

Compassion \& Choices, Compassion \& Choices of Oregon and Compassion \& Choices Action Network

Combined Financial Statements
Years Ended June 30, 2011 and 2010
with
Independent Auditors' Report

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

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BRADLEY CONSULTING GROUP
Certified Public Accountants

## Board of Directors

Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network
Denver, Colorado

## Independent Auditors' Report

We have audited the accompanying combined statements of financial position of Compassion \& Choices, Compassion \& Choices of Oregon and Compassion \& Choices Action Network as of June 30, 2011 and Compassion \& Choices, Compassion in Dying Federation of America and Compassion \& Choices Action Network as of June 30, 2010 and the related combined statements of activities and changes in net assets and cash flows for the years then ended. These combined financial statements are the responsibility of the Organization's management. Our responsibility is to express an opinion on these combined 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 of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion the combined financial statements referred to above present fairly, in all material respects, the financial position of Compassion \& Choices, Compassion \& Choices of Oregon and Compassion \& Choices Action Network as of June 30, 2011 and Compassion \& Choices, Compassion in Dying Federation of America and Compassion \& Choices Action Network as of June 30, 2010 and the changes in its net assets and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

## Bradley Consulting Group, P.C. Certified Public Accountants

## Lakewood, Colorado

October 12, 2011

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combined Statements of Financial Position
June 30, 2011 and 2010
(See Independent Auditors' Report)

| Assets |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents: |  |  |  |  |
| Operating | \$ | 620,484 | \$ | 1,364,479 |
| Investments |  | 134,668 |  | 308,743 |
| Investments |  | 4,302,727 |  | 1,421,140 |
| Book inventory |  | - |  | 4,297 |
| Prepaid expenses |  | 83,480 |  | 54,161 |
| Beneficial interest in charitable remainder trust |  | 122,549 |  | - |
| Other current assets |  | 18,346 |  | 1,930 |
| Total current assets |  | 5,282,254 |  | 3,154,750 |
| Property, equipment and improvements, at cost: |  |  |  |  |
| Furniture and fixtures |  | 524,107 |  | 476,149 |
| Leasehold improvements |  | 26,604 |  | 26,604 |
|  |  | 550,711 |  | 502,753 |
| Less accumulated depreciation and amortization |  | 316,760 |  | 318,500 |
| Total property, equipment and improvements |  | 233,951 |  | 184,253 |
| Other assets |  |  |  |  |
| Intangible assets |  | 3,014 |  | 3,014 |
| Deposits |  | 15,431 |  | 11,931 |
| Total other assets |  | 18,445 |  | 14,945 |
| Total assets | \$ | 5,534,650 | \$ | 3,353,948 |

(See Notes to Combined Financial Statements)

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combined Statements of Financial Position
June 30, 2011 and 2010
(See Independent Auditors' Report)

Liabilities and Net Assets

|  | 2011 |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
| Current liabilities: |  |  |  |  |
| Current portion of obligations under capital leases | \$ | 13,706 | \$ | 3,680 |
| Accounts payable |  | 73,915 |  | 38,957 |
| Accrued payroll and taxes |  | 250,837 |  | 173,328 |
| Accrued expenses |  | 47,968 |  | 92,713 |
| Total current liabilities |  | 386,426 |  | 308,678 |
| Long-term liabilities: |  |  |  |  |
| Gift annuity payments due |  | 255,797 |  | 256,649 |
| Capital lease obligations, net of current portion |  | 14,237 |  | 1,893 |
| Total long-term liabilities |  | 270,034 |  | 258,542 |
| Total liabilities |  | 656,460 |  | 567,220 |
| Net assets: |  |  |  |  |
| Unrestricted: |  |  |  |  |
| Operating |  | 4,672,182 |  | 2,608,048 |
| Net investment in property, equipment and improvements |  | 206,008 |  | 178,680 |
| Total net assets |  | 4,878,190 |  | 2,786,728 |
| Total liabilities and net assets | \$ | 5,534,650 | \$ | 3,353,948 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combined Statement of Activities and Changes in Net Assets
Year Ended June 30, 2011
(See Independent Auditors' Report)

|  | Total Unrestricted |  |
| :---: | :---: | :---: |
| Revenue and other support: |  |  |
| Contributions | \$ | 4,520,540 |
| Membership fees |  | 217,766 |
| Sales, net of costs |  | $(5,367)$ |
| Grants |  | 2,699,500 |
| Investment income, net of related expenses |  | 45,735 |
| Realized and unrealized gain on investments |  | 84,468 |
| Loss on sale of assets |  | (344) |
| Other income |  | 172,181 |
| Total revenue and other support |  | 7,734,479 |
| Expenses: |  |  |
| Programs |  | 4,785,213 |
| General and administrative |  | 735,895 |
| Fundraising |  | 270,786 |
| Total expenses |  | 5,791,894 |
| Increase in net assets |  | 1,942,585 |
| Net assets, beginning: |  |  |
| Balance from prior year as originally reported |  | 2,786,728 |
| Balance transfered from affiliate |  | 148,877 |
| Total net assets, beginning, as restated |  | 2,935,605 |
| Net assets, ending | \$ | 4,878,190 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combined Statement of Activities and Changes in Net Assets
Year Ended June 30, 2010
(See Independent Auditors' Report)

(See Notes to Combined Financial Statements)

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combined Statements of Cash Flows
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)


# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combined Statements of Cash Flows (continued)
Years Ended June 30, 2011 and 2010
(See Auditors' Report)


# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

## 1. Nature of Operations and Summary of Significant Accounting Policies

## Nature of operations

Compassion \& Choices and Compassion \& Choices of Oregon, which have been granted not-forprofit status under Internal Revenue Code Section 501(c)(3), work to advance patients' rights through laws that allow mentally competent, terminally ill adults the legal choice of physician aid-indying. Compassion \& Choices and Compassion \& Choices of Oregon seek to achieve this goal by advocating patient's rights, educating the public about the issues surrounding physician aid-indying, and empowering patients so they can make informed choices.

Compassion \& Choices Action Network (formerly known as End-of-Life Choices) is a not-for-profit Organization whose mission is to advance education on end-of-life choices through promoting memberships and periodicals. Compassion \& Choices Action Network's mission is also to engage in programs to advance legislation which will permit terminally ill individuals of sound mind to receive physician aid-in-dying. Compassion \& Choices Action Network has independently governed chapters which are located throughout the United States.

The three Organizations are considered to be under common control as defined by generally accepted accounting principles based on financial control and/or joint operating agreements.. As such, the financial operations of the three Organizations' are presented as combined financial statements for the year ended June 30, 2011. Compassion in Dying Federation of America is included as a component of the combined financial statements as of June 30, 2010 but was essentially dissolved during 2011.

Funding is received through donations from individuals, businesses and organizations as well as membership dues and sales of its literature and media.

## Basis of presentation

Financial statements are prepared using the accrual method of accounting under accounting principles generally accepted in the United States of America whereby income is reported as earned and expenses reported as incurred.

Financial statement presentation follows the recommendations of the Financial Accounting Standards Board Accounting Standards Codification (FASB ASC), Topic 958 Revenue Recognition of Not-for-Profit Organizations. Under Topic 958, the Organizations are required to report information regarding their financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets.

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements<br>Years Ended June 30, 2011 and 2010<br>(See Independent Auditors' Report)

## 1. Nature of Operations and Summary of Significant Accounting Policies (continued)

## Cash and cash equivalents

The Organizations consider all highly liquid investments with a maturity of three months or less when purchased to be cash equivalents. Cash and cash equivalents for purposes of the statement of cash flows exclude permanently restricted cash and cash equivalents. The Organizations maintain cash in bank deposit accounts at various financial institutions in bank deposit accounts in which the deposits are guaranteed by the Federal Deposit Insurance Corporation ("FDIC"). The operating accounts of the Organizations are held at institutions that are provided unlimited coverage by the FDIC for non-interest bearing transaction accounts as part of the Dodd-Frank Wall Street Reform and Consumer Protection Act. As of the date of this report, this program is effective through December 31, 2012. Topic 825 of the FASB ASC, Financial Instruments identifies such accounts as a concentration of credit risk requiring disclosure regardless of the degree of risk. Risk related to deposits held outside of institutions participating in the above program is managed by maintaining deposits with high quality financial institutions and monitoring cash such that balances are rarely, if ever, in excess of any applicable FDIC insurance limits that may be in place. In addition, management does not believe that the Organizations are exposed to any significant risk related to cash and cash equivalents.

## Investments

Investments in marketable securities with readily determinable fair values and all investments in debt securities are stated at their fair values in the statement of financial position. Realized and unrealized gains and losses are included in the combined statement of activities. Donated investments are reflected as contributions at their market values at date of receipt.

## Book inventory

Inventory consists of books and other items held for resale and are stated at the lower of cost or market. Inventory value is determined by specific identification.

## Property, equipment and improvements

Property, equipment and improvements are recorded at acquisition cost with donated property and equipment recorded at estimated fair market value. When items are disposed, the cost and related depreciation and amortization are removed from the accounts, with gains or losses on disposal recorded. Depreciation and amortization is computed by the straight-line method, over the estimated useful lives of the assets ranging from three to thirty-nine years. Maintenance and repairs are included as expenses when incurred.

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements<br>Years Ended June 30, 2011 and 2010<br>(See Independent Auditors' Report)

## 1. Nature of Operations and Summary of Significant Accounting Policies (continued)

## Donations

The Organizations report gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Organizations report expirations of donor restrictions when the donated or acquired long-lived assets are placed in service. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the combined statement of activities as net assets released from restrictions.

All donations are considered to be available for unrestricted use unless specifically restricted by the donor. Amounts received that are designated for future periods or restricted by the donor for specific purposes are reported as temporarily restricted or permanently restricted. When a temporary restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the combined statement of activities as net assets released from restrictions.

## Contributions

Under FASB ASC Topic 958, contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence or nature of any donor restrictions.

## Use of estimates in the preparation of financial statements

The preparation of financial statements in the conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

## 1. Nature of Operations and Summary of Significant Accounting Policies (continued)

## Advertising costs

Advertising costs, except for costs associated with direct-response advertising, are charged to operations when incurred. The costs of direct-response advertising are capitalized and amortized over the period which future benefits are expected to be received. There was no regular or directresponse advertising incurred during the years ended June 30, 2011 and 2010.

## Income taxes

No provision for taxes on earnings has been made in the combined financial statements as Compassion \& Choices and Compassion \& Choices of Oregon, as well as Compassion in Dying, have qualified as not-for-profit organizations under Section 501(c) (3) of the Internal Revenue Code. Compassion \& Choices Action Network qualifies as a not-for-profit organization under Section 501(c)(4) of the Internal Revenue Code. All entities are only subject to unrelated business taxes and they had no unrelated business income.

## Fair value measurements

During 2009, the Organizations adopted FASB ASC Topic 820, Fair Value Measurements. Topic 820 establishes a single authoritative definition of fair value and sets a hierarchy for measuring fair value. The adoption of Topic 820 has no impact on the Organization's accounting policies for investments, but requires additional disclosures about fair value measurement. The hierarchy for measuring fair value prioritizes the inputs to valuation techniques used to measure fair value and gives the highest priority to unadjusted quoted prices for securities traded in active markets (level 1) and the lowest priority to unobservable inputs (level 3). The hierarchy for measuring fair value under Topic 820 is as follows:

Level 1 - Unadjusted quoted prices for financial instruments traded in active markets
Level 2 - Quoted prices for financial instruments not traded in active markets, or financial instruments for which all significant inputs are observable, either directly or indirectly

Level 3 - Prices or valuations of financial instruments that are not traded in active markets and significant inputs are unobservable

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

## 1. Nature of Operations and Summary of Significant Accounting Policies (continued)

## Fair value measurements (continued)

As required by Topic 820, the Organization's managed investments were classified as follows, based on the lowest level of input that is significant to the fair value measurement as of June 30, 2011:

| Description |
| :--- |
| Cash and money market funds |
| Fixed Income Investments |
| Equities: |
| $\quad$ Mutual Funds |


| Level 1 |  | Level 2 |  | Level 3 |  | Totals |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 134,668 | \$ | - | \$ | - | \$ | 134,668 |
|  | 1,598,440 |  | - |  | - |  | 1,598,440 |
|  | - |  |  |  |  |  |  |
|  | 2,704,287 |  | - |  | - |  | 2,704,287 |
| \$ | 4,437,394 | \$ | - | \$ | - | \$ | 4,437,394 |

As required by Topic 820, the Organization's managed investments were classified as follows, based on the lowest level of input that is significant to the fair value measurement as of June 30, 2010:

| Description |
| :--- |
| Cash and money market funds |
| Fixed Income Investments |
| Equities: |
| $\quad$ Mutual Funds |



Valuation techniques used to measure assets at fair value include net asset value of shares held by the Organization at year end and closing prices reported on the active markets in which securities held by the Organization are traded.

## 2. In-Kind Contributions

Certain professional fees for legal, consulting and valuation services to program activities were provided without charge to the Organization and are treated as, and included in "Contributions". The services were valued by their providers as of the dates of which the services were performed. A corresponding amount is included in the appropriate category of "Program service expenses". On these bases, approximately $\$ 150,200$ is included in each of the accounts mentioned during the year ended June 30, 2011 and \$552,800 during the year ended June 30, 2010.

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010 (See Independent Auditors' Report)

## 3. Note Payable, Line of Credit

In August 2009, the Organization entered into a revolving line of credit agreement which allows for maximum borrowings of $\$ 150,000$. The note, which was unsecured, matured in November 2010 bearing interest at prime plus $1 \%$, with a floor of $5.0 \%$, payable monthly. The Organization had an outstanding balance of $\$ 0$ at June 30, 2010. The line was not renewed during 2011.

## 4. Investments

Investments as of June 30, 2011 and 2010 are summarized as follows:

|  | 2011 |  | 2010 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash and cash equivalents | \$ | 134,668 | \$ | 308,743 |
| Fixed income |  | 1,598,440 |  | 1,336,102 |
| Equities |  | 2,704,287 |  | 85,038 |
|  | \$ | 4,437,395 | \$ | 1,729,883 |

## 5. Retirement Plan

The Organizations sponsor a 401(k) profit sharing plan covering substantially all employees who meet specified service requirements as defined in the plan document. The Plan allows for employee contributions up to the maximum allowable by the Internal Revenue Code. Contributions by employees are matched $100 \%$ by the Organization up to $5 \%$ of gross eligible salary and totaled approximately $\$ 52,500$ and $\$ 36,600$ for the years ended June 30, 2011 and 2010, respectively.

## 6. Capital Lease Obligations

The Organization leases computer equipment under four capital leases, with two leases expiring during 2012, one lease expiring during 2013 and one lease expiring during 2014. The assets and liabilities under capital leases are recorded at the lower of present value of the minimum lease payments or the fair value of the asset. The assets are depreciated over the lower of their related lease terms or their estimated productive lives. Depreciation of assets under capital leases is included in depreciation expense at June 30, 2011 and 2010.

Following is a summary of property under capital leases at June 30, 2011 and 2010:

Computer equipment
Less accumulated depreciation
\$ 39,625
14,694
\$ 24,931

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

## 6. Capital Lease Obligations (continued)

The interest rates, which range from $5.39 \%$ to $13.44 \%$, were determined by the lessor's implicit rate identified in the lease agreements. Future minimum lease payments under these leases, including the present value of such payments, for the years ending after June 30, 2011 are as follows:


## 7. Commitments

The Organizations lease office space and equipment under operating leases expiring at various dates between March 2013 and March 2015. The following is a summary of the minimum annual commitments under the terms of the leases for years ending after June 30, 2011:

| Year Ended <br> June 30 |  | Portland <br> Office |  |  | Denver <br> Office |  |  |  | Copier |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

## 7. Commitments (continued)

Rent expense for the years ended June 30, 2011 and 2010 was approximately $\$ 156,400$ and \$199,200 respectively.

## 8. Income Taxes

In July, 2006, the Financial Accounting Standards Board (FASB) issued FASB Interpretation No. 48, "Accounting for Uncertainty in Income Taxes - an interpretation of FASB Statement No. $109 "$, hereafter referred to as Topic 740 of the FASB ASC. Topic 740 clarifies the accounting for uncertainty in income tax positions and defines the threshold for recognizing the tax benefits of tax return filing positions in the financial statements as "more likely than not" to be sustained upon examination, based on the technical merits of the positions. A tax position that meets the more-likely-than-not recognition threshold is initially and subsequently measured as the largest amount of tax benefit that has a greater than 50 percent likelihood of being realized. Tax positions which previously would have failed to meet the more-likely-than-not recognition threshold should be recognized in the first subsequent financial reporting period in which the threshold is met. Conversely, previously recognized tax positions which no longer meet the more-likely-than-not recognition should be derecognized in the first subsequent financial reporting period in which the threshold is no longer met.

The Organizations adopted the provisions of Topic 740 on July 1, 2009. The adoption of Topic 740 did not result in a material modification of the overall financial statements of the Organizations as of and for the year ended June 30, 2010. As the Organizations are qualified as nonprofit Organizations under the Internal Revenue Code, any income tax position would be primarily related to unrelated business activities outside the core mission of the Organizations. Based on prior examinations of contractual arrangements of the Organizations and correspondence received from the Internal Revenue Service, management believes there to be no potential income tax positions that would result in related tax liability for the Organizations. Management will continue to evaluate any future contractual arrangements with respect to potential income tax positions under this guidance.

## 9. Joint Operating Agreement with Affiliate

During 2011, Compassion \& Choices (C\&C) entered into a joint operating agreement with Compassion \& Choices of Oregon (COO) whereby COO would be included as an operating entity under the C\&C umbrella. At the date of the agreement, COO assets were comprised of $\$ 148,877$ in cash and no liabilities.

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements<br>Years Ended June 30, 2011 and 2010<br>(See Independent Auditors' Report)

## NOTE 10 - SPLIT INTEREST AGREEMENTS

The Organization administers the following gift annuities. A gift annuity provides for the payment of distributions to the grantor or other designated beneficiaries over the annuity's term (usually the designated beneficiary's lifetime). At the end of the annuity's term the remaining assets are available for the Organization's use. The portion of the annuity attributable to the present value of the future benefits to be received by the Organization is recorded in the Combined Statement of Activities as an unrestricted contribution in the period the annuity is established. Such contributions totaled $\$ 12,349$ for the year ended June 30, 2011. Assets held in the annuity reserve fund totaled $\$ 389,204$ at June 30, 2011, and are reported at fair market value and included in Investments in the Organization's Combined Statement of Financial Position.

|  | Fiscal Year of Gift | Description of Asset Donated |  | FMV of Asset |  | Value of Gift | Amount of Liability | Gift Donor Life Expectancy | Discount Rate |  | Required Quarterly Payment | Guaranteed Interest Rate | Gift Annuity Payments Due June 30, 2011 | Annuity Reserve Fund June 30, 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Annuity 2 | June 30, 1999 | Cash | \$ | 15,000 | \$ | 6,440 | \$ 8,560 | 10.5 years | 9.49\% | \$ | 322 | 8.60\% | \$ | \$ 4,130 |
| Annuity 5 | June 30, 2001 | Cash | \$ | 10,000 | \$ | 3,749 | \$ 6,251 | 18.3 years | 9.42\% | \$ | 180 | 7.20\% | \$ 3,813 | \$ 5,330 |
| Annuity 14 | June 30, 2001 | Cash | \$ | 10,000 | \$ | 4,163 | \$ 5,837 | 11.1 years | 9.32\% | \$ | 212 | 8.50\% | \$ 878 | \$ 4,226 |
| Annuity 15 | June 30, 2001 | Cash | \$ | 10,000 | \$ | 4,508 | \$ 5,492 | 8.3 years | 10.23\% | \$ | 248 | 9.90\% | \$ (0) | \$ 4,020 |
| Annuity 17 | June 30, 2001 | Cash | \$ | 50,000 | \$ | 21,293 | \$ 28,707 | 10.5 years | 9.49\% | \$ | 1,088 | 8.70\% | \$ 2,099 | \$ 21,671 |
| Annuity 19 | June 30, 2002 | Stock | \$ | 24,543 | \$ | 9,700 | \$ 14,843 | 14.5 years | 8.50\% | \$ | 454 | 7.40\% | \$ 6,727 | \$ 11,180 |
| Annuity 20 | June 30, 2002 | Cash | \$ | 10,000 | \$ | 4,105 | \$ 5,895 | 13.1 years | 8.80\% | \$ | 193 | 7.70\% | \$ 2,155 | \$ 4,364 |
| Annuity 21 | June 30, 2002 | Cash | \$ | 10,000 | \$ | 6,931 | \$ 3,069 | 17.2 years | 11.20\% | \$ | 405 | 16.20\% | \$ 7,964 | \$ 9,687 |
| Annuity 24 | June 30, 2003 | Cash | \$ | 50,000 | \$ | 13,091 | \$ 36,909 | 18.9 years | 5.51\% | \$ | 788 | 6.30\% | \$ 25,420 | \$ 29,241 |
| Annuity 25 | June 30, 2003 | Cash | \$ | 20,000 | \$ | 10,927 | \$ 9,073 | 5.0 years | 9.52\% | \$ | 575 | 11.50\% | \$ | \$ 7,052 |
| Annuity 26 | June 30, 2003 | Stock | \$ | 25,544 | \$ | 4,941 | \$ 20,603 | 21.4 years | 4.93\% | \$ | 390 | 6.10\% | \$ 15,293 | \$ 15,897 |
| Annuity 27 | June 30, 2004 | Cash | \$ | 10,000 | \$ | 4,642 | \$ 5,358 | 7.8 years | 7.91\% | \$ | 228 | 9.10\% | \$ 0 | \$ 3,992 |
| Annuity 29 | June 30, 2004 | Cash | \$ | 10,000 | \$ | 4,852 | \$ 5,148 | 7.8 years | 7.95\% | \$ | 220 | 8.80\% | \$ 216 | \$ 3,221 |
| Annuity 30 | June 30, 2004 | Cash | \$ | 10,000 | \$ | 4,172 | \$ 5,828 | 13.1 years | 7.18\% | \$ | 173 | 6.90\% | \$ 3,113 | \$ 4,593 |
| Annuity 31 | June 30, 2004 | Cash | \$ | 50,000 | \$ | 24,020 | \$ 25,980 | 8.8 years | 8.48\% | \$ | 1,038 | 8.30\% | \$ 5,788 | \$ 18,919 |
| Annuity 32 | June 30, 2004 | Cash | \$ | 45,671 | \$ | 9,250 | \$ 36,422 | 27.6 years | 5.47\% | \$ | 639 | 5.60\% | \$ 31,418 | \$ 32,349 |
| Annuity 33 | June 30, 2004 | Cash | \$ | 20,000 | \$ | 11,803 | \$ 8,197 | 4.7 years | 10.25\% | \$ | 565 | 11.30\% | \$ | \$ 7,209 |
| Annuity 34 | June 30, 2005 | Cash | \$ | 20,000 | \$ | 11,901 | \$ 8,099 | 4.7 years | 11.34\% | \$ | 565 | 11.30\% | \$ | \$ 7,209 |
| Annuity 35 | June 30, 2005 | Cash | \$ | 10,000 | \$ | 5,161 | \$ 4,839 | 7.3 years | 9.33\% | \$ | 230 | 9.20\% | \$ 444 | \$ 3,973 |
| Annuity 38 | June 30, 2005 | Cash | \$ | 10,000 | \$ | 4,606 | \$ 5,394 | 15.9 years | 6.73\% | \$ | 250 | 10.00\% | \$ 5,394 | \$ 10,296 |
| Annuity 39 | June 30, 2005 | Cash | \$ | 20,000 | \$ | 9,717 | \$ 10,283 | 9.9 years | 8.62\% | \$ | 390 | 7.80\% | \$ 4,953 | \$ 9,387 |
| Annuity 40 | June 30, 2006 | Cash | \$ | 5,000 | \$ | 2,503 | \$ 2,497 | 9.4 years | 9.44\% | \$ | 100 | 8.00\% | \$ 1,181 | \$ 2,359 |
| Annuity 42 | June 30, 2006 | Cash | \$ | 5,000 | \$ | 2,097 | \$ 2,903 | 14.9 years | 1.94\% | \$ | 81 | 6.50\% | \$ 1,471 | \$ 2,925 |
| Annuity 43 | June 30, 2007 | Cash | \$ | 10,000 | \$ | 6,275 | \$ 3,725 | 4.3 years | 11.75\% | \$ | 283 | 11.30\% | \$ | \$ 3,934 |
| Annuity 44 | June 30, 2007 | Cash | \$ | 10,000 | \$ | 5,243 | \$ 4,757 | 8.3 years | 9.84\% | \$ | 213 | 8.50\% | \$ 2,639 | \$ 4,662 |
| Annuity 45 | June 30, 2007 | Cash | \$ | 8,000 | \$ | 4,667 | \$ 3,333 | 4.9 years | 12.23\% | \$ | 226 | 11.30\% | \$ 432 | \$ 3,391 |
| Annuity 46 | June 30, 2008 | Cash | \$ | 20,000 | \$ | 10,366 | \$ 9,634 | 8.8 years | 9.85\% | \$ | 414 | 8.30\% | \$ 6,237 | \$ 9,989 |
| Annuity 47 | June 30, 2008 | Cash | \$ | 7,717 | \$ | 3,308 | \$ 4,409 | 17.5 years | 8.44\% | \$ | 122 | 6.30\% | \$ 3,895 | \$ 5,061 |
| Annuity 48 | June 30, 2008 | Cash | \$ | 10,000 | \$ | 4,805 | \$ 5,195 | 9.9 years | 8.30\% | \$ | 195 | 7.80\% | \$ 3,774 | \$ 4,896 |
| Annuity 49 | June 30, 2008 | Cash | \$ | 5,000 | \$ | 2,293 | \$ 2,707 | 9.4 years | 7.02\% | \$ | 100 | 8.00\% | \$ 2,010 | \$ 2,712 |
| Annuity 50 | June 30, 2009 | Cash | \$ | 10,000 | \$ | 5,613 | \$ 4,387 | 6.1 years | 7.86\% | \$ | 238 | 9.50\% | \$ 2,517 | \$ 4,654 |
| Annuity 51 | June 30, 2009 | Cash | \$ | 20,000 | \$ | 9,922 | \$ 10,078 | 9.4 yrs | 7.91\% | \$ | 380 | 7.60\% | \$ 7,892 | \$ 9,540 |
| Annuity 52 | June 30, 2010 | Cash | \$ | 5,000 | \$ | 2,623 | \$ 2,377 | 7.8 yrs | 6.81\% | \$ | 100 | 8.00\% | \$ 1,890 | \$ 2,407 |
| Annuity 53 | June 30, 2010 | Cash | \$ | 40,000 | \$ | 11,412 | \$ 28,588 | 22.4 yrs | 4.53\% | \$ | 510 | 5.10\% | \$ 27,343 | \$ 23,395 |
| Annuity 54 | June 30, 2010 | Cash | \$ | 100,000 | \$ | 51,354 | \$ 48,646 | 8.8 yrs | 5.97\% | \$ | 1,825 | 7.30\% | \$ 41,517 | \$ 52,184 |
| Annuity 55 | June 30, 2010 | Cash | \$ | 25,000 | \$ | 12,839 | \$ 12,161 | 8.8 yrs | 6.43\% | \$ | 456 | 7.30\% | \$ 10,509 | \$ 13,046 |
| Annuity 56 | June 30, 2011 | Cash | \$ | 30,000 | \$ | 8,154 | \$ 21,846 | 22.4 yrs | 4.78\% | \$ | 398 | 5.30\% | \$ 21,289 | \$ 19,505 |
| Annuity 57 | June 30, 2011 | Cash | \$ | 10,000 | \$ | 4,195 | \$ 5,805 | 13.8 yrs | 5.62\% | \$ | 153 | 6.10\% | \$ 5,527 | \$ 6,418 |
| Totals |  |  | \$ | 761,475 |  | 327,639 | \$ 433,836 |  |  | \$ | 14,943 |  | \$ 255,797 | \$ 389,024 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements<br>Years Ended June 30, 2011 and 2010<br>(See Independent Auditors' Report)

## NOTE 10 - Split Interest Agreements (continued)

The Organization administers the following gift annuities. A gift annuity provides for the payment of distributions to the grantor or other designated beneficiaries over the annuity's term (usually the designated beneficiary's lifetime). At the end of the annuity's term the remaining assets are available for the Organization's use. The portion of the annuity attributable to the present value of the future benefits to be received by the Organization is recorded in the Combined Statement of Activities as an unrestricted contribution in the period the annuity is established. Such contributions totaled $\$ 78,228$ for the year ended June 30, 2010. Assets held in the annuity reserve fund totaled $\$ 396,735$ at June 30, 2010, and are reported at fair market value and included in Investments in the Organization's Combined Statement of Financial Position.


# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Notes to Combined Financial Statements
Years Ended June 30, 2011 and 2010
(See Independent Auditors' Report)

## 11. Subsequent Events

Subsequent events have been evaluated by management as of the date of these financial statements. This date represents the date the financial statements were available to be issued.

Supplemental Information
(See Independent Auditors' Report on Supplemental Information)

BRADLEY CONSULTING GROUP

Board of Directors
Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network
Denver, Colorado

## Independent Auditors' Report on Additional Information

Our report on our audits of the basic financial statements of Compassion \& Choices, Compassion \& Choices of Oregon and Compassion \& Choices Action Network as of June 30, 2011 and Compassion \& Choices, Compassion in Dying Federation of America and Compassion \& Choices Action Network as of June 30, 2010 appears on page 1. We conducted our audits in accordance with auditing standards generally accepted in the United States of America for the purpose of forming an opinion on the basic financial statements taken as a whole. The combining schedules are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subject to the auditing procedures applied in the audits of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

## Bradley Consulting Group, P.C. Certified Public Accountants

Lakewood, Colorado

October 12, 2011

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combining Statement of Financial Position
June 30, 2011
(See Independent Auditors' Report on Supplemental Information)

| Assets |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Compassion \& Choices |  | Compassion \& Choices of Oregon |  | Compassion \& Choices Action Network |  | Combined |  |
| Current assets: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 246,983 | \$ | 97,551 | \$ | 275,950 | \$ | 620,484 |
| Investments, including cash |  | 3,511,113 |  | - |  | 926,282 |  | 4,437,395 |
| Prepaid expenses |  | 83,480 |  | - |  | - |  | 83,480 |
| Beneficial interest in charitable remainder trust |  | 122,549 |  | - |  | - |  | 122,549 |
| Other current assets |  | 60 |  | 18,286 |  | - |  | 18,346 |
| Total current assets |  | 3,964,185 |  | 115,837 |  | 1,202,232 |  | 5,282,254 |
| Property, equipment and improvements: |  |  |  |  |  |  |  |  |
| Furniture and fixtures |  | 524,107 |  | - |  | - |  | 524,107 |
| Leasehold improvements |  | 26,604 |  | - |  | - |  | 26,604 |
|  |  | 550,711 |  | - |  | - |  | 550,711 |
| Accumulated depreciation and amortization |  | 316,760 |  | - |  | - |  | 316,760 |
| Total property, equipment and improvements |  | 233,951 |  | - |  | - |  | 233,951 |
| Other assets: |  |  |  |  |  |  |  |  |
| Intangible assets |  | 3,014 |  | - |  | - |  | 3,014 |
| Deposits |  | 15,431 |  | - |  | - |  | 15,431 |
| Due from (to) related entity |  | 255,845 |  | - |  | $(255,845)$ |  | - |
| Total other assets |  | 274,290 |  | - |  | $(255,845)$ |  | 18,445 |
| Total assets | \$ | 4,472,426 | \$ | 115,837 | \$ | 946,387 | \$ | 5,534,650 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combining Statement of Financial Position
June 30, 2011
(See Independent Auditors' Report on Supplemental Information)

Liabilities and Net Assets

|  | Compassion \& Choices |  | Compassion \& Choices of Oregon |  | Compassion \& Choices Action Network |  | Combined |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current liabilities: |  |  |  |  |  |  |  |  |
| Current portion of obligations under capital leases | \$ | 13,706 | \$ | - | \$ | - | \$ | 13,706 |
| Accounts payable |  | 73,915 |  | - |  | - |  | 73,915 |
| Accrued payroll and taxes |  | 246,782 |  |  |  | 4,055 |  | 250,837 |
| Accrued expenses |  | 47,968 |  | - |  | - |  | 47,968 |
| Total current liabilities |  | 382,371 |  | - |  | 4,055 |  | 386,426 |
| Long-term liabilities: |  |  |  |  |  |  |  |  |
| Gift annuity payments due |  | 255,797 |  | - |  | - |  | 255,797 |
| Capital lease obligations, net of current portion |  | 14,237 |  | - |  | - |  | 14,237 |
| Total long-term liabilities |  | 270,034 |  | - |  | - |  | 270,034 |
| Total liabilities |  | 652,405 |  | - |  | 4,055 |  | 656,460 |
| Net assets: |  |  |  |  |  |  |  |  |
| Unrestricted: |  |  |  |  |  |  |  |  |
| Operating |  | 3,614,013 |  | 115,837 |  | 942,332 |  | 4,672,182 |
| Net investment in property, equipment and improvements |  | 206,008 |  | - |  | - |  | 206,008 |
| Net assets |  | 3,820,021 |  | 115,837 |  | 942,332 |  | 4,878,190 |
| Total liabilities and net assets | \$ | 4,472,426 | \$ | 115,837 | \$ | 946,387 | \$ | 5,534,650 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Combining Statement of Activities<br>Year Ended June 30, 2011<br>(See Independent Auditors' Report on Supplemental Information)

|  |  | Compassion \& Choices |  | Compassion \& Choices of Oregon |  | Compassion \& Choices Action Network |  | Combined |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue and other support: |  |  |  |  |  |  |  |  |
| Contributions | \$ | 4,263,361 | \$ | 191,828 | \$ | 65,351 | \$ | 4,520,540 |
| Membership fees |  | - |  | - |  | 217,766 |  | 217,766 |
| Net sales |  | - |  | - |  | $(5,367)$ |  | $(5,367)$ |
| Grants |  | 2,699,500 |  | - |  | - |  | 2,699,500 |
| Investment income, net of expenses |  | 31,592 |  | - |  | 14,143 |  | 45,735 |
| Gain on investments |  | 57,977 |  | - |  | 26,491 |  | 84,468 |
| Loss on sale of assets |  | (344) |  | - |  | - |  | (344) |
| Other Income |  | 169,734 |  | - |  | 2,447 |  | 172,181 |
| Total revenue and other support |  | 7,221,820 |  | 191,828 |  | 320,831 |  | 7,734,479 |
| Expenses: |  |  |  |  |  |  |  |  |
| Programs |  | 4,402,482 |  | 161,000 |  | 221,731 |  | 4,785,213 |
| General and administrative |  | 702,977 |  | 15,915 |  | 17,003 |  | 735,895 |
| Fundraising |  | 222,833 |  | 47,953 |  | - |  | 270,786 |
| Total expenses |  | 5,328,292 |  | 224,868 |  | 238,734 |  | 5,791,894 |
| Increase (decrease) in net assets |  | 1,893,528 |  | $(33,040)$ |  | 82,097 |  | 1,942,585 |
| Net assets, beginning: |  |  |  |  |  |  |  |  |
| Prior year total |  | 1,926,493 |  |  |  | 860,235 |  | 2,786,728 |
| Transfer from affiliate |  |  |  | 148,877 |  |  |  | 148,877 |
| Total net assets, beginning |  | 1,926,493 |  | 148,877 |  | 860,235 |  | 2,935,605 |
| Net assets, ending | \$ | 3,820,021 | \$ | 115,837 | \$ | 942,332 | \$ | 4,878,190 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

## Compassion \& Choices - Functional Expenses <br> Year Ended June 30, 2011 <br> (See Independent Auditors' Report on Supplemental Information)

|  | Direct Lobbying | Government Affairs | Public Education ommun \& Devo | Field Ops | Legal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Ordinary Income/Expense |  |  |  |  |  |
| Income |  |  |  |  |  |
| 8100 - DONATIONS |  |  | 7,750.00 | 33,013.95 | 104,579.41 |
| 8500 - INVESTMENTSIANNUITY ACTIVITY |  |  |  |  |  |
| 8700 - ALL OTHER INCOME |  |  |  | -55.00 |  |
| 9502 • FOUNDATION REVENUE |  |  |  |  |  |
| 9503 - RESTRICTED GIFTS |  |  |  |  |  |
| Total Income | 0.00 | 0.00 | 7,750.00 | 32,958.95 | 104,579.41 |
| Cost of Goods Sold |  |  |  |  |  |
| 5000 - COST OF GOODS SOLD |  |  |  |  |  |
| Total COGS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Profit | 0.00 | 0.00 | 7,750.00 | 32,958.95 | 104,579.41 |
| Expense |  |  |  |  |  |
| 9000 - ALL OTHER PAYROLL |  | 433,833.09 | 296,161.38 | 158,661.80 | 170,851.49 |
| 9050 - STAFF COSTS - DEVELOPMENT DEPT |  |  | 696,360.62 |  |  |
| 9055 • ADDL STAFF COSTS (COMMISSIONS) |  |  |  |  |  |
| 9100 - TEMPORARY STAFF |  | 200.00 |  |  |  |
| 9110 - STAFF DEVELOPMENT |  | 574.00 | 12,450.01 | 1,472.87 |  |
| 9120 - FACILITIES |  | 4,337.67 | 50,861.95 | 34,931.75 |  |
| 9130 - INSURANCE |  | 842.24 | 10,997.11 | 16,364.14 | 4,567.69 |
| 9140 - PUBLICATIONS \& SUBSCRIPTIONS |  | 78.69 | 5,945.60 | 16,649.07 | 80.57 |
| 9150 - MEMBERSHIPS IN OTHER ORGS |  | 542.07 | 7,249.36 | 628.83 | 793.08 |
| 9160 - TRAVEL \& ENTERTAINMENT | 105.75 | 52,525.63 | 49,770.63 | 25,295.18 | 11,921.99 |
| 9170 - PRINTING |  | 12,109.47 | 35,026.38 | 5,274.95 |  |
| 9180 - TECHNOLOGYIDATA MANAGEMENT |  | 1,608.51 | 36,154.45 | 15,634.35 | 1,647.04 |
| 9215 - MAGAZINE |  |  | 177,640.13 |  |  |
| 9220 - CA LEGISLATIVE ADVOCACY |  |  |  |  |  |
| 9222 - WA LEGISLATIVE ADVOCACY |  |  |  |  |  |
| 9230 - OUTSIDE SERVICES | 39,200.00 | 216,465.44 | 159,905.15 | 51,925.53 | 106,732.24 |
| 9260 - ADVERTISING |  | 1,657.90 | 4,340.53 |  |  |
| 9270 - MEMBERSHIP COSTS |  |  | 1,148.56 |  |  |
| 9280 - DEVELOPMENT COSTS |  |  | 566,652.79 |  |  |
| 9300 - OPERATIONAL EXPENSES |  | 19,616.30 | 115,075.19 | 50,226.52 | 7,179.65 |
| 9400 - DEPRECIATION |  | 1,834.94 | 9,181.70 | 16,521.47 | 1,878.90 |
| $9500 \cdot$ GRANTS |  |  | 14,777.23 | 5,000.00 |  |
| 9530 - LOCAL GROUPS |  |  |  | 44,739.95 |  |
| 9540 - CONFERENCE/BOOTH FEES |  | 1,235.00 |  | 2,522.18 | -100.00 |
| 9550 - TAXES AND INTEREST |  | 107.27 | 1,400.61 | 965.82 | 109.84 |
| 9560 - MERCHANT/BANK FEES |  | 5.00 | 12,175.42 |  |  |
| $9570 \cdot$ REGISTRATION/FILING FEES |  | 350.00 | 13,479.55 | 75.00 | 810.00 |
| Total Expense | 39,305.75 | 747,923.22 | 2,276,754.35 | 446,889.41 | 306,472.49 |
| Net Ordinary Income | -39,305.75 | -747,923.22 | -2,269,004.35 | -413,930.46 | -201,893.08 |
| Other Income/Expense |  |  |  |  |  |
| Other Expense |  |  |  |  |  |
| 9996 - (Gain)/Loss on sale of assets |  |  |  |  |  |
| Total Other Expense | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Other Income | -39,305.75 | -747,923.22 | -2,269,004.35 | -413,930.46 | -201,893.08 |

## Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network

Compassion \& Choices - Functional Expenses (continued)
Year Ended June 30, 2011
(See Independent Auditors' Report on Supplemental Information)

|  | Total Program <br> Services | Total Fundraising | Org ManagementAdmin | Total Supporting Services | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |
| Ordinary Income/Expense |  |  |  |  |  |
| Income |  |  |  |  |  |
| 8100 - DONATIONS | 190,924.61 | 4,072,436.44 |  | 4,072,436.44 | 4,263,361.05 |
| 8500 - INVESTMENTS/ANNUITY ACTIVITY | 0.00 | 89,568.22 |  | 89,568.22 | 89,568.22 |
| 8700 - ALL OTHER INCOME | -55.00 | 169,788.59 |  | 169,788.59 | 169,733.59 |
| 9502 - FOUNDATION REVENUE | 0.00 | 2,699,500.00 |  | 2,699,500.00 | 2,699,500.00 |
| 9503 - RESTRICTED GIFTS | 0.00 |  |  | 0.00 | 0.00 |
| Total Income | 190,869.61 | 7,031,293.25 | 0.00 | 7,031,293.25 | 7,222,162.86 |
| Cost of Goods Sold |  |  |  |  |  |
| 5000 - COST OF GOODS SOLD | 0.00 |  |  | 0.00 | 0.00 |
| Total COGS | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Profit | 190,869.61 | 7,031,293.25 | 0.00 | 7,031,293.25 | 7,222,162.86 |
| Expense |  |  |  |  | 0.00 |
| 9000 - ALL OTHER PAYROLL | 1,359,790.02 |  | 427,713.47 | 427,713.47 | 1,787,503.49 |
| 9050 - STAFF COSTS - DEVELOPMENT DEPT | 703,590.62 | 78,176.74 | 3,373.57 | 81,550.31 | 785,140.93 |
| 9055 - ADDL STAFF COSTS (COMMISSIONS) | 0.00 |  |  | 0.00 | 0.00 |
| 9100 - TEMPORARY STAFF | 200.00 |  | 10,198.71 | 10,198.71 | 10,398.71 |
| 9110 - STAFF DEVELOPMENT | 14,496.88 |  | 4,815.90 | 4,815.90 | 19,312.78 |
| $9120 \cdot$ FACILITIES | 102,935.75 |  | 42,903.51 | 42,903.51 | 145,839.26 |
| 9130 - INSURANCE | 64,726.24 |  | 16,692.31 | 16,692.31 | 81,418.55 |
| 9140 - PUBLICATIONS \& SUBSCRIPTIONS | 23,093.62 |  | 739.13 | 739.13 | 23,832.75 |
| 9150 - MEMBERSHIPS IN OTHER ORGS | 9,542.20 |  | 1,395.22 | 1,395.22 | 10,937.42 |
| 9160 - TRAVEL \& ENTERTAINMENT | 162,758.51 |  | 39,568.53 | 39,568.53 | 202,327.04 |
| 9170 - PRINTING | 56,283.80 |  | 2,858.81 | 2,858.81 | 59,142.61 |
| 9180 - TECHNOLOGYIDATA MANAGEMENT | 62,003.03 |  | 13,412.56 | 13,412.56 | 75,415.59 |
| 9215 - MAGAZINE | 177,640.13 |  | 35,374.26 | 35,374.26 | 213,014.39 |
| 9220 - CA LEGISLATIVE ADVOCACY | 0.00 |  |  | 0.00 | 0.00 |
| 9222 - WA LEGISLATIVE ADVOCACY | 0.00 |  |  | 0.00 | 0.00 |
| 9230 OUTSIDE SERVICES | 746,473.89 |  | 39,025.46 | 39,025.46 | 785,499.35 |
| 9260 - ADVERTISING | 5,998.43 |  | 730.00 | 730.00 | 6,728.43 |
| 9270 - MEMBERSHIP COSTS | 1,148.56 |  |  | 0.00 | 1,148.56 |
| 9280 - DEVELOPMENT COSTS | 566,652.79 | 144,656.41 |  | 144,656.41 | 711,309.20 |
| 9300 - OPERATIONAL EXPENSES | 211,667.36 |  | 44,985.36 | 44,901.36 | 256,568.72 |
| 9400 - DEPRECIATION | 35,473.02 |  | 17,236.28 | 17,236.28 | 52,709.30 |
| $9500 \cdot$ GRANTS | 19,777.23 |  |  | 0.00 | 19,777.23 |
| $9530 \cdot$ LOCAL GROUPS | 44,739.95 |  |  | 0.00 | 44,739.95 |
| 9540 - CONFERENCE/BOOTH FEES | 3,657.18 |  | 950.00 | 950.00 | 4,607.18 |
| 9550 - TAXES AND INTEREST | 2,937.57 |  | 1,020.35 | 1,020.35 | 3,957.92 |
| 9560 - MERCHANT/BANK FEES | 12,180.42 |  |  | 0.00 | 12,180.42 |
| 9570 - REGISTRATION/FILING FEES | 14,714.55 |  | -18.00 | -18.00 | 14,696.55 |
| Total Expense | 4,402,481.75 | 222,833.15 | 702,975.43 | 925,724.58 | 5,328,206.33 |
| Net Ordinary Income | -4,211,612.14 | 6,808,460.10 | -702,975.43 | 6,105,568.67 | 1,893,956.53 |
| Other Income/Expense |  |  |  |  |  |
| Other Expense |  |  |  |  |  |
| 9996 - (Gain)/Loss on sale of assets | 0.00 |  | 343.68 | 343.68 | 343.68 |
| Total Other Expense | 0.00 | 0.00 | 343.68 | 343.68 | 343.68 |
| Net Other Income | -4,211,612.14 | 6,808,460.10 | -703,319.11 | 6,105,140.99 | 1,893,527.85 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Compassion \& Choices of Oregon - Functional Expenses<br>Year Ended June 30, 2011<br>(See Independent Auditors' Report on Supplemental Information)

|  | Public Education Consultation | Total Program Services (Unrestricted) | Total Fundraising |
| :---: | :---: | :---: | :---: |
| Ordinary Income/Expense |  |  |  |
| Income |  |  |  |
| 8000 - SALES |  | 0.00 |  |
| 8100 - DONATIONS |  | 0.00 | 145,051.10 |
| 8108 - TELEFUNDING - HOUSE APPEAL |  | 0.00 |  |
| 8200 - RENEWALS (Membership) |  | 0.00 |  |
| 8500 - INVESTMENT INCOME |  | 0.00 |  |
| 8700 - ALL OTHER INCOME |  | 0.00 | 46,777.19 |
| 9503 • RESTRICTED GIFTS |  | 0.00 |  |
| Total Income | 0.00 | 0.00 | 191,828.29 |
| Cost of Goods Sold |  |  |  |
| 5000 - COST OF GOODS SOLD |  | 0.00 |  |
| Total COGS | 0.00 | 0.00 | 0.00 |
| Gross Profit | 0.00 | 0.00 | 191,828.29 |
| Expense |  |  |  |
| 9000 - ALL OTHER PAYROLL | 115,238.26 | 115,238.26 | 37,814.40 |
| 9050 - STAFF COSTS - DEVELOPMENT DEPT | 0.00 | 0.00 | 0.00 |
| 9100 - TEMPORARY STAFF |  | 0.00 |  |
| 9120 - FACILITIES (MEETING/BOOTH) | 5,196.14 | 5,196.14 | 288.67 |
| 9130 - INSURANCE |  | 0.00 |  |
| 9140 - PUBLICATIONS \& SUBSCRIPTIONS |  | 0.00 |  |
| 9150 - MEMBERSHIP IN OTHER ORG |  | 0.00 |  |
| 9160 - TRAVEL \& ENTERTAINMENT | 7,817.95 | 7,817.95 |  |
| 9170 - PRINTING |  | 0.00 |  |
| 9180 - TECHNOLOGYIDATA MANAGEMENT |  | 0.00 |  |
| 9230 - OUTSIDE SERVICES |  | 0.00 |  |
| 9270 - MEMBERSHIP COSTS |  | 0.00 |  |
| 9280 - DEVELOPMENT COSTS | 6,078.76 | 6,078.76 | 6,078.76 |
| 9300 - OPERATIONAL EXPENSES | 26,668.40 | 26,668.40 | 1,481.58 |
| 9400 - DEPRECIATION |  | 0.00 |  |
| 9550 - TAXES |  | 0.00 |  |
| 9560 - MERCHANT/BANK FEES |  | 0.00 | 2,289.19 |
| 9570 - REGISTRATION/FILING FEES |  | 0.00 |  |
| Total Expense | 160,999.52 | 160,999.52 | 47,952.60 |
| Net Ordinary Income | -160,999.52 | -160,999.52 | 143,875.69 |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

## Compassion \& Choices of Oregon - Functional Expenses (continued) <br> Year Ended June 30, 2011 <br> (See Independent Auditors' Report on Supplemental Information)

|  | Total Management and General | Total Supporting Services (Unrestricted) | TOTAL |
| :---: | :---: | :---: | :---: |
| Ordinary Income/Expense Income |  |  |  |
|  |  |  |  |
| 8000 - SALES |  | 0.00 | 0.00 |
| 8100 - DONATIONS |  | 145,051.10 | 145,051.10 |
| 8108 - TELEFUNDING - HOUSE APPEAL |  | 0.00 | 0.00 |
| 8200 - RENEWALS (Membership) |  | 0.00 | 0.00 |
| 8500 - INVESTMENT INCOME |  | 0.00 | 0.00 |
| 8700 - ALL OTHER INCOME |  | 46,777.19 | 46,777.19 |
| 9503 - RESTRICTED GIFTS |  | 0.00 | 0.00 |
| Total Income | 0.00 | 191,828.29 | 191,828.29 |
| Cost of Goods Sold |  |  |  |
| 5000 - COST OF GOODS SOLD | 0.00 | 0.00 | 0.00 |
| Total COGS | 0.00 | 0.00 | 0.00 |
| Gross Profit | 0.00 | 191,828.29 | 191,828.29 |
| Expense |  |  |  |
| 9000 ALL OTHER PAYROLL | 13,754.95 | 51,569.35 | 166,807.61 |
| 9050 - STAFF COSTS - DEVELOPMENT DEPT |  | 0.00 | 0.00 |
| 9100 - TEMPORARY STAFF |  | 0.00 | 0.00 |
| 9120 - FACILITIES (MEETING/BOOTH) | 288.67 | 577.35 | 5,773.49 |
| 9130 - INSURANCE | 346.40 | 346.40 | 346.40 |
| 9140 - PUBLICATIONS \& SUBSCRIPTIONS |  | 0.00 | 0.00 |
| 9150 - MEMBERSHIP IN OTHER ORG |  | 0.00 | 0.00 |
| 9160 - TRAVEL \& ENTERTAINMENT | 43.97 | 43.97 | 7,861.92 |
| 9170 - PRINTING |  | 0.00 | 0.00 |
| 9180 - TECHNOLOGYIDATA MANAGEMENT |  | 0.00 | 0.00 |
| 9230 - OUTSIDE SERVICES |  | 0.00 | 0.00 |
| 9270 - MEMBERSHIP COSTS |  | 0.00 | 0.00 |
| 9280 - DEVELOPMENT COSTS |  | 6,078.76 | 12,157.52 |
| 9300 - OPERATIONAL EXPENSES | 1,481.58 | 2,963.16 | 29,631.56 |
| 9400 - DEPRECIATION |  | 0.00 | 0.00 |
| 9550 - TAXES |  | 0.00 | 0.00 |
| 9560 - MERCHANT/BANK FEES |  | 2,289.19 | 2,289.19 |
| 9570 - REGISTRATION/FILING FEES |  | 0.00 | 0.00 |
| Total Expense | 15,915.57 | 63,868.18 | 224,867.69 |
| Net Ordinary Income | -15,915.57 | 127,960.12 | $-33,039.40$ |

# Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network 

Compassion \& Choices Action Network - Functional Expenses
Year Ended June 30, 2011
(See Independent Auditors' Report on Supplemental Information)

|  | CCAN <br> Direct <br> Lobbying | Legislative Education | Public Education | Total Program Services (Unrestricted) |
| :---: | :---: | :---: | :---: | :---: |
| Ordinary Income/Expense |  |  |  |  |
| Income |  |  |  |  |
| 8000 SALES |  |  |  | 0.00 |
| $8100 \cdot$ DONATIONS |  |  |  | 0.00 |
| 8108 - TELEFUNDING - HOUSE APPEAL |  |  |  | 0.00 |
| 8200 - RENEWALS (Membership) |  |  |  | 0.00 |
| 8500 - INVESTMENT INCOME |  |  |  | 0.00 |
| 8700 - ALL OTHER INCOME |  |  |  | 0.00 |
| 9503 - RESTRICTED GIFTS |  |  |  | 0.00 |
| Total Income | 0.00 | 0.00 | 0.00 | 0.00 |
| Cost of Goods Sold |  |  |  |  |
| 5000 - COST OF GOODS SOLD | 0.00 | 0.00 |  | 0.00 |
| Total COGS | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Profit | 0.00 | 0.00 | 0.00 | 0.00 |
| Expense |  |  |  |  |
| 9000 ALL OTHER PAYROLL |  |  | 779.23 | 779.23 |
| 9050 - STAFF COSTS - DEVELOPMENT DEPT |  |  | 62,734.61 | 62,734.61 |
| 9100 - TEMPORARY STAFF |  |  | 0.00 | 0.00 |
| 9120 - FACILITIES (MEETING/BOOTH) |  |  | 2,906.06 | 2,906.06 |
| 9130 - INSURANCE |  |  | 630.88 | 630.88 |
| 9140 - PUBLICATIONS \& SUBSCRIPTIONS |  | 10,750.00 | 1,004.46 | 11,754.46 |
| 9150 - MEMBERSHIP IN OTHER ORG |  |  | 31.52 | 31.52 |
| 9160 - TRAVEL \& ENTERTAINMENT |  |  | 1,403.52 | 1,403.52 |
| 9170 - PRINTING |  |  | 1,085.27 | 1,085.27 |
| 9180 - TECHNOLOGYIDATA MANAGEMENT |  |  | 1,204.85 | 1,204.85 |
| 9230 - OUTSIDE SERVICES | 67,289.09 |  | 1,006.31 | 68,295.40 |
| 9270 - MEMBERSHIP COSTS |  |  | 42,363.84 | 42,363.84 |
| $9300 \cdot$ OPERATIONAL EXPENSES |  |  | 4,452.03 | 4,452.03 |
| 9400 - DEPRECIATION |  |  | 1,374.46 | 1,374.46 |
| 9550 - TAXES |  |  | 73.69 | 73.69 |
| 9560 - MERCHANT/BANK FEES |  |  | 13,220.85 | 13,220.85 |
| 9570 - REGISTRATION/FILING FEES |  |  | 9,420.76 | 9,420.76 |
| Total Expense | 67,289.09 | 10,750.00 | 143,692.34 | 221,731.43 |
| Net Ordinary Income | -67,289.09 | -10,750.00 | -143,692.34 | -221,731.43 |

## Compassion \& Choices, Compassion \& Choices of Oregon, and Compassion \& Choices Action Network

## Compassion \& Choices Action Network - Functional Expenses (continued) <br> Year Ended June 30, 2011 <br> (See Independent Auditors' Report on Supplemental Information)

|  | Total Fundraising | Total Management and General | Total Supporting Services (Unrestricted) | TOTAL |
| :---: | :---: | :---: | :---: | :---: |
| Ordinary Income/Expense |  |  |  |  |
| Income |  |  |  |  |
| 8000 SALES |  |  | 0.00 | 0.00 |
| 8100 - DONATIONS | 63,695.75 |  | 63,695.75 | 63,695.75 |
| 8108 - TELEFUNDING - HOUSE APPEAL | 475.00 |  | 475.00 | 475.00 |
| 8200 - RENEWALS (Membership) | 218,946.21 |  | 218,946.21 | 218,946.21 |
| 8500 - INVESTMENT INCOME | 40,634.02 |  | 40,634.02 | 40,634.02 |
| 8700 - ALL OTHER INCOME | 2,447.45 |  | 2,447.45 | 2,447.45 |
| 9503 - RESTRICTED GIFTS | 0.00 |  | 0.00 | 0.00 |
| Total Income | 326,198.43 | 0.00 | 326,198.43 | 326,198.43 |
| Cost of Goods Sold |  |  |  |  |
| 5000 - COST OF GOODS SOLD | 5,367.20 | 0.00 | 5,367.20 | 5,367.20 |
| Total COGS | 5,367.20 | 0.00 | 5,367.20 | 5,367.20 |
| Gross Profit | 320,831.23 | 0.00 | 320,831.23 | 320,831.23 |
| Expense |  |  |  |  |
| 9000 - ALL OTHER PAYROLL | 0.00 | 7,512.47 | 7,512.47 | 8,291.70 |
| 9050 - STAFF COSTS - DEVELOPMENT DEPT | 0.00 |  | 0.00 | 62,734.61 |
| 9100 - TEMPORARY STAFF | 0.00 |  | 0.00 | 0.00 |
| 9120 - FACILITIES (MEETING/BOOTH) | 0.00 | 1,921.39 | 1,921.39 | 4,827.45 |
| 9130 - INSURANCE | 0.00 | 417.12 | 417.12 | 1,048.00 |
| 9140 - PUBLICATIONS \& SUBSCRIPTIONS | 0.00 | 38.97 | 38.97 | 11,793.43 |
| 9150 - MEMBERSHIP IN OTHER ORG | 0.00 | 20.84 | 20.84 | 52.36 |
| 9160 - TRAVEL \& ENTERTAINMENT | 0.00 | 927.96 | 927.96 | 2,331.48 |
| 9170 - PRINTING | 0.00 |  | 0.00 | 1,085.27 |
| 9180 - TECHNOLOGYIDATA MANAGEMENT | 0.00 | 796.61 | 796.61 | 2,001.46 |
| 9230 - OUTSIDE SERVICES | 0.00 | 2,120.60 | 2,120.60 | 70,416.00 |
| 9270 - MEMBERSHIP COSTS | 0.00 |  | 0.00 | 42,363.84 |
| 9300 - OPERATIONAL EXPENSES | 0.00 | 2,289.88 | 2,289.88 | 6,741.91 |
| 9400 - DEPRECIATION | 0.00 | 908.75 | 908.75 | 2,283.21 |
| 9550 - TAXES | 0.00 | 48.06 | 48.06 | 121.75 |
| 9560 - MERCHANT/BANK FEES | 0.00 |  | 0.00 | 13,220.85 |
| 9570 - REGISTRATION/FILING FEES | 0.00 |  | 0.00 | 9,420.76 |
| Total Expense | 0.00 | 17,002.65 | 17,002.65 | 238,734.08 |
| Net Ordinary Income | 320,831.23 | -17,002.65 | 303,828.58 | 82,097.15 |

