bills & Notes		2,936,708	56.9%
Fixed Income		251,008	4.9%
Equities		824,758	16.0%
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		5,162,121	100.0%
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National Eczema Association  
Statement of Financial Position  
As of June 30, 2020

	30-Jun-20			31-Dec-19	\$ Change	% Change
	Unrestricted	Restricted	Total	Total		
<b>Assets</b>						
Current Assets						
Cash & Cash Equivalents	3,985,555.93	100,800.00	4,086,355.93	2,620,576.69	1,465,779.24	55.9%
Fixed Income & Equity Investments	1,075,765.15		1,075,765.15	1,475,734.33	(399,969.18)	-27.1%
Program Receivables	0.00		0.00	322,646.43	(322,646.43)	-100.0%
Prepaid Expenses	13,135.25		13,135.25	11,686.73	1,448.52	12.4%
Total Current Assets	5,074,456.33	100,800.00	5,175,256.33	4,430,644.18	744,612.15	16.8%
Noncurrent Assets						
Deposits	11,600.00		11,600.00	11,600.00	0.00	0.0%
Program Receivables-Long Term	0.00		0.00	0.00	0.00	
Leasehold Interest, Net	651,116.00		651,116.00	704,661.00	(53,545.00)	
Fixed Assets, Net	52,825.31		52,825.31	52,825.31	0.00	0.0%
Total Noncurrent Assets	715,541.31	0.00	715,541.31	769,086.31	(53,545.00)	-7.0%
Total Assets	5,789,997.64	100,800.00	5,890,797.64	5,199,730.49	691,067.15	13.3%
<b>Liabilities</b>						
Accounts Payable	8,396.40		8,396.40	26,463.58	(18,067.18)	-68.3%
Accrued Vacation	0.00		0.00	45,411.69	(45,411.69)	-100.0%
Payroll Related Payables	0.00		0.00	0.00	0.00	
Payroll Protection Loan	287,800.00		287,800.00	0.00	287,800.00	
Deferred Revenue	0.00		0.00	50,000.00	(50,000.00)	
Lease Obligation - Current	74,958.00		74,958.00	128,503.00	(53,545.00)	
Total Current Liabilities	371,154.40	0.00	371,154.40	250,378.27	120,776.13	48.2%
Lease Obligation - Long Term	576,158.00		576,158.00	576,158.00	0.00	
Total Liabilities	947,312.40	0.00	947,312.40	826,536.27	120,776.13	14.6%
<b>Net Assets</b>						
Unrestricted Net Assets - Beginning of Year	4,272,494.22		4,272,494.22	3,401,365.65	871,128.57	25.6%
Restricted Net Assets - Beginning of Year		100,700.00	100,700.00	0.00	100,700.00	
Change in Net Assets	570,191.02	100.00	570,291.02	971,828.57	(401,537.55)	-41.3%
Total Net Assets	4,842,685.24	100,800.00	4,943,485.24	4,373,194.22	570,291.02	13.0%
Total Liabilities and Net Assets	5,789,997.64	100,800.00	5,890,797.64	5,199,730.49	691,067.15	13.3%

National Eczema Association  
Statement of Activities  
Year to Date as of June 30, 2020

	Unrestricted	Temporarily Restricted	Total
Support and Revenue			
4000 Contributions	77,428.70	100.00	77,528.70
4100 Grants	0.00	0.00	0.00
4200 Corporate Sponsorship	1,280,260.00	0.00	1,280,260.00
4400 Fundraising Events - Income	0.00		0.00
5000 Conference Forum Live Events	181,076.75		181,076.75
5050 Seal of Acceptance Income	732,794.80		732,794.80
5100 Publications	54,481.03		54,481.03
5300 Brochures	1,054.00		1,054.00
5900 Other Income	0.00		0.00
4900 Net Assets Released From Restrictions	0.00	0.00	0.00
Total Operating Support and Revenue	2,327,095.28	100.00	2,327,195.28
5200 Interest & Dividends	26,005.31		26,005.31
5210 Realized Gains (Losses)	123,353.41		123,353.41
5220 Unrealized Gains (Losses)	(116,647.08)		(116,647.08)
Total Investment Income	32,711.64	0.00	32,711.64
Total Support and Revenue	2,359,806.92	100.00	2,359,906.92
Expenses			
Administration	107,793.02		107,793.02
Fundraising	201,164.14		201,164.14
Support and Education	620,844.81		620,844.81
Awareness	433,733.45		433,733.45
Research	426,080.48		426,080.48
Total Expenses	1,789,615.90	0.00	1,789,615.90
Change in Net Assets	570,191.02	100.00	570,291.02
Net Assets - Beginning	4,272,494.22	100,700.00	4,373,194.22
Net Assets - Ending	4,842,685.24	100,800.00	4,943,485.24

National Eczema Association  
Budget vs. Actual  
January - June 2020

	Actual Jan - Jun 2020	Annual Budget	Remaining Budget \$	% of Budget Achieved
Support and Revenue				
4000 Contributions				
4000-1 General Donations	41,429	300,000	(258,571)	13.8%
4000-2 Major Donors	36,000	100,000	(64,000)	36.0%
4100 Grants	0	100,000	(100,000)	
4200 Corporate Sponsorship	1,280,260	2,210,000	(929,740)	57.9%
4400 Fundraising Events - Income	0	25,000	(25,000)	
5000 Conference Forum Live Events	181,077	345,000	(163,923)	52.5%
5050 Seal of Acceptance Income	732,795	1,400,000	(667,205)	52.3%
5100 Publications	54,481	350,000	(295,519)	15.6%
5200 Interest & Dividends	26,005	0	26,005	
5210 Realized Gain/Loss	123,353	0	123,353	
5220 Unrealized Gain/Loss	(116,647)	0	(116,647)	
5300 Brochure Sales	1,054	0	1,054	
5900 Other Income	0	50,000	(50,000)	
Total Support and Revenue	2,359,807	4,880,000	(2,520,193)	48.4%
Expenses				
6000 Research Grants	63,757	374,030	(310,273)	17.0%
6010 Research Expenses	5,963	33,200	(27,237)	18.0%
6100 Scholarships	0	60,000	(60,000)	0.0%
7000 Salaries	863,564	1,970,500	(1,106,936)	43.8%
7010 Payroll Taxes	75,622	167,500	(91,878)	45.1%
7020 Medical Benefits	52,070	167,500	(115,430)	31.1%
7025 Vacation Benefits	0	-		
7030 Retirement Benefits	104,643	295,575	(190,932)	35.4%
7040 Workers Compensation Benefits	3,537	16,755	(13,218)	21.1%
7100 Legal & Professional Fees	4,114	50,000	(45,886)	8.2%
7110 Accounting & Tax Preparation	17,961	80,000	(62,039)	22.5%
7120 Audit Fees	4,000	5,000	(1,000)	80.0%
7140 Technology Services	69,705	119,969	(50,264)	58.1%
7150 Temporary Services	61	15,000	(14,939)	0.4%
7160 Seal of Acceptance Reviews	0	10,000	(10,000)	0.0%
7190 Health Advocacy Partners	0	-	0	
7191 Outside Agencies/Consultants	24,911	150,000	(125,089)	16.6%
7200 Payroll Processing Fees	11,247	20,000	(8,753)	56.2%
7300 Rent	64,038	128,075	(64,037)	50.0%
7305 Moving Expenses	0	0	0	
7310 Utilities	0	0	0	
7400 Insurance	7,247	13,000	(5,754)	55.7%
7500 Office Supplies	4,866	10,000	(5,134)	48.7%
7550 Expendable Equipment	3,373	10,000	(6,627)	33.7%
7600 Telephone & Internet	0	-	0	
7700 Postage & Shipping	11,352	50,000	(38,648)	22.7%
7800 Printing & Publications	39,080	180,000	(140,920)	21.7%
7900 Equipment Repair & Maintenance	1,192	-	1,192	
8000 Travel & Lodging	15,806	220,000	(204,194)	7.2%
8100 Programs	294,857	1,312,900	(1,018,043)	22.5%
8200 Social Media/Audio Visual	0	0	0	
8300 Other Taxes & Licenses, & Fees	32,005	50,000	(17,995)	64.0%
8400 Dues & Subscriptions	5,419	18,000	(12,581)	30.1%
8500 Bank Charges	7,419	15,000	(7,581)	49.5%
8600 Depreciation	0	0	0	
8900 Recruiting & Development	1,807	0	1,807	
Total Expenses	1,789,616	5,542,004	(3,752,388)	32.3%
Change in Net Assets	570,191	(662,004)	1,232,195	

National Eczema Association  
Revenue & Expenses  
January - June 2020 vs 2019

	30-Jun-20	30-Jun-19	\$ Change	% Change
Support and Revenue				
4000 Contributions	77,529	83,988	(6,459)	-8%
4100 Grants	0	0	-	
4200 Corporate Sponsorship	1,280,260	1,048,005	232,255	22%
4400 Fundraising Events - Income	0	71	(71)	
5000 Forum Registration Fees	181,077	344,053	(162,976)	-47%
5050 Seal of Acceptance Income	732,795	383,320	349,475	91%
5160 Reimbursable Expenses	0	0	-	
5100 Publications	54,481	141,258	(86,777)	-61%
5200 Interest & Dividends	26,005	19,680	6,325	32%
5220 Realized & Unrealized Gain (Loss)	6,706	183,627	(176,921)	-96%
5300 Brochures	1,054	714	340	48%
5900 Other Income	0	3,000	(3,000)	
Total Support and Revenue	2,359,907	2,207,716	152,191	7%
Expenses				
6000 Research Grants	63,757	21,656	42,101	194%
6010 Research Expenses	5,963	8,453	(2,490)	-29%
6100 Scholarships	0	0	-	
7000 Salaries	863,564	694,071	169,493	24%
7010 Payroll Taxes	75,622	57,531	18,091	31%
7020 Medical Benefits	52,070	41,852	10,218	24%
7025 Vacation Benefits	0	0	-	
7030 Retirement Benefits	104,643	70,143	34,500	49%
7040 Workers Compensation Insurance	3,537	6,653	(3,116)	-47%
7100 Legal & Professional Fees	4,114	4,588	(474)	-10%
7110 Accounting & Tax Preparation	17,961	12,675	5,286	
7120 Audit Fees	4,000	3,900	100	3%
7140 Website/Social Media/Database	69,705	51,381	18,324	36%
7150 Temporary Services	61	4,630	(4,569)	-99%
7160 Seal of Acceptance Reviews	0	591	(591)	
7190 Health Advocacy Partners	0	0	-	
7191 Other Services	24,911	38,427	(13,516)	-35%
7200 Payroll Processing Fees	11,247	12,308	(1,061)	-9%
7300 Rent	64,038	49,473	14,565	29%
7305 Moving Expenses	0	0	-	
7310 Utilities	0	0	-	
7400 Insurance	7,247	6,638	609	9%
7500 Office Supplies	4,866	1,961	2,905	148%
7550 Expendable Equipment	3,373	7,899	(4,526)	-57%
7600 Telephone & Internet	0	0	-	
7700 Postage & Shipping	11,352	8,711	2,641	30%
7800 Printing & Publications	39,080	32,622	6,458	20%
7900 Equipment Repair & Maintenance	1,192	1,349	(157)	-12%
8000 Travel & Lodging	15,806	60,648	(44,842)	-74%
8100 Programs	294,857	272,743	22,114	8%
8200 Social Media/Audio Visual	0	0	-	
8300 Other Taxes & Licenses, & Fees	32,005	50,117	(18,112)	-36%
8400 Dues & Subscriptions	5,419	4,696	723	15%
8500 Bank Charges	7,419	3,389	4,030	119%
8600 Depreciation	0	0	-	
8900 Recruiting & Development	1,807	2,620	(813)	-31%
Total Expenses	1,789,616	1,531,725	257,891	17%
Change in Net Assets	570,291	675,991	(105,700)	-16%

National Eczema Association  
Statement of Cash Flows  
January - June 2020

	<u>Total</u>
OPERATING ACTIVITIES	
Net Asset Change Unrestricted	570,191.02
Net Asset Change Restricted	100.00
Adjustments to reconcile Net Asset Changes to Net Cash Increase (Decrease):	
1020 Fixed Income & Equity Investments	399,969.18
1050 Program Receivables	322,646.43
1200 Prepaid Expenses	(1,448.52)
Deposits	0.00
1400 Furniture and Equipment	0.00
1410 Accumulated Depreciation	0.00
1600 Leasehold Interest	53,545.00
2000 Accounts Payable	(18,067.18)
2020 Retirement Payable	0.00
2100 Accrued Vacation	(45,411.69)
2150 Payroll Related Payables	0.00
2300 Deferred Revenue	(50,000.00)
2350 Payroll Protection Loan	287,800.00
2200 Lease Obligation - Current	(53,545.00)
2400 Lease Obligation - Long Term	0.00
Net Cash Increase (Decrease) For Period	<u><u>1,465,779.24</u></u>
Cash & Equivalents At Beginning of Period	(2,620,576.69)
Cash & Equivalents At End of Period	<u><u>4,086,355.93</u></u>
Net Cash Increase (Decrease) For Period	<u><u>1,465,779.24</u></u>

0.00

National Eczema Association  
Expense Analysis  
January - June 2020

	10	11	20 Support and	30	40	TOTAL
Expenses	Administration	Fundraising	Education	Awareness	Research	
6000 Research Grants	0	0	0	0	63,757	63,757
6010 Research Expenses	0	0	0	0	5,963	5,963
6100 Scholarships	0	0	0	0	0	0
7000 Salaries	51,814	120,899	259,069	241,798	189,984	863,564
7010 Payroll Taxes	4,537	10,587	22,686	21,174	16,637	75,622
7020 Medical Benefits	3,124	7,290	15,621	14,580	11,455	52,070
7025 Vacation Benefits	0	0	0	0	0	0
7030 Retirement Benefits	6,279	14,650	31,393	29,300	23,021	104,643
7040 Workers Compensation Benefits	3,537	0	0	0	0	3,537
7100 Legal & Professional Fees	4,114	0	0	0	0	4,114
7110 Accounting & Tax Preparation	17,961	0	0	0	0	17,961
7120 Audit Fees	4,000	0	0	0	0	4,000
7130 Fundraising Services	0	0	0	0	0	0
7140 Website/Social Media/Database	0	0	69,705	0	0	69,705
7150 Temporary Services	4	9	18	17	13	61
7160 Seal of Acceptance Reviews	0	0	0	0	0	0
7190 Health Advocacy Partners	0	0	0	0	0	0
7191 Outside Services	0	0	12,455	12,455	0	24,911
7200 Payroll Processing Fees	675	1,575	3,374	3,149	2,474	11,247
7300 Rent	3,842	8,965	19,211	17,931	14,088	64,038
7305 Moving Expenses	0	0	0	0	0	0
7310 Utilities	0	0	0	0	0	0
7400 Insurance	435	1,015	2,174	2,029	1,594	7,247
7500 Office Supplies	292	681	1,460	1,362	1,070	4,866
7550 Expendable Equipment	202	472	1,012	945	742	3,373
7600 Telephone & Internet	0	0	0	0	0	0
7700 Postage & Shipping	0	2,043	9,081	114	114	11,352
7800 Printing, publications and graphic design	1,172	2,736	12,896	9,379	12,896	39,080
7900 Equipment Repair & Maintenance	36	83	393	286	393	1,192
8000 Travel & Lodging	316	316	8,851	1,581	4,742	15,806
8100 Programs	0	0	147,429	73,714	73,714	294,857
8200 Social Media/Audio Visual	0	0	0	0	0	0
8300 Other Taxes & Licenses, & Fees	3,201	28,805	0	0	0	32,005
8400 Dues & Subscriptions	0	0	1,788	1,843	1,788	5,419
8500 Bank Charges	445	1,039	2,226	2,077	1,632	7,419
8600 Depreciation	0	0	0	0	0	0
8900 Recruiting & Development	1,807	0	0	0	0	1,807
Uncategorized Expenses	0	0	0	0	0	0
Total Expenses	107,793	201,164	620,845	433,733	426,080	1,789,616

National Eczema Association  
Temporarily Restricted Net Assets  
January 1 - June 30, 2020

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