2017 OPERATIONS OVERVIEW

ANNUAL REPORT
dskmed.org
It’s been an exciting year of growth and transformation at Dakota Medical Foundation!

As we advance our core mission of leading purpose-driven people and organizations to make the greatest impact on the health of our communities, we continue to explore bold new paths to greater impact for those we serve. The Foundation works by and through others to achieve more substantial progress than we could on our own.

We’re blessed to live in one of the most generous, kind and caring regions in the world.

Giving Hearts Day has become an opportunity for us to sing the praises of local nonprofits. Their ability to “friendraise” is remarkable. Last year, we witnessed 64% growth in the number of individuals who donated, and in 2018, it’s our goal to attract 50,000 donors! Together, we are becoming the most generous region on the planet.

We’re celebrating a decade of providing a path to help volunteers reach their full potential to exponentially help their neighbors in medical crisis. More than $13 million has been raised since Lend A Hand began in 2008. With a rededicated mission, “Lend A Hand Up” moves into the future with expanded options for giving and serving. Together, we are taking better care of one another.

Addiction continues to threaten our citizens. As the number of families impacted by this threat grows, our Mayor’s Blue Ribbon Commission on Addiction is helping to more strategically mobilize community partners to address causes, improve responses and help families recognize warning signs. Together, we are a much stronger force for combating the devastation caused by addiction.

DMF’s P5 Performance workplace wellness initiative is a strategic effort to help the region’s businesses become the healthiest in America. In 2018, we have an ambitious plan to engage hundreds of employers. Together we will build the healthiest workplaces in America.

The generosity of our members– and our community as a whole– is astounding. Together, we are making sure money isn’t a barrier to progress. There is great hope for a healthy future. We have made significant strides, but we are only scratching the surface of what is possible.

At DMF, we have a fundamental belief in the unlimited potential of all human beings and our propensity to care. One of the greatest joys of this job is finding innovative and inspiring ways to connect passionate people who have the desire – and the ability – to make a difference. The stories of progress inside give a fuller picture of our impact in the community. Thank you for being a partner. Together, we are impacting health and quality of life in our community.

J. Patrick Traynor
Executive Director

Susan Mathison, MD
Board Chair
DMF funds make it easy to impact a specific health issue through charitable giving.

When Justin Olien took his own life in May 2016, his parents struggled to understand why.

The high school junior was smart, popular and a starter on the varsity football team. He had earned the ranking of Eagle Scout. Despite the outward success, he battled depression and suicidal thoughts for two years. His parents had no idea until they read Justin’s journal after his death.

“He had been talking to friends but didn’t say anything to us,” says Curtis Olien.

To honor their son’s memory, the Oliens established the DMF Justin’s Break the Silence Fund to help students with high-functioning depression address the secrecy and stigma that surrounds depression and suicide.

“We want to convince youth that they can’t (solve depression) on their own,” Curtis says. “They need to talk to someone, they need to tell someone.”

DMF managed funds allow families and small groups to focus their philanthropy for targeted impact while we manage the financial and governmental requirements. In 2017, DMF managed $13.9 million for families to strategically invest.

In the past year, Justin’s Break the Silence raised $40,000. Some of those dollars have been granted to the West Fargo School District, which established a new mental health position at L.E. Berger Elementary School.

Student wellness facilitator Peter Myxter works with students, parents and staff to address mental health and behavioral issues among the students.

“He’s a great support to all the stakeholders,” says Dr. Chad Clark, principal at L.E. Berger. “Over time, we’ve seen more and more students face mental health challenges. Peter shares tools and interventions that improve our school, help students, and facilitate healthier families.”

Justin’s Break the Silence Fund is one of 51 donor advised funds hosted by DMF. These funds allow families or individuals to raise money that is eligible for a tax deduction and then recommend grants to target a specific goal.

“We work with fund advisors to provide resources to help them develop an impact strategy,” says Deb Watne, donor impact director at DMF. “As a result, they’re able to make a significant difference in a way that’s very personal to them.”

Donor advised funds hosted by DMF receive a start-up match as well as a Giving Hearts Day fund match to grow their capacity. No administrative fees are charged.

“The great thing is that we get to focus on making an impact,” says Lynne Olien, Justin’s mother. “We don’t have to worry about the paperwork.”

By sharing Justin’s story, the Oliens hope to prevent youth suicide in our region. They hand out bracelets with the words: Stop. Listen. Talk. A second set of bracelets includes a suicide hotline phone number.

“There’s no reason to cover it up,” Lynne says. “Depression and suicide are so prevalent, they need to be discussed. It needs to be OK to say, ‘I need help.’”

DMF is proud to be their partner in accomplishing that goal.

DMF BOARD
OF DIRECTORS

Front: Scott Holdman (Impact Foundation); DMF Board: Pat Traynor, JD; Rich Vetter, MD; Julene Brown, RN; Jane Skalsky, RN; Susan Mathison, MD; Sindy Keller; Ben Meland

Back: David Clutter, MD; Larry Leitner; Dave Akkerman, MD; Nancy Slotten; Robert Bakkum; Chris Kennelly, JD; Seth Novak

Not pictured: Amanda Thomas; Hope Yongsmith, MD; Barbra Brookshire, OD; Eric Monson

2017 DONOR FACTS
2,260 DONORS
9 NEW FUNDS OPENED IN FY 2017

DMF FUNDS COLLECTED
2,260 GIFTS TOTALING $1,088,300 IN 2017*

*1,838 of those gifts came on Giving Hearts Day

BREAK THE SILENCE

Justin lost his life, but his story will save others

DMF funds make it easy to impact a specific health issue through charitable giving.

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**1962 - 2017**

**1962**

- Dakota Medical Foundation is formed
- Initial $350,000 grant for nonprofit Dakota Medical Foundation to own and operate Dakota Hospital

**1963**

- Groudbreaking ceremony held in June and fundraising begins; 40 initial members were the guiding force for DMF
- DMF's first living founder, Dr. E.P. Wenz and his wife Lucy are shown here in 2013

**1964**

- Dakota Hospital
  - $1.8M
  - 76 Beds
  - 11 Physicians
- Construction completed and spectacular $1.8M Dakota Hospital opens Nov. 2 with 76 beds and 11 physicians

**1965**

- DMF raises $1.8M
- Hospital grows to 265 beds, adds open-heart, neurosurgery and expanded kidney dialysis

**1970s**

- Dakota Hospital Expansion
  - 184 Beds
  - Joint Replacement
- Continued expansion brings capacity to 184 beds. Dakota Hospital is recognized for hip and knee joint replacement

**1980s**

- Dakota Hospital
  - 265 Beds
  - 14 Satellite Sites
- Hospital grows to 265 beds, adds open-heart, neurosurgery and expanded kidney dialysis

**1990s**

- Dakota Hospital Sold
  - $14M Endowment for DMF
- DMF sells 61% of hospital to for-profit Champion Healthcare, later known as Paracelsus
- DMF begins grant-making program and awards first grants in 1994
- Remaining half sold to Paracelsus in 2003 for $64.2M, providing DMF with an endowment estimated at $64M

**2000**

- 23 Lives Saved with AED Initiative + DMF Matching Begins
- Automated External Defibrillator Initiative implemented to place AEDs in police, fire, and first responder vehicles to rescue heart attack victims. A documented 23 lives were saved as a result.

**2001**

- 52,000 Heart Grants
- $2.6M Health Grant - Over $15M in Prescriptions Covered in First Decade
- Healthy Communities Access Program: $2.6M federal grant funds major DMF initiative to bring health coverage to uninsured, improve diabetes management, expand access to dental care, and provide help with applying for free and low-cost prescriptions from pharmaceutical companies

**2003**

- Impact Foundation Formed to Provide Development + Growth
- Impact Foundation is formed by DMF with the support of DMF and Alex Stern Foundation to provide professional development for nonprofit leaders and other resources to grow capacity to serve. Impact Foundation also helps North Dakota small businesses secure government contracts to build profits, retain jobs, and grow the state’s economy

**2004**

- Scholarship Funds
  - $400,000
  - 54 New Students
- First scholarship funds created to build tomorrow’s healthcare workforce. DMF members and others establish first DMF charitable giving, tax-savvy vehicle for families to support thriving health causes. DMF provides $460,000 for 54 college nursing scholarships that enroll 54 new nursing students at North Dakota State University, Minnesota State University Moorhead, and Concordia College

**2005**

- 265 Beds
- 14 Satellite Sites
- Dakota Medical Foundation
  - $6.3M
  - $2.6M Health Grant
  - $400,000
  - 54 New Students

**2006**

- Growth of Membership
  - 49 Founding Members
  - 1,000 Founding Members
- Initial IRS approval granted for nonprofit Dakota Medical Foundation

**2017**

- 11% Fewer Deaths
- $10.6M Go Red Partnership
- $8.3M in Grants
- 14,500 Donors

**DMF Timeline**

- 1962 - 2017
- Initial $350,000 grant for nonprofit Dakota Medical Foundation to own and operate Dakota Hospital
- Foundation to own and operate Dakota Hospital
- First scholarship funds created to build tomorrow’s healthcare workforce. DMF members and others establish first DMF charitable giving, tax-savvy vehicle for families to support thriving health causes. DMF provides $460,000 for 54 college nursing scholarships that enroll 54 new nursing students at North Dakota State University, Minnesota State University Moorhead, and Concordia College.
2007
NEW WEBSITE LAUNCH • LEND A HAND CREATED • CHILDREN’S MENTAL HEALTH INITIATIVE

Impactgiveweb.org website launched for nonprofits to receive online donations and list volunteer opportunities.

Lend A Hand created to provide resources and match funds to volunteer-led benefit events for families in medical crisis.

DMF and community partners pilot the Children’s Mental Health Initiative to provide early mental health services for children.

DMF and Impact Foundation release Wealth Transfer Study that documents the flood of money changing hands to the next generation. Organizations are trained to tap this wealth through Impact Institute and charities. Organizations are trained to tap this wealth through Impact Institute and charities. Organizations are trained to tap this wealth through Impact Institute and charities.

2008
GIVING HEARTS DAY LAUNCHES ONLINE

DMF commits $1M to partner with American Heart Association’s Go Red statewide initiative to prevent women’s heart disease through highly successful “Know Your Numbers” campaign. As a result, North Dakota experienced 11% fewer deaths from cardiovascular disease from 2006 to 2008.

2009
WORKSITE WELLNESS WITH BCBSND CASSCLAYLIVE! LAUNCHES

DMF begins a concentrated strategic focus on chronic disease prevention.

Worksite Wellness Initiative in begun with Blue Cross Blue Shield ND to develop a comprehensive, cost-effective wellness program for workplaces in North Dakota.

Together with community groups, DMF launches CassClayLive! with the goal of making Cass and Clay counties the healthiest places to live – transforming schools, childcare, and other community settings for more active living and healthier eating.

2011
NEW STUDY PROJECTS $95B TO BE GIVEN TO CHARITY FROM 2007-2061

DMF and Impact Foundation release a second updated Wealth Transfer Study conducted by Boston College’s Center on Wealth and Philanthropy. This study predicts unprecedented opportunities for nonprofits to receive $95 billion to be given to charities in lifetime gifts and wills.

2012
DMF CELEBRATES 50 YEARS • 191 MEMBERS • 16 DIRECTORS • GIVING HEARTS DAY EXPANDS TO 10 BISMARCK ORGS

DMF celebrates its 50th Anniversary with 191 members, 16 staff members, 16 directors, and hundreds of stakeholder partners. Giving Hearts Day expanded to 10 Bismarck organizations.

The Breakthrough Idea Challenge funds bold, innovative approaches to health improvement from the public.

Ground is broken for a new building where collaborative teams will meet to work toward exceptional nonprofit impact.

2014
GIVING HEARTS DAY RAISES $5.7M • LEND A HAND SERVES 300 FAMILIES • 76 DMF FUNDS DISTIBUTE $3.2M • $8.9M EST. MD FOUNDATION

Giving Hearts Day expands westward and grows to $13M raised for regional charities. Alex Stern, Family Foundation becomes a co-host and a full-time Giving Hearts Day program director hired.

Lend A Hand serves its 500th family.

A DMF grant to Heartview Foundation restores a desperately needed substance abuse treatment center in Cass, ND.

76 charitable giving funds at DMF distribute $3.2M to improved health and quality of life.

A $4.6M gift establishes the North Dakota Dental Foundation at DMF.

2016
90 MEMBER ADDICTION COMMISSION • 26 ORGS PLEDGE TO PROTECT CHILDREN • GIVING HEARTS DAY REACHES 14,500 DONORS AND RAISES $8.3M

DMF launches the Mayor’s Blue Ribbon Commission on Addiction with 90 community members, faced with a dramatic rise in overdose deaths in Cass County between 2011 and 2013, the Commission maps a collaborative strategy to stop the epidemic.

DMF and 26 organizations to end child sexual abuse by launching Pledge To Protect.

Giving Hearts Day draws 14,610 individual donors, and a record $8.3M is raised by charities.

2017
DMF LAUNCHES P5 PERFORMANCE • GIVING HEARTS DAY RAISES $10.6M AND DRIVES 22,000 DONORS • OVER 15,000 PEOPLE GATHERED AT DMF BUILDING

P5 Performance advances wellness initiatives and inventory tool was launched to engage with businesses across ND and Northwest MN, building the healthiest workplace in America. The first local business take inventory assessment to map their specific health and wellness needs.

Giving Hearts Day draws each year 22,000 donors who give a remarkable $10.6M in 24 hours.

Over 15,000 people have gathered and more than 400 meetings and events took place at the DMF Center for Excellence and Innovation.

Lend A Hand raises $1.4M for families in its first 10 years.
DMF MATCH SUPPORT 2017

- Giving Hearts Day (nonprofit match only) $272,250
- Lend A Hand match $206,438
- Giving Hearts Day (fund match only) $135,375
- Member match $119,110
- Start-up fund match $74,400

TOTAL $807,573

DMF CENTER FOR EXCELLENCE & INNOVATION

When we built our current facility in 2013, it included meeting rooms, a training center, board room and teaching kitchen for our nonprofit partners to use free of charge. It was our gift to them for all they do to improve health and quality of life in our region. We expected to host about 1,500 people a year. We're happy to report that in December alone, more than 1,200 people came here to learn, collaborate and advance their organization’s missions. It's a testament to our strong nonprofit community.

2017 BUILDING STATISTICS

- People Gathered 15,220
- Hours in Use 2,153
- Events Hosted 520

LEND A HAND

Lend A Hand works by and through others to help families in medical crisis

Evan Krogen was an adorable toddler who loved baseball and the rodeo. He had cherub cheeks, baby blue eyes and a love of chicken nuggets. After he got a fever he just couldn’t shake, doctors found acute lymphoblastic leukemia, the most common type of childhood cancer, and a young family’s life turned upside down in an instant.

“We were both in shock. You just think it’s never going to happen to you. It’s definitely life changing,” said his mom, Laura.

Evan was 2 1/2 at his diagnosis. He spent the next three years fighting for his life.

“The treatment was nasty and lasted a long time,” said Evan’s dad, Mark. “One extremely bad reaction to the chemo put him in the intensive care unit and nearly killed him. He was on a ventilator and it was a terrible, terrible deal. It’s only one in a million that this specific complication happens to, but he was the one.”

Daycare provider Melanie Loeb felt helpless.

“You can’t care for these children for nine hours a day, five days a week and not feel like in some way they are a part of your own heart,” she says. She decided to throw a fundraiser, so she sat down with the Yellow Pages and started making calls.

“With the benefi t organizers rave about. Giving people the tools to create a space for the community to come together to offer hope, encouragement and love to people in medical crisis is priceless.”

Nine years later, Evan Krogen is a healthy 5th grader who loves reading, math, science and sports.

“Evan still suffers headaches as a complication from cancer treatment, “he says. Although Evan still suffers headaches as a complication from cancer treatment, "he powers through it and doesn't let it stop him from school or playing or anything else. He just keeps on going."

Mark says the biggest comfort to the family at that volatile time was the support of family and friends. The biggest surprise was the discovery of wide-spread community support. "We met strangers — people were praying for my kid who’d never met him before."

One woman approached Mark and Laura at the benefit. She had her small children with her and told the Krogens she was also a survivor of this type of cancer.

“It was the best medicine you could ever, ever have," Mark says. "I don't even know her name. But that will stick with me forever — how she went out of her way to come there and fi nd us and give us a little bit of encouragement. That was very special."

“We would never have had that experience without the benefi t," Mark says.

RAISED SINCE 2008

$13.9M

IN 85 FAMILY AND CHARITABLE FUNDS UNDER DMF MANAGEMENT

$13.4M

LEND A HAND MATCH SUPPORT 2017

Start-up fund match $74,400
Member match $119,110
Giving Hearts Day (fund match only) $135,375
Lend A Hand match $206,438
Giving Hearts Day (nonprofit match only) $272,250

RAISED SINCE 2008

$13.4M

DMF MANAGEMENT FUNDS UNDER AND CHARITABLE IN 85 FAMILY
Charities value **Impact Institute’s** guidance for growth.

The year Jill Christopher started at Fargo’s **Ronald McDonald House Charities (RMHC)**, the first-time executive director was advised to meet with the **Impact Institute**.

“If they told us to do something, we’d do it,” Jill says. “They were incredible partners.” Seven years later, she still turns to Impact for guidance and support.

Impact members benefit each year from the Institute’s trainings and resources – tools that help **RMHC** thrive as a nonprofit. **RMHC** staff have also built personal connections with Impact’s leaders and other charities.

The **Impact Institute** was established through a unique partnership of **DMF** and **Alex Stern Family Foundation** created specifically to help charities become exceptional “friendraisers.” **Giving Hearts Day** is proof that the friendraising practices planted as seeds have grown into towering beanstalks of support.

“2017 was a transformational year for the Impact Institute,” says Institute Director Scott Holdman. “We worked with a visionary agent of change, Dr. David Hunnicutt. Together we developed a nonprofit fundraising assessment tool and accompanying data-driven training and coaching program.”

Centered on six Ts: Transformations, Trends, Tactics, Targets, Tools and Teams – which are the critical pillars of fundraising success. The assessment has provided data-driven analysis to 317 nonprofits already. More expansion is in store for next year.

"Impact helps us continue to grow and get better,” Jill says. “I’m always learning.”

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**SNAPSHOT: GIVING HEARTS DAY FUNDRAISING RESULTS 2008-2017**

<table>
<thead>
<tr>
<th>Organization</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Churches United</td>
<td>$1,148,765*</td>
</tr>
<tr>
<td>* Began participating in year two.</td>
<td></td>
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<tr>
<td>YWCA Cass Clay</td>
<td>$2,074,777</td>
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<tr>
<td>Community of Care of Casselton</td>
<td>$186,683</td>
</tr>
<tr>
<td>First Care Health Center of Park River</td>
<td>$478,018</td>
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<tr>
<td>Ronald McDonald House Charities of Fargo</td>
<td>$247,477</td>
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<tr>
<td>St. Gerard’s Community of Care of Hankinson</td>
<td>$509,782</td>
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*RAISED BY CHARITIES SINCE 2008 $41M*
Giving Hearts Day is an enormously successful 24-hour give-a-thon in North Dakota and western Minnesota. Since 2008, our generous donors have given $41 million that is improving health, stocking pantry shelves for the hungry, providing shelter for the homeless, funding arts performances, providing mentors for at-risk kids and, in countless other ways, making life healthier for everyone in our region.

You and your neighbors have made a profound impact in North Dakota and western Minnesota on Giving Hearts Day. We are proud of our region’s support. About 22,000 individual donors gave generously in 2017, but we are just scraping the surface of possibility. There are nearly one million people in North Dakota and western Minnesota. What could we accomplish if even half of them chose to give?

The potential is thrilling!

We invite you to join us in making an even greater impact in our region.

Giving back brings out the best in people.

Join us as we continue to build the most generous region on the planet!

#countme

Giving Hearts Day participating charities have raised over $41 million for good in the region.
Dakota Medical Foundation is diligent in the choice of its investment firms and closely monitors the structure of its portfolio for risk, long-term stability and performance, as carefully outlined in our investment policies. DMF’s chosen firms predominately use a “manager of managers” approach, rigorously selecting and overseeing proven individual asset managers. DMF assets are conservatively invested and broadly diversified. DMF has the income stream to operate initiatives, provide grants and meet operating expenses without liquidating long-term investments during market lows.

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>FY 2017</th>
<th>FY 2016</th>
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</thead>
<tbody>
<tr>
<td>• Cash and investments</td>
<td>$103,133,485</td>
<td>$99,356,295</td>
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<tr>
<td>• Receivables and other assets</td>
<td>924,177</td>
<td>729,533</td>
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<tr>
<td>• Property and equipment, net</td>
<td>4,315,912</td>
<td>4,574,194</td>
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<tr>
<td>TOTAL ASSETS</td>
<td>$108,373,574</td>
<td>$104,660,022</td>
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<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th>FY 2017</th>
<th>FY 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Payables and accrued expenses</td>
<td>$911,559</td>
<td>$708,668</td>
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<tr>
<td>• Long-term debt, including current maturities</td>
<td>2,565,351</td>
<td>2,841,188</td>
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<tr>
<td>• Unrestricted net assets</td>
<td>92,500,887</td>
<td>90,046,247</td>
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<tr>
<td>• Restricted net assets</td>
<td>12,395,777</td>
<td>11,063,919</td>
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<tr>
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<td>$108,373,574</td>
<td>$104,660,022</td>
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<thead>
<tr>
<th>CHANGES IN UNRESTRICTED NET ASSETS</th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>• Revenues, gains, (losses), and other support</td>
<td>$7,937,404</td>
<td>$7,022,044</td>
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<tr>
<td>• Functional expenses</td>
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<td></td>
</tr>
<tr>
<td>Program costs</td>
<td>$4,597,859</td>
<td>4,643,048</td>
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<tr>
<td>General and administrative</td>
<td>694,242</td>
<td>653,718</td>
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<tr>
<td>Fundraising</td>
<td>190,663</td>
<td>183,288</td>
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<tr>
<td>INCREASE IN UNRESTRICTED NET ASSETS</td>
<td>$2,454,640</td>
<td>$1,541,990</td>
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