2019 ANNUAL COMMUNITY REPORT

THE LUPUS FOUNDATION OF SOUTHERN ARIZONA

FACTS

A butterfly is sometimes used about Lupus because of the butterfly -shaped rash that appears across the bridge of the nose of many Lupus patients.

1.5 Million Americans and
5 Million people worldwide have some type of Lupus.

Lupus patients often suffer from multiple autoimmune diseases.

Lupus is NOT contagious.

90 percent of people with Lupus are women.

Lupus is more prevalent among women of color – African Americans, Hispanics/Latinos, Asians, Alaska Natives, Native Hawaiians and other Pacific Islanders – than among Caucasian women.

Sunlight, infection, injury, stress or exhaustion can trigger “flares” (a more active state of the disease) in Lupus patients.

There’s hope! New research, new therapies are emerging at a rapid pace.

TABLE OF CONTENTS

From Your President

Fiscal Year 2018-2019 was another year of generosity from sponsors and individual donors to enable the work of the foundation. The Gala in November 2018, featured in the 2018 Annual Report, honored Rebecca Shields for her outstanding leadership and service to the foundation. The 18th Annual Walk-the-Loop-for Lupus at Reid Park in April 2019, the foundation's largest fundraiser, was another big success with more teams of walkers, new sponsors and an overall energized group of people who danced to the music of our amazing DJ and enjoyed a fun morning. We could not accomplish the work we do without the help of our sponsors and volunteers. Your time, and talent and treasure give our events energy and enthusiasm. Thank you, from all of us, for your support.

Our programs continue to welcome new and returning participants. Through our monthly support groups, we provide awareness, comfort, and education to patients about Lupus, self-care, use of medication and the latest research. Since its inception, the partial scholarship program has awarded funds to fifteen recipients. Through LFSA Cares and the Emergency Medical Fund we were able to assist several patients financially impacted by this devastating illness. The 2019 Women's Retreat and Retreat for Couples provided participants with an uplifting and relaxing experience. All the programs and outcomes featured in this report, are a testimonial to LFSA's commitment to Lupus patients and their families.

Lupus is one of the least known among the autoimmune diseases. Therefore, another aspect of our mission is to raise awareness in the general and professional community. We participate in Health Fairs, health related conferences, Lunch & Learns for medical offices, PSAs, social media platforms and the ongoing distribution of information. Please invite your peers and personal or professional business contacts to sponsor our events, to make a standing annual donation to our cause, to become a Board Member, to attend our fundraising events.

The Lupus Foundation of Southern Arizona is here for people impacted by Lupus. Please stay in touch with us. Stop by the office, give us a call at 520-622-9006 or visit us on Facebook, Twitter or our website at www.lupus-az.org.

Sharon Joseph
LFSA Board President

OUR MISSION STATEMENT

To provide support, education and partnership to those affected by Lupus, while promoting the development and enhancement of health and social welfare at the local level.

The Lupus Foundation of Southern Arizona
exists for one reason only… to provide all possible support
to those dealing with the disease.

THE LUPUS
FOUNDATION
OF SOUTHERN ARIZONA

2019 ANNUAL REPORT TO THE COMMUNITY

Fiscal Year October 1, 2018 - September 30, 2019

INTRODUCTION

The Lupus Foundation of America, Southern Arizona Chapter, began in 1978. Through the years it evolved in purpose and scope to its current form as the Lupus Foundation of Southern Arizona, Inc. The foundation is dedicated to giving Lupus patients of Southern Arizona an opportunity to come together to learn about their disease and to help each other live a quality life. We offer education and a supportive community, along with financial assistance programs for medical and non-medical emergency needs and partial scholarships.

The LFSA is a nonprofit 501 c 3 serves Lupus patients in Pima, Pinal, Santa Cruz, Cochise and Graham Counties. A dedicated active Board of Directors leads the organization with laser focus on the LFSA mission. The mission ensures delivery of a program of general education to increase public awareness, disease knowledge and support for our Lupus patients, and fosters the exchange of information among physicians and healthcare professionals.

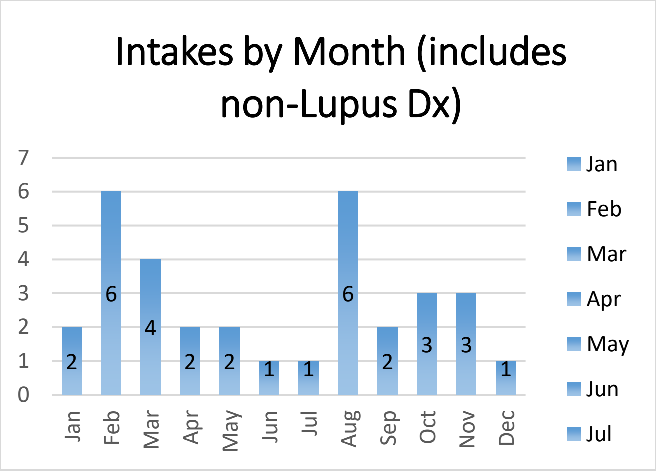
PATIENT DEMOGRAPHICS

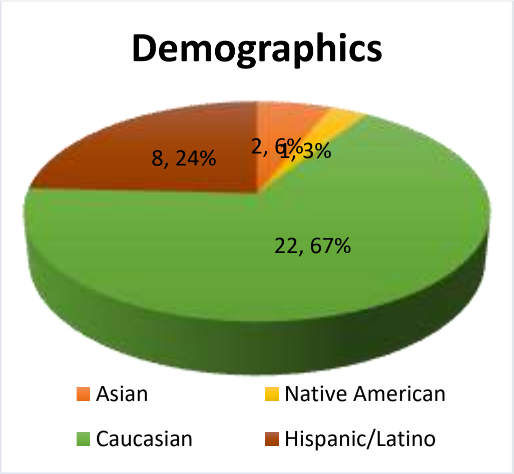
LFSA serves all Lupus patients regardless of race, color, creed, age, gender or economic status. The Foundation tracks its level of activity throughout the year from phone calls, walk-in patients, caregivers or interested persons making contact on behalf of a Lupus patient.

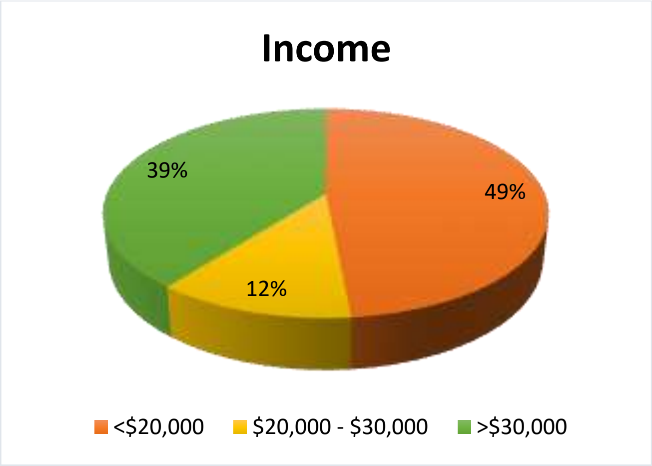
INTAKES

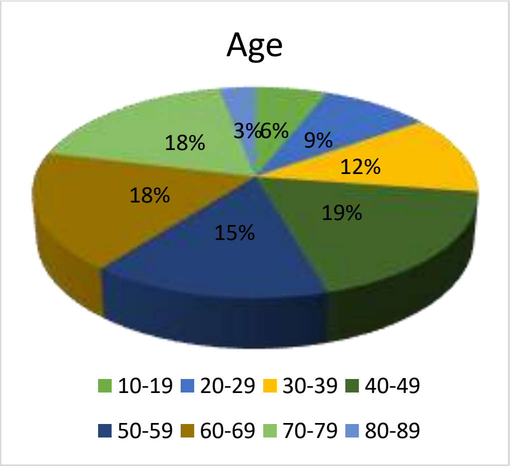
Intakes are designed to collect information about the patients served by the LFSA. Intakes are completed by the patient in-person or a staff member completes the intake by phone when a patient is not available. This information is critical to tracking patient activity and assessing our programs.

In 2019, thirty-three new intakes were completed by or on behalf of patients. We continue to raise awareness about Lupus in the community and to improve our patient information tools, record keeping and procedures.


Intakes by Month (includes non-Lupus Dx)


Demographics


Income


Age

National data shows that 90% of patients diagnosed with Lupus are women. Intake information collected from the Southern Arizona region reveals that 88% of patients who completed an intake and were informed of the services and programs offered by the LFSA were women. Over 61% of the intakes in 2019 **earn less than $30,000 a year** and live **at or below the poverty level**. It is also important to note, that many of these patients **reported having Lupus less than 3 months** and were receiving **government funded health insurance**.

TOTAL TRAFFIC

LFSA staff maintains a traffic log of all walk-ins and phone calls during the year. It includes calls for general information, requests for Lupus chapters outside of Tucson and elsewhere, including family caregivers seeking assistance for a family member with Lupus, those relocating to the Tucson area who are Lupus patients, Lupus patients interested in our scholarship program and other programming and calls from Lupus patients we are currently serving in our system. In 2019, we logged more than 150 inquiries from callers and walk-ins and completed 33 intakes, many obtained through community outreach. We also made 45 patient contacts and new patient calls as part of ongoing outreach efforts.

LFSA MAJOR PROGRAMS

In 2019, the LFSA continued the programming begun in 2015-2016, with a focus on support groups, educational attainment, retreats, emergency medical and non-medical assistance, and more!

SCHOLARSHIPS

The Scholarship Program is an academic study program to underwrite degree/vocational education of Lupus patients. LFSA offers three 2-year scholarships per year. Applicants are voted on by the Board Officers. Applicants apply via the LFSA website. Scholarship recipients are enrolled in programs focusing on nursing, social work, business management, nutrition and art education. Students must maintain a minimum Grade Point Average (GPA) of 3.0 to qualify for this scholarship and most are achieving a GPA of 3.4 and above.

Outcomes:

We were able to fund three students with partial scholarships in 2019. Since its inception in 2015, the LFSA partial scholarship fund has awarded over $50,000 in partial scholarships.

I have known I wanted to be a doctor since I was seven. Having lupus has only strengthened that, but there were a few years when I thought I would not be able to be a doctor because of my lupus.

I was concerned that I would not be able to finish my second master's degree due to some program changes. The LFSA scholarship is helping me finish my degree without taking on another loan, which is greatly appreciated!

-Charis Royal, LFSA Scholarship Recipient

LFSA EMERGENCY MEDICAL FUND

For many people with Lupus, the path to diagnosis can be long and arduous. Certain expenses are not covered by insurance and must be paid out of the insured person's pocket. This becomes a problem when the insured person is too ill to work, or until she begins to feel well enough to return to full time work or she may only be able to manage part time employment.

Once diagnosed with Lupus, the journey becomes a life-long commitment to medical testing, pharmaceuticals, and medical related equipment (when required) and emergent procedures/surgeries. **There is no cure.** This important fund supports the health needs of our Lupus patients by providing a one-time monetary wherewithal to get the medical services required, and directly benefits the patient's immediate needs. Patients must complete a qualification form, submit proof of a Lupus diagnosis and provide an invoice for their request. Each case is considered and approved by the Board of Directors. Payments are sent directly to the vendor. This fund is promoted on the www.lupus-az.org website and with our focus on more community awareness of the programs of the Foundation, it is beginning to attract those in need.

Outcomes:

This year we assisted a lupus patient who, due to complications from lupus, was hospitalized and unable to complete her educational goals. Already struggling with student debt, the patient requested assistance in paying outstanding medical bills. LFSA was happy to support this patient, which allowed her to get back on her feet, financially speaking.

LFSA CARES ASSISTANCE FUND

The LFSA Cares Assistance Fund provides funds to Lupus patients for non-medical financial challenges on a one-time basis. Decisions are made by the Board of Directors. Patients must complete a qualification form, submit proof of a Lupus diagnosis and provide an invoice for their request. Payment is made directly to the vendor.

Outcomes:

2019 saw a dramatic increase in requests for emergency financial assistance. Over the course of the year, the LFSA was able to provide emergency assistance to 6 individual lupus patients (up 5 from the previous year). Three of these applicants were single mothers struggling to pay rent, utilities, and other bills, which threatened loss of housing. The LFSA also paid funeral expenses incurred by the family of a lupus patient who lost her battle from complications related to lupus.

RETREATS

This program is a “close-in” forum at offsite locations for Lupus patients, caregivers & families where they can take some time for themselves to rest, relax and receive input concerning various topics such as: disease awareness, pain management, coping strategies, stress reduction, relaxation, exercise, diet and nutrition, caregiver/family awareness, etc. LFSA covers 100% of the cost for each attendee.

Outcomes:

Fifteen women participated in the August Women’s retreat at Omni Tucson Resort. Five couples participated in the September Couples Retreat at Omni Tucson Resort. Retreats are facilitated by Board Members, guest speakers and volunteers, some of whom have Lupus. Since the retreats began in the fall of 2015, the Lupus Foundation of Southern Arizona has hosted 84 participants at 9 retreats.

SUPPORT GROUPS

Support Groups are for Lupus patients, their families, and caregivers who come together for camaraderie, disease awareness, pain management, coping strategies, new treatments, etc. When a patient is having a painful day, is adjusting to new medications or maybe just does not know where to turn, attending the morning or evening group makes a difference.

Coffee Talk

10 *Coffee Talk* groups were held at the LFSA office at 4602 E Grant Rd. on the 1st Wednesday of every month at 6 pm. These group meetings are facilitated by Board Members and are designed to be open forum discussions.

Living with Lupus

12 *Living with Lupus groups* were held at the LFSA office at 4602 E Grant Rd. on the 3rd Wednesday of the month at 10 a.m. The morning group is topic oriented and was facilitated by Sharon Joseph, Board President. Guest speakers included healthcare practitioners, nutritionists, motivational speakers, Board Members, etc.

Topics covered in 2018-2019 included:

- Lupus, Lab Tests and Blood Work
- Managing and Preventing Flares
- Managing Physical, Mental and Emotional Pain without heavy drugs – Mary Wolken
- Sympathetic Stress and How to Become Parasympathetic – Tyler & Kariman Pierce
- Exercise, Physical Fitness and How to Find What Works for You – Marisela Gregory
- "Jumping Genes" What They Are, What They Do and Hope for the Future – UA Arthritis Conference Notes
- Infections and How to Protect Yourself from Them
- Lupus Facts and Statistics
- Open Forum Discussion

Outcomes:

There were 91 attendees in the evening and 50 attendees in the morning for a total of 141 participants. **Support group participation varies each month based on the individual's needs, the topic of the month and the demand for Lupus disease education, quality of living and coping strategies.**

~ Patient Testimonials ~

“My financial crisis was resolved relatively quickly. I submitted my request for assistance and the Lupus Foundation handled the rest, by paying the full sum directly to the law firm involved in the dispute. Once that larger debt was settled, I was able to take care of other debts, which allowed me to get my life back on track.” - Tori Micharski, LFSA Cares Recipient

* * *

“I have had SLE and lupus nephritis since 2008. Recently, I was given a flyer with information about the Lupus Foundation’s group sessions. When I first attended the morning support group, I was nervous. However, I felt welcomed by Sharon and the other group members. In these group sessions, I learned new information about lupus and related chronic diseases. I also heard stories from other lupus patients, how they were diagnosed, and how they are managing their lupus. The group has helped me through my struggles of dealing with lupus while giving me love and support. I like to attend because I learn new things while meeting and connecting with new people! Thank you!” - Courtney Harrison

* * *

“When I was first diagnosed with lupus, it was sudden and unexpected. I had no idea what this diagnosis meant for my life and the life of my family. One of the first places we turned was the Lupus Foundation of Southern Arizona. Immediately they were there with phone numbers, resources, and practical suggestions about the path forward. They willingly answered our questions, listened to us, and gave us their perspectives navigating this disease, while providing the support we desperately needed in a frightening and uncertain time. I cannot convey how much they helped us. They showed us that there was a path forward and helped us to realize our own courage in walking it. I am deeply grateful for them and for everything they have done and continue to do for our community.” - Amy Lacrosse

* * *

“I was diagnosed with lupus October 18, 2018. I immediately became involved with the Lupus Foundation of Southern Arizona and was then invited to attend a couples’ retreat. This was an amazing experience. Not only was I able to meet people like me for the first time ever, but I was able to focus on my husband as well. This time was very special to me, and it is something that I will never forget. Thank you, Lupus Foundation of Southern Arizona. Thank you for all you do!” - Marilyn Gentry

ONGOING SERVICES

RESOURCE KITS

Resource Kits are available for Lupus patients served by LFSA. Kits contain information about the Foundation's programs, as well as items such as sunscreen, hand sanitizer, ice packs, lip balm, pill containers, etc., all useful tools for Lupus patients.

Outcomes:

We distributed approximately 40 resource kits to new patients in 2019. Patients who complete an Intake Form or attend a Coffee Talk or Living with Lupus Support Group for the first time receive a Welcome Resource Kit.

AMY'S BLANKETS

Amy's Blankets are given to Lupus patients in memory of Amy, a talented young woman from Bisbee, AZ, who was diagnosed with Lupus as a young adult. One of the complications she endured was kidney failure, requiring chronic dialysis. She would comment to her family how cold she was during her treatments. In October 2013, after a 19-year battle with Lupus, Amy died at the age of 40.

After her death, Amy's family provided the blankets, embroidered by LFSA with a heart and her name, so others undergoing treatment could experience their warmth and comfort. The blankets are a symbol of the lasting affect she has had on the Lupus community in Southern Arizona.

BILINGUAL SERVICES

The LFSA assists patients who speak Spanish. This service has provided bilingual program awareness and disease counseling to many patients who have requested the service or during a support group gathering. Information is disseminated to these patients in Spanish from the Lending Library and online. Spanish speaking assistance is available through volunteers whose contact information is located on our website at www.lupus-az.org.

LENDING LIBRARY AND INFORMATION RESOURCES

The Lending Library is available to all Lupus patients upon completion of a Patient Intake Form. In 2019 the library was enhanced with new publications including Dr. Amy Myers' *The Autoimmune Solution,* Anthony Williams' *Liver Rescue,* along with the *Health Minder, Personal Wellness Journal*, which we provide to Lupus patients for healthcare tracking. Staff members continue to research and distribute the most recently published articles on disease treatment, medication, recognizing symptoms and discoveries that bring hope to our patients. Upon request, a staff member will assist patients in researching any specific items of interest.

ASSISTANCE AND REFERRAL

LFSA Board Members who have Lupus and are available to provide disease counseling to all new walk-in and phone patients. The Patient Intake Form is sent to these Board Members. Within 24-48 hours, a patient receives a phone contact. If required, patients may be referred to other community assistance sources to address an immediate need. LFSA maintains referral sources to ensure patients receive the best community support possible.

Lupus.
Learn about it.

COMMUNITY OUTREACH

The LFSA utilized Health Fairs, the bi-annual Lupus Foundation of Southern Arizona Magazine, the Foundation website, Facebook, Twitter, print brochures and Lunch & Learns for medical professionals and their staff, to reach a larger audience.

The use of social media such as our LFSA website at www.lupus-az.org and Facebook page at https://www.facebook.com/lupusarizona/ provides opportunities to reach a broad audience of Lupus patients, community partners, supporters, the medical community and all of Southern Arizona. It also provides a platform for interaction between Lupus patients on an everyday basis.

HEALTH FAIRS

We participated in 4 Health Fairs in 2019 at Tucson Estates, Sierra Vista Senior Expo, Benson Hospital Health Fair, Green Valley Health Fair and the SEAGO Conference on Aging in Sierra Vista and the UA Annual Arthritis Conference at Banner Health. Lupus patients sometimes volunteer to help staff the booths at these events.

Outcomes:

The total number of participants at the Health Fairs, Conference on Aging and the Arthritis Conference was approximately 2500 people. Our display consists of posters in pictures of how Lupus affects the body and the programs offered through the Foundation. We spoke with a few hundred people and distributed LFSA brochures, NIH Lupus pamphlets in English and Spanish, several issues of the LFSA Magazine, logo pens and other giveaways. We invited those with Lupus to complete an Intake Form and attend our support groups.

LFSA MAGAZINE

In 2019 two editions of the bi-annual LFSA Lupus Magazine were published. The Lupus Foundation bi-annual magazine reaches an audience of several hundred Lupus patients, families, supporters and physicians by email and direct mail. Each new issue can be found on our website, along with archived past issues.

LFSA FUNDRAISING AND FINANCIAL REPORTS

The LFSA fiscal year began October 1, 2018 and ended September 30, 2019. All financial information is reviewed by a CPA throughout the year. The CPA prepares quarterly tax reports and the end-of-year IRS 990 tax return. Included in this Annual Report are LFSA Balance Sheets and Profit and Loss Statements for the 2019 fiscal year.

The Lupus Foundation of Southern Arizona is constantly growing its revenue stream through increasing public awareness, outreach to new sponsors, grant writing, major fundraising events and small outside fundraising efforts each year.


HIT THE LINKS FOR LUPUS
2019 GOLF TOURNAMENT
FRIDAY - OCTOBER 25, 2019
REGISTRATION: 7:30 AM SHOTGUN START: 8:30 AM
@ OMNI TUCSON NATIONAL

☐ Hole in One Sponsor - $2,000

☐ Eagle Sponsor - $1,250

☐ Birdie Sponsor - $750

☐ Platinum Hole Sponsor - $300

☐ Hole Sponsor - $200

☐ Golf Registration - $135

MAJOR FUNDRAISING EVENTS

Walk the Loop for Lupus	- Annually in April
Hit the Links for Lupus Golf	- Annually in October

GRANTS

Grant writing is ongoing during the Fiscal Year. The funds received from this endeavor keep our programs afloat and bring awareness to the larger community.

Outcomes:

Grants received through applications and fundraising in 2019 totaled $9,000. We are looking to increase this number to $12,000 in the coming fiscal year.

OUTSIDE FUNDRAISING AND GENERAL DONATIONS

Payroll planned giving programs and donations received through Network for Good and Amazon Smile comprised the outside funding sources in 2019. Each year we also receive donations in the general donations generous individuals, businesses and estates.

Outcomes:

Ten payroll planned giving programs and Network for Good resulted in a total of $8,172.75 in donations in 2019. Amazon Smile accounted for an additional $135.36. The annual general donations totaled $2,200.

MEMORIAL DONATIONS

The Foundation regularly receives memorial donations from individuals and family members of deceased loved ones who suffered from lupus. We are deeply grateful for their continued support.

Lupus patients and their families enjoying an outing at Apple Annie's Orchard

2018 – 2019 BOARD OF DIRECTORS

SHARON JOSEPH, MCSp – BOARD PRESIDENT

SHAUNNA SCHELIN-KOWALEWSKI – BOARD VICE PRESIDENT
Director Marketing Operations – HealthSouth Rehab Hospital of So. Arizona

JOAN REDFORD – BOARD TREASURER

SHAIMA NAMAZIFARD, MBA – BOARD SECRETARY
Senior Relations Manager, VP – Wells Fargo Bank

LANI BAKER, CPA, MBA
Vice President of Finance, Holualoa Companies

WENDY BLACK
Assistant VP – Bank of America

SHERRI FRITZ
Sales Representative – Young's Market

PRESIDENT'S COUNCIL

Rebecca Shields, MBA
Director Corporate Philanthropy – Finley Distributing LLC

MEDICAL ADVISORY BOARD

Bridget Walsh, DO, Rheumatology – Catalina Pointe
Mark Bradley, MD – Veteran's Administration Hospital
Ernest Vina, MD, MS – University of Arizona Arthritis Center
Tracy Epstein, MS, NCC, LPC
David Whittman, MD, FASN, Nephrology,
Arizona Kidney Disease & Hypertension Centers

Special Thanks to our Community Partners!

FINLEY DISTRIBUTING

Albertsons SAFEWAY

The Jones Family

TUCSON APPLIANCE CO. LLC

ARIZONA ARTHRITIS & RHEUMATOLOGY RESEARCH

WEST DIRECT OIL

Encompass Health
Rehabilitation Hospitals

NATIONAL BANK OF ARIZONA

Rite Way Heating, Cooling & Plumbing

Agero
Safe. Smart. Driven.

HOLUALOA COMPANIES
Real Estate Investment & Development

MillerCoors

WELLS FARGO

gsk

PIMA COUNTY ECAP

White Stallion Ranch

Catalina Pointe
Arthritis & Rheumatology Specialists, PC

TMC HEALTHCARE

THE LEHMAN FOUNDATION

LONG REALTY Cares Foundation

PhRMA FOUNDATION

Alliance Bank of ARIZONA

Celebrating 30 Seasons Apple Annie's

The Jim Click Automotive Team
JimClick.com

Lupus Foundation of Southern Arizona

STATEMENT OF FINANCIAL POSITION

As of September 30, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking Account	14,314.35
Investment Account	31,871.93
Paypal Account	0.00
Savings Account	2,992.79
Square Inc.	0.00
Total Bank Accounts	**$49,179.07**
Accounts Receivable	
Accounts Receivable	0.00
Total Accounts Receivable	**$0.00**
Other Current Assets	
Deposits	1,480.00
Inventory	0.00
Petty Cash	0.00
Prepaid Expenses	1,883.01
Prepaid Expenses - Gala	0.00
Total Other Current Assets	**$3,363.01**
Total Current Assets	**$52,542.08**
Fixed Assets	
A/A Website Development	-6,912.00
Accum/Dep Equipment	-3,984.00
Accum/Dep Leasehold Improvemnts	-3,144.95
Equipment (office furn/equip)	3,984.00
Leasehold Improvements	3,144.95
Website Development	6,912.00
Total Fixed Assets	**$0.00**
TOTAL ASSETS	**$52,542.08**

Lupus Foundation of Southern Arizona

STATEMENT OF FINANCIAL POSITION

As of September 30, 2019

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Accrued Expenses	0.00
Deferred Revenue - Gala	0.00
Payroll Liabilities	0.00
941 Taxes Payable	0.00
AZ Income Tax	205.56
AZ Unemployment Tax	0.00
Federal Taxes (941/944)	4,529.92
Fica Payable	0.00
FIT Payable	0.00
SIT Payable	0.00
Total Payroll Liabilities	**4,735.48**
Unearned or Deferred Revenue	10,517.49
Total Other Current Liabilities	**$15,252.97**
Total Current Liabilities	**$15,252.97**
Total Liabilities	**$15,252.97**
Equity	
Fund Balance Restricted	670.76
Fund Balance Unrestricted	36,499.41
Unrestricted Net Assets	8,077.46
Net Revenue	-7,958.52
Total Equity	**$37,289.11**
TOTAL LIABILITIES AND EQUITY	**$52,542.08**

Lupus Foundation of Southern Arizona

STATEMENT OF ACTIVITY

October 2018 - September 2019

	TOTAL
Revenue	
Gala Fundraiser	11,789.90
Business	15,100.00
Individual	4,501.16
Sponsorships	4,955.75
Total Gala Fundraiser	**36,346.81**
General Donations	570.00
Apple Annies	1,000.00
Dr. Kwoh	500.00
Total General Donations	**2,070.00**
Golf Tournament Fundraiser	0.00
Business	0.00
Donations	0.00
Individual	0.00
Paypal	0.00
Sponsorships	0.00
Total Golf Tournament Fundraiser	**0.00**
Grant Awards	500.00
Albertson’s/Safeway	5,500.00
PhRMA	3,000.00
Total Grant Awards	**9,000.00**
Other Outside Funding	
Amazon Smile	135.36
Arizona Gives	33.23
CAF	55.79
Network For good	3,409.00
Total Other Outside Funding	**3,633.38**
Payroll Plan Donations	1,870.13
American giving (Untd Way)	78.00
Bank of America Charitable Foun	-50.00
Benevity Community Impact	828.89
City of Tucson (Untd Way)	60.63
Give w Liberty/Liberty Mutual F	655.72
Pima County (Untd Way)	1,029.76
Truist	105.00
United Way Metro Chicago	96.60
Total Payroll Plan Donations	**4,674.73**
Uncategorized Income	
Tax Penalty Reimbursement	1,495.28
Total Uncategorized Income	**1,495.28**

Lupus Foundation of Southern Arizona

STATEMENT OF ACTIVITY

October 2018 - September 2019

	TOTAL
Walkathon Fundraiser	3,659.00
Individual	11,612.21
Individual sponsor	13,650.00
Square	2,977.37
Total Walkathon Fundraiser	**31,898.58**
Total Revenue	**$89,118.78**
Cost of Goods Sold	
Gala Expenses	
Facilities	7,734.75
Other	905.44
Cheryl Horvath	100.00
Total Other	**1,005.44**
Printing	857.34
Total Gala Expenses	**9,597.53**
Golf Tournament Expenses	
Awards	0.00
Facilities	0.00
Giveaways	0.00
Total Golf Tournament Expenses	**0.00**
Walk a thon Expenses	
Balloons	360.00
Card Processing Fees	757.00
DJ	200.00
Face painting	110.00
Facilities	245.00
Ice	84.00
Other	398.47
Photo Booth	200.00
Postage	6.20
Printing	41.19
Security	269.75
Sponsor Awards	117.28
T Shirts	3,090.63
Tables/Tents	1,978.76
Total Walk a thon Expenses	**7,858.28**
Total Cost of Goods Sold	**$17,455.81**
GROSS PROFIT	**$71,662.97**

Lupus Foundation of Southern Arizona

STATEMENT OF ACTIVITY

October 2018 - September 2019

	TOTAL
Expenditures	
Adver/Promo-Community Awareness	
Brochures	347.03
Business Cards	28.72
Facebook	63.00
Magazine	1,824.24
Step Repeat	206.62
Table Throw	231.18
Total Adver/Promo-Community Awareness	**2,700.79**
Business Fees-BBB/Corp Com/Othr	10.00
Contract Services	
Accounting Fees	1,000.00
Sharon Joseph	8,900.00
Total Contract Services	**9,900.00**
Health Fairs	55.00
Insurance	
Director’s Officers Liability	1,188.00
Worker’s Comp	401.00
Total Insurance	**1,589.00**
Meals	
Annual Meeting	144.61
Exec Planning Sessions	80.20
Total Meals	**224.81**
Office Expenses	195.64
Computers/IT	1,706.93
Equip Repair	68.98
Janitorial	410.00
Offsite Storage	1,073.29
Supplies	828.30
Total Office Expenses	**4,283.14**
Operations	
Postage, Mailing Service	561.40
Telephone, Telecommunications	1,586.32
Total Operations	**2,147.72**
Patient Programs	
Apple Annies	152.61
Emergency Medical Fund	2,264.52
LFSA Cares - Assistance Program	3,435.91
Library	284.50
Resource Kits	525.50
Retreats	9,818.86

Lupus Foundation of Southern Arizona

STATEMENT OF ACTIVITY

October 2018 - September 2019

	TOTAL
Scholarships	3,000.00
Support Groups	189.82
Paid Guests	150.00
Total Support Groups	**339.82**
Total Patient Programs	**19,821.72**
Payroll Expenses	
Payroll Tax Expense	5,518.99
Wages	20,775.00
Total Payroll Expenses	**26,293.99**
Rent	9,332.70
Utilities - water, gas, electri	3,262.62
Total Expenditures	**$79,621.49**
NET OPERATING REVENUE	**$ -7,958.52**
NET REVENUE	**$ -7,958.52**