LES TURNER AMYOTROPHIC LATERAL SCLEROSIS FOUNDATION, LTD. (A NOT-FOR-PROFIT ORGANIZATION)

Financial Statements

December 31, 2014 and 2013



INDEPENDENT AUDITORS' REPORT

To the Board of Directors Les Turner Amyotrophic Lateral Sclerosis Foundation, Ltd.

We have audited the accompanying financial statements of Les Turner Amyotrophic Lateral Sclerosis Foundation, Ltd. (a not-for-profit organization) as of December 31, 2014 and 2013, which comprise the statements of financial position as of December 31, 2014 and 2013, and the related statements of activities, functional expenses and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

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continued



To the Board of Directors Les Turner Amyotrophic Lateral Sclerosis Foundation, Ltd.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Les Turner Amyotrophic Lateral Sclerosis Foundation, Ltd. as of December 31, 2014 and 2013, and the changes in net assets and its functional expenses and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

BIKSCO, LLP

BIK & Co, LLP Palatine, IL April 7, 2015

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A MEMBER OF RUSSELL BEDFORD INTERNATIONAL WITH AFFILIATED OFFICES WORLDWIDE

Statement of Financial Position

December 31, 2014

	_	Unrestricted	Temporarily Restricted	-	Total
Assets					
Current assets Cash and cash equivalents Investments in certificates of deposit Receivables	\$	1,110,613 2,103,778	\$ 1,184,327 232,086	\$	2,294,940 2,335,864
Unconditional promises to give Interfund receivable (payable) Other receivables Prepaid expenses	_	- 19,398 49,019 30,507	- (19,398) - -		- 49,019 30,507
Total current assets	_	3,313,315	1,397,015	-	4,710,330
Property and equipment at cost Leasehold improvements Furniture, fixtures and equipment	_	38,959 293,960	-		38,959 293,960
Less accumulated depreciation and amortization	_	332,919 322,094	-		332,919 322,094
	_	10,825	-	-	10,825
Other assets Deposits	_	16,668		-	16,668
Total assets	\$_	3,340,808	\$ 1,397,015	\$	4,737,823
Liabilities and Net Assets					
Current liabilities Accounts payable and accrued expenses Grant obligations Deferred income Current portion of deferred compensation	\$	52,052 1,600,000 177,623 53,250	\$ - - - -	\$	52,052 1,600,000 177,623 53,250
Total current liabilities		1,882,925	-		1,882,925
Long-term liabilities Deferred compensation		88,750	-		88,750
Net assets	_	1,369,133	1,397,015	-	2,766,148
Total liabilities and net assets	\$_	3,340,808	\$ 1,397,015	\$	4,737,823

The accompanying notes to the financial statements are an integral part of these statements.

Statement of Financial Position December 31, 2013

	_	Unrestricted	-	Temporarily Restricted	_	Total
Assets						
Current assets						
Cash and cash equivalents Investments in certificates of deposit Receivables	\$	1,381,177 1,182,372	\$	218,451 -	\$	1,599,628 1,182,372
Unconditional promises to give Interfund receivable (payable)		3,371 95,926		- (95,926)		3,371
Other receivables		95,920 45,277		(95,920)		- 45,277
Prepaid expenses	_	47,259	-	-	_	47,259
Total current assets	_	2,755,382	-	122,525	_	2,877,907
Property and equipment at cost						
Leasehold improvements Furniture, fixtures and equipment		36,979 286,356		-		36,979 286,356
	_	200,330	-	-	-	200,330
		323,335		-		323,335
Less accumulated depreciation and amortization		311,389	-	-	_	311,389
	_	11,946	-	-	_	11,946
Other assets						
Deposits	_	16,668	-	-	-	16,668
Total assets	\$	2,783,996	\$	122,525	\$_	2,906,521
Liabilities and Net Assets						
Current liabilities						
Accounts payable and accrued expenses	\$	37,224	\$	-	\$	37,224
Grant obligations Deferred income		1,292,872 184,925		-		1,292,872 184,925
	_		-		-	
Total current liabilities		1,515,021		-		1,515,021
Long-term liabilities Deferred compensation		142,000		-		142,000
Net assets	_	1,126,975	-	122,525	_	1,249,500
Total liabilities and net assets	\$_	2,783,996	\$	122,525	\$ _	2,906,521

Statement of Activities

For the Year Ended December 31, 2014

		Unrestricted	-	Temporarily Restricted	-	Total
Public Support and Revenues						
Public support Fund-raising events Direct fund-raising costs	\$	2,821,930 720,982	\$	26,439	\$	2,848,369 720,982
Net fund-raising support	•	2,100,948	•	26,439	-	2,127,387
Grants		62,500		104,624		167,124
Annual appeal		154,998		-		154,998
Contributions and bequests		488,887		1,507,364		1,996,251
Memorials	•	218,410		4,150	-	222,560
		3,025,743		1,642,577		4,668,320
Net assets released from restrictions		368,087	-	(368,087)	-	-
Total public support and reclassifications	•	3,393,830	-	1,274,490	-	4,668,320
Revenues						
Investment income		12,569		-		12,569
Rental fees	•	-	•	-	-	-
Total revenues		12,569	-	-	-	12,569
Total public support, revenues and reclassifications		3,406,399	-	1,274,490	-	4,680,889
Expenses						
Program services						
Les Turner ALS Research and Patient Center						
Research		900,000		-		900,000
Lois Insolia ALS Clinic		646,945		-		646,945
Endowed Fund		100,000		-		100,000
Patient and family support services		723,733		-		723,733
Education	•	217,155	-	-	-	217,155
Total program services	•	2,587,833		-	-	2,587,833
Supporting services						
Financial development and campaigns		142,676		-		142,676
Management and general		433,732		-		433,732
	•		-		-	
Total supporting services		576,408	-	-	-	576,408
Change in net assets		242,158		1,274,490		1,516,648
Net assets - beginning of year		1,126,975	-	122,525	-	1,249,500
Net assets - end of year	\$	1,369,133	\$	1,397,015	\$	2,766,148

Statement of Activities For the Year Ended December 31, 2013

		Unrestricted		Temporarily Restricted		Total
Public Support and Revenues	•					
Public support	•	0 4 40 0 40	٠	00.475	<u>م</u>	0.400.004
Fund-raising events Direct fund-raising costs	\$	2,143,846 692,866	\$	22,175	\$	2,166,021 692,866
Net fund-raising support	•	1,450,980		22,175		1,473,155
Grants		99,450		98,300		197,750
Annual appeal		142,029		-		142,029
Contributions and bequests		477,020		73,653		550,673
Memorials		171,245		530		171,775
	•					
		2,340,724		194,658		2,535,382
Net assets released from restrictions		529,167		(529,167)		-
Total public support and reclassifications		2,869,891		(334,509)		2,535,382
Revenues						
Investment income		5,588		-		5,588
Rental fees		-		-		-
Total revenues		5,588		-		5,588
Tatal public support, revenues and real solitions		2 975 470		(224 500)		2 5 40 070
Total public support, revenues and reclassifications	•	2,875,479		(334,509)		2,540,970
Expenses						
Program services						
Les Turner ALS Research and Patient Center						
Research		762,223		-		762,223
Lois Insolia ALS Clinic		538,000		-		538,000
Endowed Fund		-		-		-
Patient and family support services		659,605		-		659,605
Education	•	258,471				258,471
Total program services		2,218,299		-		2,218,299
Supporting services						
Financial development and campaigns		151,295		-		151,295
Management and general		375,913		-		375,913
Total supporting services		527,208		-		527,208
Change in net assets		129,972		(334,509)		(204,537)
Net assets - beginning of year		997,003		457,034		1,454,037
Net assets - end of year	\$	1,126,975	\$	122,525	\$	1,249,500

LES TURNER AMYOTROPHIC LATERAL SCLEROSIS FOUNDATION, LTD. Statement of Functional Expenses For the Year Ended December 31, 2014

						Progra	m S	ervices				Supporting Services				
	-	_		es Turner AL	-		Patient and						Financial			
	-		ear	ch and Patier	nt Ce		_ Family _ Total						Development		Total	
		ALS		Lois Insolia		Endowed		Support	E de contra c		Program		and	Management	Supporting	
	-	Research		ALS Clinic	-	Fund		Services	Education		Services		Campaigns	and General	Services	
Salaries, other compensation	•		•		•		•		440.000	•	070.000	•	77 474 0	407404 0	004.000	
and employee benefits	\$	-	\$	-	\$	-	\$	556,987 \$	113,096 \$	\$	670,083	\$	77,171 \$	127,191 \$	204,362	
Northwestern Medicine:																
Research		900,000		-		100,000		-	-		1,000,000		-	-	-	
Clinical Services		-		646,945		-		-	-		646,945		-	-	-	
Speech equipment bank, respite																
and other patient programs		-		-		-		141,749	6,695		148,444		-	-	-	
Awards, gifts and honorariums		-		-		-		511	5,281		5,792		70	631	701	
Internet		-		-		-		-	378		378		-	4,590	4,590	
Office and miscellaneous		-		-		-		16,658	30,481		47,139		33,441	59,638	93,079	
Printing, postage and artwork		-		-		-		4,614	18,484		23,098		27,971	13,266	41,237	
Public relations		-		-		-		-	42,740		42,740		-	5,668	5,668	
Office rent		-		-		-		-	-		-		-	76,524	76,524	
Utilities		-		-		-		-	-		-		-	2,877	2,877	
Conference and meetings		-		-		-		1,197	-		1,197		4,023	6,619	10,642	
Insurance - general		-		-		-		732	-		732		-	12,558	12,558	
Depreciation and amortization		-		-		-		961	-		961		-	9,744	9,744	
Professional fees		-		-		-		-	-		-		-	69,655	69,655	
Repairs and maintenance		-		-		-		324	-		324		-	44,771	44,771	
	-				-		• •	-							,	
	\$	900,000	\$	646,945	\$	100,000	\$	723,733 \$	217,155	\$	2,587,833	\$	142,676 \$	433,732 \$	576,408	
		,		1				<u> </u>		· —		·	·	·		

LES TURNER AMYOTROPHIC LATERAL SCLEROSIS FOUNDATION, LTD. Statement of Functional Expenses For the Year Ended December 31, 2013

		Program Services										Supporting Services				
		Les Turner ALS						Patient and					Financial			
	_		sea	ch and Patier	nt Ce		_	Family			Total		Development		Total	
		ALS		Lois Insolia		Endowed		Support			Program		and	Management	Supporting	
	-	Research	_	ALS Clinic	_	Fund		Services	Education		Services		Campaigns	and General	Services	
Salaries, other compensation	•		•		•		•			•		•				
and employee benefits	\$	-	\$	-	\$	-	\$	536,386 \$	149,644	\$	686,030	\$	111,101 \$	\$ 143,946 \$	255,047	
Northwestern Medicine:																
Research		762,223		-		-		-	-		762,223		-	-	-	
Clinical Services		-		538,000		-		-	-		538,000		-	-	-	
Speech equipment bank, respite																
and other patient programs		-		-		-		102,246	19,309		121,555		-	-	-	
Awards, gifts and honorariums		-		-		-		247	41,262		41,509		899	552	1,451	
Internet		-		-		-		-	6,600		6,600		-	900	900	
Office and miscellaneous		-		-		-		11,115	4,385		15,500		23,731	44,590	68,321	
Printing, postage and artwork		-		-		-		2,378	17,199		19,577		13,739	5,219	18,958	
Public relations		-		-		-		-	2,813		2,813		-	7,533	7,533	
Office rent		-		-		-		-	-		-		-	70,411	70,411	
Utilities		-		-		-		-	-		-		-	2,756	2,756	
Conference and meetings		-		-		-		322	17,259		17,581		1,825	2,680	4,505	
Insurance - general		-		-		-		1,065	-		1,065		-	10,855	10,855	
Depreciation and amortization		-		-		-		4,848	-		4,848		-	6,818	6,818	
Professional fees		-		-		-		-	-		-		-	49,285	49,285	
Repairs and maintenance		-		-		-		998	-		998		-	30,368	30,368	
-	-		-		-									<u> </u>	<u>.</u>	
	\$_	762,223	\$	538,000	\$_	-	\$	659,605 \$	258,471	\$	2,218,299	\$	151,295	\$ 375,913 \$	527,208	

The accompanying notes to the financial statements are an integral part of these statements.

Statements of Cash Flows

For the Years Ended December 31, 2014 and 2013

		2014	_	2013
Cash flows from operating activities			-	
Cash received from public support and other miscellaneous sources	\$	5,385,371	\$	3,314,055
Investment income received		9,204		3,647
Direct fund-raising costs paid		(701,160)		(714,125)
Program service expenses paid		(2,279,744)		(2,072,196)
Supporting service expenses paid		(554,906)	-	(456,616)
Net cash provided by operating activities	_	1,858,765	-	74,765
Cash flows from investing activities				
Capital expenditures		(9,584)		(2,687)
Sales and (purchases) of marketable securities, net		(1,153,869)	_	(107,063)
			-	
Net cash used in investing activities		(1,163,453)	-	(109,750)
Net increase (decrease) in cash and cash equivalents		695,312		(34,985)
Cash and cash equivalents - beginning of year		1,599,628	-	1,634,613
Cash and cash equivalents - end of year	\$	2,294,940	\$	1,599,628
Supplemental cash flow information				
Reconciliation of change in net assets to				
net cash provided by or used in operating activities				
Change in net assets	\$	1,516,648	\$	(204,537)
Realized (gains) losses - marketable securities		377		(309)
Depreciation and amortization		10,705		11,666
Change in marketable securities contributed and held at end of year		-		-
Changes in assets and liabilities				
Decrease (increase) in receivables		(371)		45,740
Decrease (increase) in prepaid expenses		16,752		8,040
Increase (decrease) in accounts payable and accrued expenses		14,828		168,881
Increase in grant obligations		307,128		6,851
Increase (decrease) in deferred income		(7,302)	-	38,433
Net cash provided by operating activities	\$	1,858,765	\$	74,765

Notes to Financial Statements December 31, 2014 and 2013

1. <u>Nature of the Organization</u>

The Les Turner Amyotrophic Lateral Sclerosis (ALS) Foundation, LTD. (the Foundation) was founded in 1977 as a tribute to a very courageous man whose life was cut short at the age of 38 by amyotrophic lateral sclerosis. The Foundation is one of the largest independent ALS groups in the country, raising funds through such well-known annual events as the "ALS Walk4Life" and the "Hope through Caring Award Dinner". The funds support the Les Turner ALS Research and Patient Center at Northwestern Medicine. The Center consists of the Les Turner ALS Research Laboratories, an ALS Tissue Bank, and the Lois Insolia ALS Clinic (see Note 8). In addition, through a Home and Community Services team, the Foundation provides in-home consultations, support groups and access to grant programs, while increasing public awareness through information and education.

The Les Turner Amyotrophic Lateral Sclerosis Foundation, Ltd. is a not-for-profit foundation exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code. It has been classified as an organization that is not a private foundation under Section 509(a)(2) of the Internal Revenue Code and qualifies for the 50% charitable contributions deduction for individual donors.

The Board of Directors and management employees of the Foundation acknowledge that, to the best of their knowledge, all assets received have been used for the purpose for which they were contributed, or have been accumulated to allow management to conduct the operations of the Foundation as effectively as possible.

2. <u>Summary of Significant Accounting Policies</u>

Method of Accounting

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America.

Revenue recognition

Public support received is recorded as unrestricted, temporarily restricted, or permanently restricted support, depending on the existence and/or nature of any donor restrictions.

All donor-restricted support is reported as an increase in temporarily or permanently restricted net assets, depending on the nature of the restriction. When a 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 statement of activities as net assets released from restrictions.

Funds received in advance of an event are deferred from revenue recognition until the event takes place.

Notes to Financial Statements December 31, 2014 and 2013

2. <u>Summary of Significant Accounting Policies (continued)</u>

Promises to give

Unconditional promises to give that are expected to be collected within one year are recorded at net realizable value. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows. The discounts on those amounts are computed using risk-free interest rates applicable to the years in which the promises are received. Amortization of the discounts is included in contribution revenue. Conditional promises to give are not included as support until the conditions are substantially met.

Donated equipment and services

Donated equipment and services have not been reflected in the accompanying financial statements since no objective basis is available to measure the value of such inventory and services. Nevertheless, a substantial number of volunteers have donated significant amounts of time for the Foundation's program services and its fund-raising events.

Allocated expenses

Expenses by function have been allocated among program and supporting service classifications on the basis of time records and on estimates made by the Foundation's management.

Property and equipment

The Foundation capitalizes the cost of property and equipment purchases over \$500. Depreciation is provided over the estimated useful lives of the related assets using the straight-line method. Depreciation and amortization expense was \$10,705 and \$11,666 for the years ended December 31, 2014 and 2013, respectively.

Cash and cash equivalents

Cash equivalents consist of highly liquid investments with an initial maturity of three months or less. Fair value approximates carrying amounts. The Foundation had \$1,537,000 and \$1,095,000 in excess of Federal Deposit Insurance Corporation limits as of December 31, 2014 and 2013, respectively, which were held in money markets.

Income Taxes

The Foundation is a tax-exempt corporation as permitted by section 501(c)(3) of the Internal Revenue Code. The Foundation believes it has appropriate support for any tax positions taken, and as such, does not have any uncertain tax positions that are material to the financial statements.

Use of estimates

The process of preparing financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, and reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

Notes to Financial Statements December 31, 2014 and 2013

2. <u>Summary of Significant Accounting Policies (continued)</u>

Subsequent events

In February 2015, the Board of Directors appropriated \$1,000,000 from temporarily restricted funds to the Les Turner ALS Research and Patient Center Endowed Fund at Northwestern Medicine (see Note 8).

Based on management's evaluation, there were no other subsequent event disclosures through April 7, 2015, which is the date these financial statements were available to be issued.

3. <u>Restriction on Net Assets</u>

Temporarily restricted net assets are available for the following purposes:

	2014	2013
Russo patient and family services ALS Research Smith education fund Nelson respite fund Rosen transportation fund	\$ 54,521 1,032,612 275,873 28,336 <u>5,673</u>	\$ 47,872 35,420 - 15,221 24,012
	\$ 1,397,015	\$ 122,525

4. Investments in certificates of deposit

Investments in certificates of deposit are reported at cost in the statement of financial position, and unrealized gains and losses are included in the change in net assets. As of December 31, 2014 and 2013, cost represents fair values and there are no unrealized gains (losses) related to these assets.

The following summarizes investment income as reported in the statement of activities:

	2014	2013
Interest and dividends Realized gains (losses)	\$ 12,946 (377)	\$ 5,279 309
	\$ 12,569	\$ 5,588

The fair value hierarchy established by ASC 820-10 gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements). All of the Foundation's investments are at Level 1 fair values.

Notes to Financial Statements December 31, 2014 and 2013

5. <u>Gift Obligations</u>

Unconditional gift obligations consist of research and other gifts which have been awarded to fund the Les Turner ALS Research and Patient Center as further described in Note 8; such amounts had not yet been paid as of the date of the statement of financial position. They are summarized as follows:

	2014	2013
Research Lois Insolia ALS Clinic Endowed Fund	900,000 600,000 100,000	762,223 530,649
Total payable in less than one year	\$ 1,600,000	\$ 1,292,872

6. <u>Rental Commitment</u>

The Foundation has non-cancelable leases for office facilities and storage which expire on April 30, 2017, with a renewal option through April 30, 2020. The office lease provides that the base rent for each month of October, through October 2015, will be abated. The total amount of rental payments due over the lease terms are charged to expense using the straight line method. The leases provide that the Foundation pay taxes, maintenance, insurance and other operating costs. Total rental expense for 2014 and 2013 was \$76,524, and \$70,411, respectively. Minimum future rental payments for the remaining three years subsequent to 2014 are as follows:

2015	\$ 79,486
2016	81,583
2017	27,722
Total	<u>\$ 188,791</u>

7. <u>Deferred Compensation</u>

The Foundation has a deferred compensation arrangement for which payments will be made according to the following schedule:

2015	\$	53,250
2016		71,000
2017		17,750
Total	<u>\$</u>	142,000

The amount incurred has been recorded in the statement of activities for the year ended December 31, 2013.

Notes to Financial Statements December 31, 2014 and 2013

8. <u>Contingent Gifts</u>

In September 2014, the Foundation entered into a nonbinding gift agreement with Northwestern University Feinberg School of Medicine (Northwestern). The purpose of the agreement is to provide financial resources to Northwestern to benefit, under one umbrella, research, clinical activities, and education in the area of amyotrophic lateral sclerosis. To that end, the Foundation has made a nonbinding pledge to give Northwestern no less than \$10,000,000 by making annual gifts totaling \$1,000,000 or more over a period of ten years commencing on January 1, 2015 and concluding on December 31, 2024 (the Agreement Period) to establish the Les Turner ALS Research and Patient Center (the Center) at Northwestern Medicine. Each year during the Agreement Period, at least \$100,000 of the annual gift contributed by the Foundation shall be used to establish or augment a fund to be known as the Les Turner ALS Research and Patient Center Endowed Fund, from which the expendable income shall be used to support the Center's ongoing activities. Upon receipt of \$250,000 to the Endowed Fund, it shall become a period of 10 years or less by the Endowed Fund, the Center will become endowed in perpetuity.

As the gift agreement is nonbinding, no long-term liability has been accrued. During December 2014, the Board appropriated \$1,600,000 for the Foundation's 2015 gift to Northwestern as shown in Note 5, of which \$100,000 is to be credited toward the Endowed Fund as described above. In February 2015, the Board appropriated an additional \$1,000,000 gift to Northwestern to be used toward the Les Turner ALS Research and Patient Center Endowed Fund.