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WALSH & CO.

ACCOUNTANTS & CONSULTANTS

Board of Directors
National Tay-Sachs & Allied Diseases Association, Inc.
2001 Beacon Street, Suite 204
Boston, Massachusetts 02135

INDEPENDENT AUDITOR'S REPORT

We have audited the accompanying financial statements of National Tay-Sachs & Allied Diseases Association, Inc. (a non-profit organization), which comprise the statements of financial position as of June 30, 2018 and 2017, and the related statements of activities and changes in net assets, cash flows and functional expenses 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 audit to obtain reasonable assurance about whether the financial statements are free from 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 in 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 entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the 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.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of National Tay-Sachs & Allied Diseases Association, Inc. as of June 30, 2018 and 2017, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

November 9, 2018

Michael J. Walsh

Miliarl & Walls &A
Certified Public Accountant

STATEMENTS OF FINANCIAL POSITION JUNE 30, 2018 AND 2017

ASSETS:	<u>2018</u>	<u>2017</u>
Current Assets:		
Cash and cash equivalents	\$ 855,674	\$ 1,013,609
Investments	508,629	
Accounts receivable, net	14,000	36,395
Prepaid expenses	535	380
Deposits	900	900
Total current assets	_1,379,738	_1,051,284
Property and equipment, net	447	2,298
Total Assets	<u>\$ 1,380,185</u>	\$ 1,053,582
LIABILITIES AND NET ASSETS:		
Current Liabilities:		
Accounts payable	\$ 892	\$ 863
Contributions collected early	5,800	
Accrued expenses	15,660	49,891
Total Current Liabilities	22,352	50,754
Commitment and contingencies		
Net Assets		
Unrestricted	413,691	155,688
Temporarily restricted	944,142	847,140
Total Net Assets	1,357,833	1,002,828
Total Liabilities and Net Assets	\$ 1,380,185	\$ 1,053,582

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS YEARS ENDED JUNE 30, 2018 AND 2017 2018

		2010	100 20, 2010 1110 20		1100	
		2018 Temporarily			2017 Temporarily	
	Unrestricted	Restricted	Totals	Unrestricted	Restricted	Totals
Support: Special events and gifts, net	\$ 256,977		\$ 256,977	\$ 107,128		\$ 107.128
Foundations and corporations	73,100		73,100	71,800		71,800
Mail solicitations and contributions	250,647	\$ 471,082	721,729	161,294	\$ 314,576	475,870
Revenue:						
Quality control fees Sales	26,250		26,250	1,250		1,250
Annual conference	165,382		165,382	146,782		146,782
Unrealized gains (losses)	854		854			
Interest and dividend income	10,093		10,093	6,770		6,770
	783,303	471,082	1,254,385	495,059	314,576	809,635
Net Assets Released from Restrictions:	į	,				
Satisfaction of program restrictions	374,080	(374,080)		229,772	(229,772)	
Total Support and Revenue	1,157,383	97,002	1,254,385	724,831	84,804	809,635
Expenses:						
Program services	764,423		764,423	579,885		579,885
Administrative Fundraising	49,805		49,805 85,152	45,459		45,459
Total Expenses	869,380		899,380	711,679		711,679
Changes in Net Assets	258,003	97,002	355,005	13,152	84,804	92,956
Net Assets, Beginning of year	155,688	847,140	1,002,828	142,536	762,336	904,872
Net Assets, End of Year	\$ 413,691	\$ 944,142	\$ 1,357,833	\$ 155,688	\$ 847,140	\$ 1,002,828

See accompanying notes.

STATEMENTS OF CASH FLOWS YEARS ENDED JUNE 30, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
CASH FLOWS FROM OPERATING ACTIVITIES: Change in Net Assets Adjustments to Reconcile Change in Net Assets to Net Cash Provided by operating activities:	\$ 355,005	\$ 97,956
Depreciation	1,851	4,001
Realized and unrealized gains	(269)	1,001
Accounts receivable	22,395	31,261
Prepaid expenses	(155)	4,415
Accounts payable	29	(22,098)
Contributions collected early	5,800	
Accrued expenses	(34,231)	(3,565)
Net Cash Provided by Operating Activities	350,425	111,970
CASH FLOWS FROM INVESTING ACTIVITIES Purchase of investments Purchase of fixed assets	(508,360)	(918)
Net Cash Used in Investing Activities	(508,360)	(918)
NET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS	(157,935)	111,052
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	1,013,609	902,557
CASH AND CASH EQUIVALENTS, END OF YEAR	\$ 855,674	\$ 1,013,609

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2018

Total Expenses	\$ 261,910 20,915 9,758	292,583	12,456	1,851	1,000	11,700	344,113 5,202	512	728	3,279	1,393	17,397	3,534	26,854	2,000	77,174	5,747	606,797	\$ 899,380
Total Supporting <u>Services</u>	\$ 82,572 6,483 966	90,021	2,282	296	400 653	11,700	870	512	728	2,590	521	15,505		5,371	401	1 306	1,300	44,936	\$ 134,957
Fundraising	\$ 59,180 4,601 686	64,467	1,454	222	100	11,700	619		707			1,683		7,685	273	736	05/	20,685	\$ 85,152
Management and General	\$ 23,392 1,882 280	25,554	828 135	74	300 163		251	512	783	2,590	521	13,822		7,086	218	670	010	24,251	\$ 49,805
Total Program <u>Services</u>	\$ 179,338 14,432 8,792	202,562	10,174 2,847 152,381	1,555	600 3,428	344.113	4,332		1,730	689	872	1,892	3,534	5,000	2,233	4 441	557	561,861	22,646 \$ 764,423 See accompanying notes. 6.
Advocacy	\$ 18,194 1,464 218	19,876	363	55	122		155		62			192	200	000	55	837	21	2,770	\$ 22,646 See accomp
Research	\$ 67,577 5,438 810	73,825	4,724	722	600 1,592	299,221	2,011		803			713	9 503	0,0,0	272	2,649	223	323,445	\$ 397,270
Education	\$ 25,991 2,092 1,972	30,055	848 237	130	286	26,338	361		144		8/2	274	2,234		272	302	77	36,629	\$ 66,684
Family Services	\$ 67,576 5,438 5,792	78,806	4,239 1,186 152,381	648	1,428	18,554	1,805		721	689	Ċ	/13	9 130	5,000	1,634	653	236	199,017	\$ 277,823
	Salaries Payroll taxes Employee benefits Total salaries and	related expenses	Bank fees Computer services Conference	Depreciation Dues and subscriptions	Equipment rental Fundraising	Grants	Insurance	Miscellaneous	Office expense	Postage and shipping	Desfectional feet	Publications	Rent	Scholarship awards	Telephone	Travel and meetings	Utilities		Total Expenses

STATEMENT OF FUNCTIONAL EXPENSES YEAR ENDED JUNE 30, 2017

Salaries Payroll taxes Employee benefits Total salaries and related expenses	Family Services \$ 66,169 5,181 5,927	\$ 25,450 1,992 2,056	Research \$ 66,169 5,181 1,570	Advocacy \$ 17,815 1,395 423 19,633	Total Program Services \$ 175,603 13,749 9,976	Management and General \$ 22,905 1,793 544	Fundraising \$ 55,990 4,384 3,388	Total Supporting Services \$ 78,895 6,177 3,932	Total Expenses \$ 254,498
Bank fees Computer services Conference	3,314 697 119,133	663	3,693	284 60	7,954 1,672 119.133	464	1,136	1,600	9,554 1,990
Depreciation Dues and subscriptions Equipment rental	1,400	280	1,561 850 1,620	120	3,361 850 3,490	160 425 166	480 150 499	640 575 665	4,001 1,425 4,155
Fundraising Grants Insurance	16,306 1,156	6,268	170,065	66	192,639	132	12,127	12,127	12,127 192,639 3,303
License and fees Miscellaneous Office expense Postage and shipping Printing and reproduction	2,191 1,021 685	204	1,138	88	2,191 2,451 685	296 501 117 2,508 658	350	296 501 467 2,508 658	296 2,692 2,918 3,193 658
Professional fees Publications Rent Scholarchin awards	702 8,914	270 9,241 2,884	702	189	1,863 9,241 20,974	11,303	3,594 350 2,622	14,897 350 5,244	16,760 9,591 26,218
Telephone Travel and meetings Utilities	1,878 1,878 454 270 164,075	313 247 87 21,118	313 2,180 254 192,831	62 696 24 2,533	2,566 3,577 83,577 83,577	$ \begin{array}{r} 250 \\ 457 \\ \hline 20,217 \end{array} $	313 238 79 22,573	563 695 158 42,790	4,300 3,129 4,272 793 423,347
Total Expenses	\$ 241,352	\$ 50,616	\$ 265,751	\$ 22,166	\$ 579,885	\$ 45,459	\$ 86,335	\$ 131,794	\$ 711,679

See accompanying notes.

NOTES TO FINANCIAL STATEMENTS JUNE 30, 2018 AND 2017

NOTE 1 - ORGANIZATION

National Tay-Sachs & Allied Diseases Association, Inc. (the "Association) is a not-for-profit, voluntary health and welfare organization. It raises funds to support and implement charitable and educational programs that aid in the detection, treatment and prevention of Tay-Sachs & other related genetic diseases occurring in infants, children and adults. The Association also raises funds to support its family services, research and advocacy programs relating to these rare neurodegenerative genetic disorders. The national offices of the Association are located in Brighton, Massachusetts. In addition, there is an active chapter in Pennsylvania, as well as affiliates in Canada and Pennsylvania and a member organization in Florida.

NOTE 2 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

(a) Nature of Activities

The Association is supported primarily by donor contributions from the general public, either through direct donations or as a result of the Association's Annual Conference. Accordingly, approximately 63% and 68% of the Association's support and revenues for the years ended June 30, 2018 and 2017, respectively, came from donations from the general public, corporations and foundations.

(b.) Basis of Presentation

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.

<u>Unrestricted net assets</u> - Net assets that are not subject to donor-imposed stipulations.

<u>Temporarily restricted net assets</u> - Net assets subject to donor-imposed stipulations that may or will be met, either by actions of the Fund and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

<u>Permanently Restricted Net Assets</u> – Net assets subject to donor-imposed stipulations that they be maintained permanently by Organization. Generally, the donors of these assets permit the Association to use all or part of the income earned on any related investments for general or specific purposes. No permanently restricted net assets were received or held during 2018 or 2017 and, accordingly, these financial statements do not reflect any activity related to this class of net assets for 2018 or 2017.

(c.) Revenue

The Association reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets.

(d.) <u>Contributions:</u>

The Association's contributions received are recorded as unrestricted, temporarily restricted, or permanently restricted support depending on the existence and/or nature of any donor restrictions.

Many individuals volunteer their time and perform a variety of tasks that assist the Association in accomplishing its goals. During the years ended June 30, 2018 and 2017, there were no contributed services meeting the requirements for recognition in the financial statements.

(e.) Property and Equipment:

The Association capitalizes expenditures for property and equipment in excess of \$1,000. Depreciation is computed using the straight-line method. Maintenance and repairs that do not improve or extend the useful lives of the respective assets are expensed currently.

Property and equipment purchased by the Association are stated at cost. Donations of property and equipment are stated at their estimated fair value at the date of donation and recorded as unrestricted support unless the donor has restricted the donated asset to a specific purpose.

(f.) Income Taxes:

The Association is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state law. The accounting standard on accounting for uncertainty in income taxes addresses determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, the Association may recognize the tax benefit from an uncertain tax position only if it is more likely than not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. There are no unrecognized tax benefits identified or recorded as liabilities for the years ended June 30, 2018 and 2017.

The Association's tax returns, form 990, for the years ending 2015, 2016, 2017 and 2018 are subject to examination by the IRS, generally for three years after they are filed.

(g.) <u>Functional Allocation of Expenses:</u>

Directly identifiable expenses are charged to programs and supporting services accordingly. Expenses related to more than one function are charged to programs and supporting services on the basis of periodic time and expense studies. Management and general expenses include those expenses that are not directly identifiable with any other specific function but provide for the overall support and direction of the Association.

(h.) <u>Cash Equivalents</u>

For purposes of the statement of cash flows, the Association considers all cash and other highly liquid investments with initial maturities of three months or less to be cash equivalents.

(i.) Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from outstanding balances. The Association does not charge interest on past due accounts receivable.

(j.) Promises to Give

Contributions are recognized when the donor makes a promise to give to the Association that is, in substance, unconditional. Donor-restricted contributions are reported as increases in temporarily or permanently restricted net assets depending on the nature of the restrictions. When a restriction expires, temporarily restricted net assets are classified to unrestricted net assets. All promises to give are deemed to be collectible within one year.

(k) Advertising Costs

The Association follows the policy of charging the costs of advertising to expense as incurred.

(l) Estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

(m.) Reclassifications

Certain items in the 2017 financial statements have been reclassified to conform to the current year presentation.

(n.) Marketable Securities

The Association follows the principles of the Accounting Standards Codification for Not-for-Profit Organizations. Donated securities are recorded at their fair market values on the date of donation. Donated securities that are unrestricted as to use are recorded as a contribution in unrestricted net assets. Marketable securities are carried at fair market value in the statement of financial position. Unrealized gains and losses are included in the change in net assets in the accompanying statement of activities.

NOTE 3 – <u>INVESTMENTS</u>

The Organization records investments at market value. Interest income is recorded as earned and dividend income is recorded on the ex-dividend date. Gains or losses on sales of investments and unrealized gains and losses, which result from changes in market value of investments held, are reflected in the statements of activities.

The following is a summary of the investment portfolio as of June 30, 2018 at cost and market value:

	Cost	<u>2018</u> Market Value	Excess of Market Value Over Cost
U.S. Treasury bills	\$ 508,360	\$ 508,629	<u>\$ 269</u>

NOTE 4 – PROPERTY AND EQUIPMENT

Property and equipment consisted of the following as of June 30:

	2018	2017
Computer equipment	\$ 35,981	\$ 35,981
Furniture and fixtures	10,185	10,185
Website	33,767	33,767
	79,933	79,933
Less: Accumulated depreciation	(79,486)	(77,635)
	<u>\$ 447</u>	\$ 2,298

NOTE 5 – SPECIAL EVENTS

Net revenues for special events consists of the following:

	<u>2018</u>	2017
Gross revenues, including gifts	\$ 387,108	\$ 164,149
Less: Related expenses	130,131	57,021
	\$ 256,977	\$ 107,128

NOTE 6 - TEMPORARILY RESTRICTED NET ASSETS

The temporarily restricted net assets as of June 30 are as follows:

	<u>2018</u>	<u>2017</u>
Research Initiative	\$ 244,619	\$ 242,411
Jones Fund	8,575	8,399
Emma's Fund	23,791	21,646
Madsen Fund	33,257	33,020
Benton Fund	16,008	20,955
Maanas Memorial Fund	10,427	10,017
Katie & Allie Buryk Fund	286,298	233,448
Margolis Fund	19,020	17,130
Baker Fund	1,288	1,288
Gottlieb Fund	10,793	10,900
Jacob's Cure - Canavan	20,239	11,168
Connor's Way Fund	115	115
Hoffman Fund	12,362	15,948
Marion Yanovsky NY Fund	106,183	124,184
Evan Lee Ungerleider Fund	11,835	11,737
Heringer Family Fund	23,915	14,373
Vera Pestochinsky Fund	72,500	53,485
NTSAD Canada	7,161	7,161
Lord Foundation	31,375	5,375
Other	4,381	4,380
	\$ 944,142	\$ 847,140

NOTE 7 - CONCENTRATION OF CREDIT RISK

The Association maintains its cash in bank deposit accounts which, at times, may exceed federally insured limits. Businesses are allowed unlimited coverage for one checking account at a financial institution while other accounts are covered to the FDIC limit of \$250,000. At June 30, 2018 and 2017, the Association's cash balance exceeding FDIC insurance limits amounted to approximately \$604,000 and \$264,000, respectively.

NOTE 8 - RETIREMENT PLAN

On January 1, 2000, the Association established a SIMPLE IRA pension plan, covering all full time employees who earned \$5,000 or more, per year, during any prior year of employment. The Association will contribute a matching contribution to each eligible employee's SIMPLE IRA equal to the employee's salary reduction contributions up to a limit of 1% of the employee's compensation for the calendar year. The Association also contributes 2% of each eligible employee's compensation regardless of whether the employee elects to make a pretax contribution.

Pension plan expense for the years ending June 30, 2018 and 2017 totaled \$3,116 and \$6,040, respectively.

NOTE 9 - COMMITMENTS AND CONTINGENCIES

The Association has awarded grants for research and other services to independent parties in the scientific community before the end of the year. Generally, the grants are paid over one to two years in installments. These grants are not paid if interim progress reports are not submitted as required and no progress or unsatisfactory progress is made after the initial term. The amount of awards granted and not funded representing contingent liabilities at June 30, 2018 and 2017 approximate \$512,000 and \$465,000, respectively. The contingent liability amounts have not been included in the statements of activities. If the work by recipients of the awards is completed satisfactorily in the future, then the amounts paid will reduce net assets.

NOTE 10 - LEASE OBLIGATION

As of June 30, 2018, the Association has a lease for the rental of office space for its administrative facilities. The future obligations under the lease are as follows:

Year Ending	
<u>June 30</u>	Annual Amount
2019	\$ 26,650
2020	4,450
	\$ 31,100

Rent expense for the years ended June 30, 2018 and 2017 was \$26,854 and \$26,218, respectively.

NOTE 11 - FAIR VALUE MEASUREMENTS

The Association reports under the Fair Value Measurements pronouncements of the FASB Accounting Standards Codification, which establishes a framework for measuring fair value. That framework provides a fair value hierarchy that prioritizes the inputs of valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (level 1 measurements) and the lowest priority to unobservable inputs (level 3 measurements). The three levels of the fair value hierarchy are described below.

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that the Association has the ability to access.

Level 2 – Inputs to the valuation include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in active markets;
- Inputs other than quoted prices that are observable for the asset or liability;
- Inputs that are derived principally from or corroborated by observable market data by correlation or other means.

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset's or liability's fair measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques used need to maximize the use of observable inputs and minimize the use of unobservable inputs at the closing price reported on the active market on which the individual securities are traded.

Following is a description of the valuation methodologies used for assets measured at fair value. There has been no change in the methodology used at June 30, 2018 and 2017.

Cash or cash equivalent including money market funds: Valued at acquisition cost. Marketable securities: valued at market.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while the Association believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement at the reporting date.

The following tables set forth by level, with the fair value hierarchy, the Association's assets at fair value.

Level 1

Assets at fair value as of June 30, 2018 (In thousands)

Cash and cash equivalents	\$	856
Investments	_	509
	\$	1,365

Assets at fair value as of June 30, 2017 (In thousands)

	Level 1
Cash and cash equivalents	\$ 1,014

Valuation and Income Recognition

The Association's cash and cash equivalents and marketable securities as of June 30, 2018 and 2017 are stated at fair value.

NOTE 12 - SUBSEQUENT EVENTS

Association management has evaluated all subsequent events through November 9, 2018, the date the financial statements were available to be issued. There are no subsequent events that require adjustment to or disclosure in the financial statements.