#### **Letter from the President**

The National Health Council's Voluntary Health Agency members provide unique and indispensable services to individuals with life-threatening illnesses, chronic health conditions, and other physical and developmental disabilities and their families. More than 50% of the U.S. population directly or indirectly benefits from the services provided by these patient-based organizations through medical research, health-related advocacy, professional training, patient and family services, community services, and public education programs. Voluntary health agencies play a critical role in meeting needs that otherwise would go unmet. They are able to make these valuable contributions to society with the generous support of the donating public.

This report provides Fiscal Year 2000 aggregate and individual revenue and expense information for 41 of the Council's VHA member organizations. The data allow the reader to appreciate how each agency has invested in programs to fulfill its mission, how these dollars relate to total expenditures, and the extent of public support received. Donors should find this information helpful in philanthropic decision-making.

In Fiscal Year 2000, public support for the 41 agencies increased 14.09% over the previous fiscal year. Other revenues from sources such as government grants, sales and services, and membership dues increased 9.3%. The 12.8% increase in total revenues helped the agencies augment their program services expenditures by 12.7%.

The National Health Council reviews each member VHA annually to ensure conformity with the Council's Good Operating Practices standards. The Council developed its Good Operating Practices standards to ensure that all member VHAs fulfill the donating public's expectations for accountability and disclosure. Member agencies are required to make their annual reports and audited financial statements readily available to the public and make certain that the organization adheres to the highest ethical standards in fundraising practices and governance. These standards are detailed on the following pages.

In addition, the Council publishes the *Standards of Accounting and Financial Reporting for Voluntary Health and Welfare Organizations*, known commonly as "The Black Book" [please call the Council for ordering information]. These standards prescribe the functional accounting methodology used widely in the field and applied in this report. Except where noted, the report uses audited data for national offices and affiliates combined. Some aggregate total figures may vary slightly due to rounding factors.

The Council wishes to acknowledge with gratitude the 84% response rate by its member VHAs for this project. We hope this report proves useful to you and welcome any comments or questions you may have.

Myrl Weinberg, CAE President National Health Council

# 2000 Summary of Revenues and Expenses by Agency

(\$000 in Thousands)						
AGENCY	Total Reveues	Total Program Expenses	Total Support Expenses	2000	% Program Expenses	% Support Expense
Alpha-1 Foundation	2,328	1,823	350	2,173	83.9%	16.1%
Alzheimer's Association, Inc.	141,721	102,948	29,813	132,761	77.5%	22.5%
American Autoimmune Related Diseases Assoc.	1,079	963	93	1,056	91.2%	8.8%
American Cancer Society (Note: IIa)	812,297	477,401	171,218	648,619	73.6%	26.4%
American Diabetes Assocation	157,134	120,148	35,362	155,510	77.3%	22.7%
American Foundation for AIDS Research	20,007	13,313	4,345	17,658	75.4%	24.6%
American Heart Association	485,570	337,666	122,648	460,314	73.4%	26.6%
American Kidney Fund	22,963	19,763	2,228	21,991	89.9%	10.1%
American Liver Foundation	7,708	6,727	1,265	7,992	84.2%	15.8%
American Lung Association	167,897	122,247	31,389	153,636	79.6%	20.4%
Amyotrophic Lateral Sclerosis Association	9,257	4,715	1,501	6,216	75.9%	24.1%
Arthritis Foundation	134,510	102,792	25,206	127,998	80.3%	19.7%
Asthma & Allergy Foundation of America	2,897	2,128	519	2,647	80.4%	19.6%
Cancer Research Foundation of America	8,899	5,436	1,304	6,740	80.7%	19.3%
Christopher Reeve Paralysis Foundation	31,287	6,501	3,730	10,231	63.5%	36.5%
Crohn's & Colitis Foundation of America	20,684	15,651	4,219	19,870	78.8%	21.2%
Easter Seals	602,746	481,469	93,904	575,373	83.7%	16.3%
Epilepsy Foundation	54,608	44,681	9,617	54,298	82.3%	17.7%
Foundation Fighting Blindness	17,650	13,434	3,593	17,027	78.9%	21.1%
Glaucoma Research Foundation	1,271	2,527	700	3,227	78.3%	21.7%
Huntington's Disease Society of America	8,782	7,079	1,437	8,516	83.1%	16.9%
Kidney Cancer Association	1,270	906	171	1.077	84.1%	15.9%
The Leukemia & Lymphoma Society	133,435	95,106	29,924	125,030	76.1%	23.9%
Lupus Foundation of America	2.109	1,605	501	2.106	76.2%	23.8%
March of Dimes Birth Defects Foundation	214.204	162,154	50,549	212,703	76.2%	23.8%
Myasthenia Gravis Foundation	598	351	155	506	69.4%	30.6%
Myositis Association of America	310	268	48	316	84.8%	15.2%
National Alopecia Areata Foundation	1,159	886	112	998	88.8%	11.2%
National Hemophilia Foundation	8,671	5,901	1,377	7,278	81.1%	18.9%
National Mental Health Association (Note: II.b)	11,915	9,964	999	10,963	90.9%	9.1%
National Multiple Sclerosis Society	158,207	110,654	32,443	143.097	77.3%	22.7%
National Osteoporosis Foundation (Note: II.c )	10,126	7,488	2,134	9,622	77.8%	22.2%
National Psoriasis Foundation	3,194	2,136	526	2,662	80.2%	19.8%
Osteogenesis Imperfecta Foundation	797	594	168	762	78.0%	22.0%
Prevent Blindness America	18,610	10,851	2,989	13,840	78.4%	21.6%
RESOLVE	986	919	130	1,049	87.6%	12.4%
Spina Bifida Association of America	993	702	152	854	82.2%	17.8%
Sturge-Weber Foundation	355	98	28	126	77.8%	22.2%
The Paget Foundation	633	472	91	563	83.8%	16.2%
Tourette Syndrome Association	6,421	2,074	441	2,515	82.5%	17.5%
Tuberous Sclerosis Alliance	5,465	1.593	311	1,904	83.7%	16.3%
TOTAL (N=47)	3,290,753	2,304,134	667.690	2.971.824	77.5%	22.5%
101AL (N=4/)	3,290,733	2,304,134	007,090	2,9/1,024	77.3%	10.00/

 Mean
 80.2%
 19.8%

 Median
 77.4%
 22.6%

#### **CATEGORY DEFINITIONS FOR FY 2000 REPORT**

The financial information included in the <u>Report of Voluntary Health Agency Revenues and Expenses</u> is provided by the agencies included in the Report. The overall categories of revenues and expenses conform to Generally Accepted Accounting Principals (GAAP) and the categories defined in the <u>Standards of Accounting and Financial Reporting for Voluntary Health and Welfare Organizations</u>, published by the National Health Council and National Assembly of Health & Human Service Organizations.

#### **REVENUE CATEGORIES**

#### **Public Support**

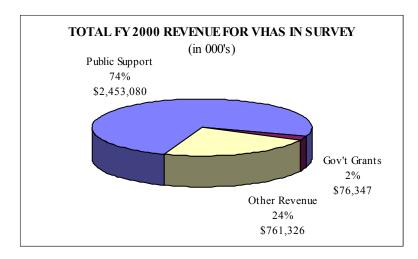
Represents charitable giving by donors to support the activities of voluntary health organizations through special events, bequests, amounts received from federated and non-federated fund-raising campaigns, governments, etc.

#### **Government Grants**

Includes amounts received by organization through grants from federal and state agencies.

### **Other Revenue (Exchange Transactions)**

Includes amounts earned by organizations through dues, fees, sales, investments, and other income-producing activities.



The following graph highlights the sources of revenues for the agencies included in the survey.

#### **EXPENSE CATEGORIES**

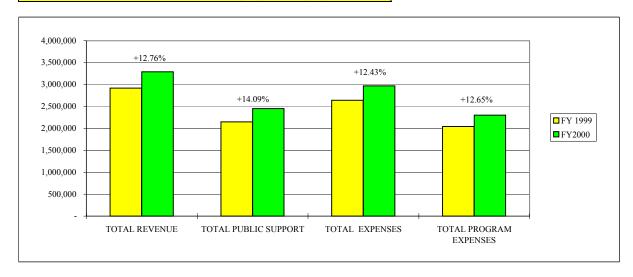
All Not-for-Profit Organizations are required to record their expenses in one of the major categories: Program Expenses, Management & General Expenses and Fundraising Expenses.

### Revenue and Expense Comparisons FY 1999 - 2000

The following is comparative information on VHA Revnues and Expenses for the years 1999 and 2000.

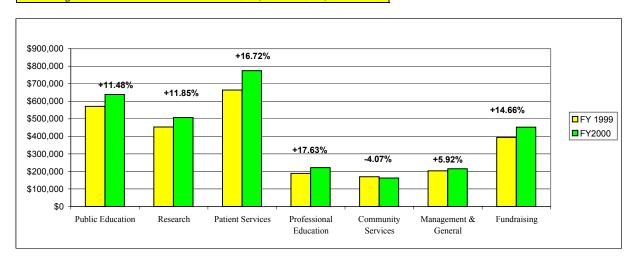
#### **COMPARISON OF REVENUES AND EXPENSES**

(\$000 in Thousands)	FY 1999	FY2000	Change
TOTAL REVENUE	2,918,322	3,290,753	12.76%
TOTAL PUBLIC SUPPORT	2,150,043	2,453,080	14.09%
TOTAL EXPENSES	2,643,247	2,971,824	12.43%
TOTAL PROGRAM EXPENSES	2,045,459	2,304,134	12.65%

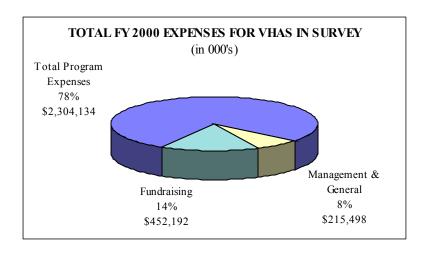


#### COMPARISION OF PROGRAM EXPENSES BY MAJOR CATEGORY

(\$000 in Thousands)	FY 1999	FY2000	Change
Public Education	\$571,034	\$638,606	11.83%
Research	\$453,048	\$506,851	11.88%
Patient Services	\$663,565	\$774,496	16.72%
Professional Education	\$188,658	\$221,918	17.63%
Community Services	\$169,154	\$162,263	-4.07%
Management & General	\$203,440	\$215,486	5.92%
Fundraising	\$394,348	\$452,176	14.66%



The following graph displays the overall composition of expenses for the agencies included this survey.



#### **Management and General**

The Category includes expenses for general board and committee meetings, executive direction and corporate planning, general staff meetings, office management, corporate legal services, personnel procurement, purchasing and distribution of materials, receptionist, switchboard, mail distribution, filing and other office services, organization and procedure studies, accounting, auditing, budgeting and external financial reporting, information technology, and internal financial and management reporting.

#### **Fundraising**

Costs incurred to induce potential donors to contribute money, securities, materials, facilities, and other assets. They include publicizing and conducting fundraising campaigns, maintaining donor mailing lists, conducting special fundraising events, preparing and distributing fund-raising manuals, instructions and other materials and conducting other activities involved with soliciting contributions from individuals, foundations, governments, and others.

#### **Program Services**

To better inform those seeking financial information about their operations, voluntary health agency members of the National Health Council typically use five standard classifications for program services in accordance with the <u>Standards of Accounting and Reporting for Voluntary Health and Welfare Organizations</u>. These program classifications are definitive, yet broad enough to permit an agency to fit all its program service expenses into one standard category or another without distorting the program's significance. These five functional categories are as follows:

**Public Health Education -** Programs conducted for the purpose of informing the general public how to promptly recognize the symptoms of ill health, disease, and/or physical disorders. Also included is the dissemination of facts and information designed to encourage periodic physical examinations and other appropriate health behaviors, to reduce indifference toward health problems, and eliminate unwarranted fears or misconceptions.

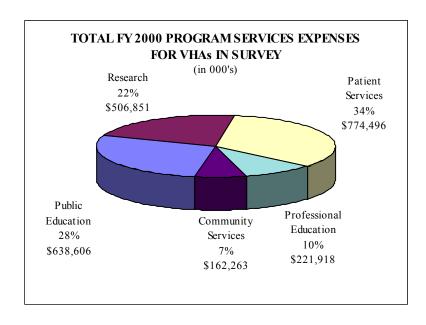
**Research** -Awards or grants-in-aid to support scientific studies or investigations plus all other costs or expenses incurred while conducting a program in which new knowledge is being sought to find causes, cures, and prevention for specific diseases or health problems.

**Patient Services -** Activities performed or programs conducted for the purpose of providing physical, emotional, and other assistance to individuals afflicted with a disease or health impairment, or to their families. This category further includes the furnishing of medical care, hospitalization, equipment, drugs, and other tangible items to those in need, plus all other costs or expenses incurred as a result of assisting individuals while bedridden or incapacitated.

**Professional Health Education and Training -** Activities or program designed to improve the knowledge, skills, and critical judgment of physicians, dentists, nurses, and others engaged (directly or indirectly) in health work by keeping them abreast of new medical advancements, diagnostic techniques, etc. Includes educational opportunities for those who have displayed the interest and aptitude to enter the medical field or undertake scientific investigations, as well as expansion or improvement of health educational courses in universities or the like and stimulation of health and/or scientific careers.

**Community Health Services -** Activities such as the detection of disease or health problems, planning and improving community health practices, supporting clinics or other public health facilities, conducting rehabilitative and similar programs.

The following graph highlights the overall composition of Program Service Expenses for the agencies in the survey.



#### **Comparisons of Program Expenses By Organization**

The following pages include comparative data on the expenditures by individual organizations for each major category of program expense. The information is sorted in descending order by percentage of total program expense.

# 2000 Public Education Expenditures by Agency

(in descending order by %)

AGENCY         Education         Program Expense           RESOLVE         919         100%           American Lung Association         97,457         80%           National Alopecia Areata Foundation         615         69%           Spina Bifida Association of America         465         66%           Cancer Research Foundation of America         3,318         61%           Kidney Cancer Association         540         60%           National Psoriasis Foundation         1,265         59%           Crobn's & Colitis Foundation of America         8,537         55%           Asthma & Allergy Foundation of America         995         47%           March of Dimes Birth Defects Foundation (Note: II.b)         71,166         44%           Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           American Autoinmune Related Diseases Assoc.         402         42%           American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Bindness America         4,009         37%           National Mental Health Association         3,218         32%           American Liver Foundatio	(\$000 in Thousands)	Public	%
RESOLVE	AGENCY		
American Lung Association         97,457         80%           National Alopecia Areata Foundation         615         69%           Spina Bifida Association of America         465         66%           Cancer Research Foundation of America         3,318         61%           Kidney Cancer Association         540         60%           National Psoriasis Foundation of America         8,537         55%           Asthma & Allergy Foundation of America         995         47%           March of Dimes Birth Defects Foundation (Note: II.b)         71,166         44%           Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           American Autoimmune Related Diseases Assoc.         402         42%           National Osteoporosis Foundation         2,949         39%           American Heart Association         129,344         38%           Myositis Association of America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Assocation         3,218         32%           American Diabetes Association         1,993         30%           American Diabetes Association         1,993         30%      <	RESOLVE		
National Alopecia Areata Foundation         615         69%           Spina Bilida Association of America         465         66%           Cancer Research Foundation of America         3,318         61%           Kidney Cancer Association         540         60%           National Psoriasis Foundation         1,265         59%           Crobn's & Colitis Foundation of America         8,537         55%           Asthma & Allergy Foundation of America         995         47%           March of Dimes Birth Defects Foundation (Note: II.b)         71,166         44%           Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           National Osteoporosis Foundation         2,949         39%           American Autoimmune Related Diseases Assoc.         402         42%           National Osteoporosis Foundation         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Association         3,218         32%           American Liver Foundation         1,93         30% <tr< td=""><td></td><td></td><td>80%</td></tr<>			80%
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Cancer Research Foundation of America         3,318         61%           Kidney Cancer Association         540         60%           National Psoriasis Foundation         1,265         59%           Crobn's & Colitis Foundation of America         8,537         55%           Asthma & Allergy Foundation of America         995         47%           March of Dimes Birth Defects Foundation (Note: II.b)         71,166         44%           Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           American Autoimmune Related Diseases Assoc.         402         42%           National Osteoporosis Foundation         2,949         39%           American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Assocation         36,047         30%           American Liver Foundation         1,93         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%	1	465	
Kidney Cancer Association         540         60%           National Psoriasis Foundation         1,265         59%           Crohn's & Colitis Foundation of America         8,537         55%           Asthma & Allergy Foundation of America         995         47%           March of Dimes Birth Defects Foundation (Note: II.b)         71,166         44%           Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           American Autoinmune Related Diseases Assoc.         402         42%           National Osteoporosis Foundation         2,949         39%           American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Assocation         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%	1	3,318	61%
National Psoriasis Foundation   1,265   59%			60%
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March of Dimes Birth Defects Foundation (Note: II.b)         71,166         44%           Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           American Autoimmune Related Diseases Assoc.         402         42%           American Diseases Foundation         2,949         39%           American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Association         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         1,486         23%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Association         903         19%	Crohn's & Colitis Foundation of America	8,537	55%
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Arthritis Foundation         43,509         42%           Fourette Syndrome Association         870         42%           American Autoimmune Related Diseases Assoc.         402         42%           National Osteoporosis Foundation         2,949         39%           American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Association         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Ep		71,166	44%
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National Osteoporosis Foundation         2,949         39%           American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Association         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Oste	Tourette Syndrome Association	870	42%
American Heart Association         129,344         38%           Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Assocation         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasth	American Autoimmune Related Diseases Assoc.	402	42%
Myositis Association of America         101         38%           Prevent Blindness America         4,009         37%           National Mental Health Association         3,218         32%           American Diabetes Assocation         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         1,822         9%           Alpha-1	National Osteoporosis Foundation	2,949	39%
Prevent Blindness America   4,009   37%     National Mental Health Association   3,218   32%     American Diabetes Association   36,047   30%     American Liver Foundation   1,993   30%     American Cancer Society (Note: IIa)   135,325   28%     Glaucoma Research Foundation   682   27%     Christopher Reeve Paralysis Foundation   1,486   23%     Lupus Foundation of America   356   22%     The Leukemia & Lymphoma Society   20,987   22%     Huntington's Disease Society of America   1,515   21%     National Multiple Sclerosis Society   21,797   20%     Amyotrophic Lateral Sclerosis Association   903   19%     American Foundation for AIDS Research   2,213   17%     Epilepsy Foundation   6,072   14%     Alzheimer's Association, Inc.   12,589   12%     Osteogenesis Imperfecta Foundation   33   9%     The Paget Foundation   44   9%     American Kidney Fund   1,822   9%     Alpha-1 Foundation   152   8%     Foundation Fighting Blindness   1,081   8%     Easter Seals   23,692   5%     Tuberous Sclerosis Alliance   78   5%     Foundation Sclerosis Alliance   78   5%     Foundation Sclerosis Alliance   78   5%     FOTAL (N=39)   638,606   28%	American Heart Association	129,344	38%
National Mental Health Association         3,218         32%           American Diabetes Assocation         36,047         30%           American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Discogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness<	Myositis Association of America	101	38%
American Diabetes Assocation       36,047       30%         American Liver Foundation       1,993       30%         American Cancer Society (Note: IIa)       135,325       28%         Glaucoma Research Foundation       682       27%         Christopher Reeve Paralysis Foundation       1,486       23%         Lupus Foundation of America       356       22%         The Leukemia & Lymphoma Society       20,987       22%         Huntington's Disease Society of America       1,515       21%         National Multiple Sclerosis Society       21,797       20%         Amyotrophic Lateral Sclerosis Association       903       19%         American Foundation for AIDS Research       2,213       17%         Epilepsy Foundation       6,072       14%         Alzheimer's Association, Inc.       12,589       12%         Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         The Paget Foundation       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78 <td>Prevent Blindness America</td> <td>4,009</td> <td>37%</td>	Prevent Blindness America	4,009	37%
American Liver Foundation         1,993         30%           American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         44         9%           American Kidney Fund         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692	National Mental Health Association	3,218	32%
American Cancer Society (Note: IIa)         135,325         28%           Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Tuberous Sclerosis Alliance         78         5%           FOTAL (N=39)         638,606	American Diabetes Assocation	36,047	30%
Glaucoma Research Foundation         682         27%           Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         44         9%           American Kidney Fund         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Tuberous Sclerosis Alliance         78         5%           FOTAL (N=39)         638,606         28% </td <td>American Liver Foundation</td> <td>1,993</td> <td>30%</td>	American Liver Foundation	1,993	30%
Christopher Reeve Paralysis Foundation         1,486         23%           Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         44         9%           American Kidney Fund         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Tuberous Sclerosis Alliance         78         5%           FOTAL (N=39)         638,606         28%	American Cancer Society (Note: IIa)	135,325	28%
Lupus Foundation of America         356         22%           The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         44         9%           American Kidney Fund         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Fuberous Sclerosis Alliance         78         5%           FOTAL (N=39)         638,606         28%	Glaucoma Research Foundation	682	27%
The Leukemia & Lymphoma Society         20,987         22%           Huntington's Disease Society of America         1,515         21%           National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         44         9%           American Kidney Fund         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Tuberous Sclerosis Alliance         78         5%           TOTAL (N=39)         638,606         28%	Christopher Reeve Paralysis Foundation	1,486	23%
Huntington's Disease Society of America       1,515       21%         National Multiple Sclerosis Society       21,797       20%         Amyotrophic Lateral Sclerosis Association       903       19%         American Foundation for AIDS Research       2,213       17%         Epilepsy Foundation       6,072       14%         Alzheimer's Association, Inc.       12,589       12%         Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         TOTAL (N=39)       638,606       28%	Lupus Foundation of America	356	22%
National Multiple Sclerosis Society         21,797         20%           Amyotrophic Lateral Sclerosis Association         903         19%           American Foundation for AIDS Research         2,213         17%           Epilepsy Foundation         6,072         14%           Alzheimer's Association, Inc.         12,589         12%           Osteogenesis Imperfecta Foundation         60         10%           Myasthenia Gravis Foundation         33         9%           The Paget Foundation         44         9%           American Kidney Fund         1,822         9%           Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Tuberous Sclerosis Alliance         78         5%           FOTAL (N=39)         638,606         28%	The Leukemia & Lymphoma Society	20,987	22%
Amyotrophic Lateral Sclerosis Association       903       19%         American Foundation for AIDS Research       2,213       17%         Epilepsy Foundation       6,072       14%         Alzheimer's Association, Inc.       12,589       12%         Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         The Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         TOTAL (N=39)       638,606       28%	Huntington's Disease Society of America	1,515	21%
American Foundation for AIDS Research       2,213       17%         Epilepsy Foundation       6,072       14%         Alzheimer's Association, Inc.       12,589       12%         Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         The Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         FOTAL (N=39)       638,606       28%	National Multiple Sclerosis Society	21,797	20%
Epilepsy Foundation       6,072       14%         Alzheimer's Association, Inc.       12,589       12%         Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         The Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         FOTAL (N=39)       638,606       28%	Amyotrophic Lateral Sclerosis Association	903	19%
Alzheimer's Association, Inc.       12,589       12%         Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         Γhe Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         FOTAL (N=39)       638,606       28%	American Foundation for AIDS Research	2,213	17%
Osteogenesis Imperfecta Foundation       60       10%         Myasthenia Gravis Foundation       33       9%         The Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         FOTAL (N=39)       638,606       28%	Epilepsy Foundation		
Myasthenia Gravis Foundation       33       9%         The Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         TOTAL (N=39)       638,606       28%	Alzheimer's Association, Inc.	12,589	
The Paget Foundation       44       9%         American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         FOTAL (N=39)       638,606       28%	Osteogenesis Imperfecta Foundation	60	
American Kidney Fund       1,822       9%         Alpha-1 Foundation       152       8%         Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         FOTAL (N=39)       638,606       28%	Myasthenia Gravis Foundation		
Alpha-1 Foundation         152         8%           Foundation Fighting Blindness         1,081         8%           Easter Seals         23,692         5%           Tuberous Sclerosis Alliance         78         5%           FOTAL (N=39)         638,606         28%	The Paget Foundation		
Foundation Fighting Blindness       1,081       8%         Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         ΓΟΤΑΙ (N=39)       638,606       28%	American Kidney Fund		
Easter Seals       23,692       5%         Tuberous Sclerosis Alliance       78       5%         ΓΟΤΑΙ (N=39)       638,606       28%	Alpha-1 Foundation		
Γuberous Sclerosis Alliance         78         5%           ΓΟΤΑΙ (N=39)         638,606         28%			
TOTAL (N=39) 638,606 28%	Easter Seals		
	TOTAL (N=39)		

 Mean
 33%

 Median
 29%

# 2000 Research Expenditures by Agency (in descending order by %)

(\$000 in Thousands)		0/0
AGENCY	Research	Program Expense
Sturge-Weber Foundation	98	100%
Alpha-1 Foundation	1,620	89%
Foundation Fighting Blindness	11,803	88%
Christopher Reeve Paralysis Foundation	5,015	77%
Glaucoma Research Foundation	1,766	70%
Tuberous Sclerosis Alliance	1,052	66%
Osteogenesis Imperfecta Foundation	358	60%
Amyotrophic Lateral Sclerosis Association	2,507	53%
Myasthenia Gravis Foundation	174	50%
Tourette Syndrome Association	948	46%
Crohn's & Colitis Foundation of America	7,114	45%
American Heart Association	133,562	40%
Cancer Research Foundation of America	2,118	39%
Kidney Cancer Association	337	37%
American Foundation for AIDS Research	4,754	36%
The Leukemia & Lymphoma Society	33,197	35%
Huntington's Disease Society of America	2,296	32%
National Alopecia Areata Foundation	271	31%
March of Dimes Birth Defects Foundation	47,973	30%
Arthritis Foundation	29,981	29%
American Diabetes Assocation	31,555	26%
National Multiple Sclerosis Society	28,390	26%
American Cancer Society (Note: IIa)	119,384	25%
National Hemophilia Foundation	1,287	22%
American Liver Foundation	1,358	20%
Alzheimer's Association, Inc.	19,755	19%
Lupus Foundation of America	293	18%
National Mental Health Association (Note: II.c)	1,686	17%
National Psoriasis Foundation	302	14%
American Autoimmune Related Diseases Assoc.	106	11%
National Osteoporosis Foundation	746	10%
American Lung Association	11,343	9%
Prevent Blindness America	903	8%
The Paget Foundation	22	5%
Asthma & Allergy Foundation of America	96	5%
Epilepsy Foundation	1,754	4%
Spina Bifida Association of America	13	2%
Myositis Association of America	4	1%
American Kidney Fund	116	1%
Easter Seals	794	0%
TOTAL (N=40)	506,851	22%
, , ,	Mean	32%

Mean 32% Median 26%

# 2000 Patient Services Expenditures By Agency (in descending order by %)

(\$000 in Thousands)	Patient	%
AGENCY	Services	Program Expense
Easter Seals	456,983	95%
American Kidney Fund	17,752	90%
Epilepsy Foundation	30,474	68%
Myositis Association of America	163	61%
The Paget Foundation	223	47%
National Multiple Sclerosis Society	44,370	40%
National Mental Health Association (Note: II.c)	3,804	38%
The Leukemia & Lymphoma Society	35,200	37%
American Autoimmune Related Diseases Assoc.	353	37%
American Diabetes Assocation	36,869	31%
Amyotrophic Lateral Sclerosis Association	1,305	28%
Myasthenia Gravis Foundation	90	26%
Asthma & Allergy Foundation of America	540	25%
Tuberous Sclerosis Alliance	404	25%
Lupus Foundation of America	401	25%
American Cancer Society (Note: IIa)	115,947	24%
Huntington's Disease Society of America	1,568	22%
Arthritis Foundation	21,573	21%
American Foundation for AIDS Research	2,444	18%
National Osteoporosis Foundation (Note: II.c)	797	11%
Osteogenesis Imperfecta Foundation	60	10%
Foundation Fighting Blindness	550	4%
American Liver Foundation	255	4%
Kidney Cancer Association	29	3%
Glaucoma Research Foundation	79	3%
Alpha-1 Foundation	51	3%
National Psoriasis Foundation	54	3%
Alzheimer's Association, Inc.	2,158	2%
TOTAL (N=28)	774,496	34%
	Mean	29%

Mean 29% Median 25%

# 2000 Professional Education Expenditures By Agency

(in descending order by %)

(\$000 in Thousands)	Professional	%
AGENCY	Education	<b>Program Service</b>
National Hemophilia Foundation	2,596	44%
National Osteoporosis Foundation	2,996	40%
The Paget Foundation	167	35%
American Foundation for AIDS Research	3,902	29%
American Cancer Society (Note: IIa)	106,745	22%
Prevent Blindness America	2,270	21%
National Psoriasis Foundation	362	17%
Myasthenia Gravis Foundation	54	15%
Huntington's Disease Society of America	1,010	14%
American Heart Association	44,998	13%
American Diabetes Assocation	15,677	13%
American Lung Association	13,447	11%
Asthma & Allergy Foundation of America	207	10%
American Autoimmune Related Diseases Assoc.	81	8%
Arthritis Foundation	7,729	8%
Alzheimer's Association, Inc.	6,652	6%
The Leukemia & Lymphoma Society	5,722	6%
Tourette Syndrome Association	113	5%
American Liver Foundation	328	5%
Spina Bifida Association of America	34	5%
National Multiple Sclerosis Society	4,972	4%
Epilepsy Foundation	1,797	4%
Tuberous Sclerosis Alliance	59	4%
TOTAL (N=23)	221,918	10%

Mean 15% Median 10%

# 2000 Community Services Expenditures By Agency

(in descending order by %)

(\$000 in Thousands) AGENCY	Community Services	% Program Expense
Alzheimer's Association, Inc.	61,794	60%
National Mental Health Association (Note: II.c)	1,256	13%
American Liver Foundation	2,793	42%
Lupus Foundation of America	555	35%
National Hemophilia Foundation	2,018	34%
Prevent Blindness America	3,669	34%
Spina Bifida Association of America	190	27%
March of Dimes Birth Defects Foundation	43,015	27%
Osteogenesis Imperfecta Foundation	116	20%
Asthma & Allergy Foundation of America	290	14%
Epilepsy Foundation	4,584	10%
National Multiple Sclerosis Society	11,125	10%
Huntington's Disease Society of America	690	10%
American Heart Association	29,762	9%
National Psoriasis Foundation	153	7%
Tourette Syndrome Association	143	7%
The Paget Foundation	16	3%
American Autoimmune Related Diseases Assoc.	21	2%
American Kidney Fund	73	0%
TOTAL (N=19)	162,263	7%

 Mean
 19%

 Median
 13%

## **Notes**

#### I. General

Unless otherwise noted, this report is based on the audited combined financial statements of National Health Council member agencies. All figures have been rounded to the nearest thousand, thus there will be slight variances in cross-footed totals.

## **II. Specific Agency References**

- a) American Cancer Society Prevention expenses are listed as "Public Education" and Detection and Treatment expenditures are listed as "Professional Education.". Income and expenses relating to "Exchange Transactions have been omitted from this report.
- b) March of Dimes Birth Defects Foundation Public Education and Professional Education Services are reported together as "Public Education."
- c) National Mental Health Association Constituency Services are reported as "Patient Services" and Advocacy Services are reported as "Community Services."
- **d) National Osteoporosis Foundation** Research and Advocacy Services are reported together as "Research."

## **Detail of FY 2000 Revenues and Expenses**

		REVENUE					
(\$000 in Thousands)							
AGENCY	Fiscal Year Ended	Public Support FY 2000	Gov't Grants FY 2000	Other Revenue FY 2000	Total Revenue FY 2000	Total Revenue FY 1999	Public Education
Alpha-1 Foundation	30-Jun	2,298	-	30	2,328	2,137	152
Alzheimer's Association, Inc.	30-Jun	105,397	5,923	30,401	141,721	126,280	12,589
American Autoimmune Related Diseases Assoc.	30-Sep	1,074	-	5	1,079	1,152	402
American Cancer Society (Note: IIa)	31-Aug	746,391	6,577	59,329	812,297	671,978	135,325
American Diabetes Assocation	30-Jun	117,295	205	39,634	157,134	150,665	36,047
American Foundation for AIDS Research	30-Jun	16,668	1,950	1,389	20,007	19,128	2,213
American Heart Association	30-Jun	407,789	893	76,888	485,570	451,043	129,344
American Kidney Fund	31-Dec	22,973	-	(10)	22,963	19,628	1,822
American Liver Foundation	30-Jun	4,407	-	3,301	7,708	5,673	1,993
American Lung Association	30-Jun	131,056	11,119	25,722	167,897	188,847	97,457
Amyotrophic Lateral Sclerosis Association	31-Jan	9,040	-	217	9,257	5,757	903
Arthritis Foundation	31-Dec	119,916	1,604	12,990	134,510	119,974	43,509
Asthma & Allergy Foundation of America	31-Dec	2,771	-	126	2,897	1,942	995
Cancer Research Foundation of America	30-Jun	5,918	-	2,981	8,899	6,237	3,318
Christopher Reeve Paralysis Foundation	31-Dec	30,615	-	672	31,287	7,690	1,486
Crohn's & Colitis Foundation of America	30-Sep	19,914	35	735	20,684	19,204	8,537
Easter Seals	31-Aug	142,014	-	460,732	602,746	543,266	23,692
Epilepsy Foundation	30-Jun	22,347	28,973	3,288	54,608	54,570	6,072
Foundation Fighting Blindness	30-Jun	17,158	-	492	17,650	14,773	1,081
Glaucoma Research Foundation	30-Jun	1,187	-	84	1,271	2,054	682
Huntington's Disease Society of America	30-Sep	2,334	-	6,448	8,782	4,657	1,515
Kidney Cancer Association	31-Oct	1,262	-	8	1,270	1,000	540
The Leukemia & Lymphoma Society	30-Jun	129,859	-	3,576	133,435	107,175	20,987
Lupus Foundation of America	30-Sep	1,893	-	216	2,109	1,942	356
March of Dimes Birth Defects Foundation (Note: II.b)	31-Dec	198,571	6,774	8,859	214,204	198,257	71,166
Myasthenia Gravis Foundation	31-Dec	656	-	(58)	598	782	33
Myositis Association of America	31-Dec	248	-	62	310	422	101
National Alopecia Areata Foundation	31-Dec	812	-	347	1,159	918	615
National Hemophilia Foundation	30-Jun	2,772	3,616	2,283	8,671	7,320	-
National Mental Health Association (Note: II.c)	31-Dec	6,867	4,257	791	11,915	6,888	3,218
National Multiple Sclerosis Society	30-Sep	145,230	1,939	11,038	158,207	134,060	21,797
National Osteoporosis Foundation (Note: II.d)	31-Dec	6,866	587	2,673	10,126	8,754	2,949
National Psoriasis Foundation	30-Jun	2,946	-	248	3,194	3,302	1,265
Osteogenesis Imperfecta Foundation	30-Jun	710	-	87	797	794	60
Prevent Blindness America	31-Mar	13,157	1,708	3,745	18,610	17,260	4,009
RESOLVE	31-Oct	523	-	463	986	989	919
Spina Bifida Association of America	30-Jun	530	-	463	993	562	465
Sturge-Weber Foundation	30-Jun	343	-	12	355		-
The Paget Foundation	31-Dec	598	51	(16)	633	738	44
Tourette Syndrome Association	28-Feb	5,371	136	914	6,421	2,951	870
Tuberous Sclerosis Alliance	30-Jun	5,304	-	161	5,465	1,748	78
TOTAL (N=41)		2,453,080	76,347	761,326	3,290,753	2,912,517	638,606

## **Detail of FY 2000 Revenues and Expenses**

PROGRAM SERVICES				SUPPORT SERVICES			TOTAL EXPENSES			
Research	Patient Services	Professional Education	Community Services	Total Program Expenses	% of Total Expenses	Management & General	Fund Raising	Total Support Expenses	Total Expenses FY 2000	Total Expenses FY 1999
1,620	51	-	-	1,823	84%	228	122	350	2,173	1,693
19,755	2,158	6,652	61,794	102,948	78%	8,399	21,414	29,813	132,761	118,334
106	353	81	21	963	91%	48	45	93	1,056	1,030
119,384	115,947	106,745	-	477,401	74%	40,143	131,075	171,218	648,619	563,149
31,555	36,869	15,677	-	120,148	77%	8,152	27,210	35,362	155,510	136,092
4,754	2,444	3,902	-	13,313	75%	1,199	3,146	4,345	17,658	15,880
133,562	-	44,998	29,762	337,666	73%	33,626	89,022	122,648	460,314	420,094
116	17,752	-	73	19,763	90%	350	1,878	2,228	21,991	18,183
1,358	255	328	2,793	6,727	84%	588	677	1,265	7,992	5,487
11,343	-	13,447	-	122,247	80%	8,831	22,558	31,389	153,636	160,612
2,507	1,305	-	-	4,715	76%	452	1,049	1,501	6,216	5,530
29,981	21,573	7,729	-	102,792	80%	8,695	16,511	25,206	127,998	114,340
96	540	207	290	2,128	80%	457	62	519	2,647	2,108
2,118	-	-	-	5,436	81%	325	979	1,304	6,740	5,584
5,015	-	-	-	6,501	64%	840	2,890	3,730	10,231	6,198
7,114	=	-	-	15,651	79%	2,260	1,959	4,219	19,870	19,213
794	456,983	-	ı	481,469	84%	54,031	39,873	93,904	575,373	504,831
1,754	30,474	1,797	4,584	44,681	82%	5,302	4,315	9,617	54,298	51,290
11,803	550	-	-	13,434	79%	1,163	2,430	3,593	17,027	14,888
1,766	79	-	-	2,527	78%	329	371	700	3,227	2,875
2,296	1,568	1,010	690	7,079	83%	691	746	1,437	8,516	4,454
337	29	-	-	906	84%	92	79	171	1,077	838
33,197	35,200	5,722	-	95,106	76%	8,983	20,941	29,924	125,030	96,520
293	401	-	555	1,605	76%	234	267	501	2,106	2,051
47,973	-	-	43,015	162,154	76%	16,051	34,498	50,549	212,703	193,091
174	90	54	-	351	69%	121	34	155	506	667
4	163	-	-	268	85%	23	25	48	316	296
271	-	-	-	886	89%	54	58	112	998	916
1,287	-	2,596	2,018	5,901	81%	711	666	1,377	7,278	6,291
1,686	3,804	-	1,256	9,964	91%	619	380	999	10,963	6,170
28,390	44,370	4,972	11,125	110,654	77%	9,063	23,380	32,443	143,097	125,556
746	797	2,996	-	7,488	78%	861	1,273	2,134	9,622	11,172
302	54	362	153	2,136	80%	265	261	526	2,662	2,548
358	60	-	116	594	78%	87	81	168	762	516
903	-	2,270	3,669	10,851	78%	1,548	1,441	2,989	13,840	12,338
-	-	-	-	919	88%	85	45	130	1,049	1,010
13	-	34	190	702	82%	77	75	152	854	550
98	-	-	-	98	78%	12	16	28	126	
22	223	167	16	472	84%	63	28	91	563	635
948	-	113	143	2,074	82%	215	226	441	2,515	2,335
1,052	404	59	-	1,593	84%	225	86	311	1,904	1,636
506,851	774,496	221,918	162,263	2,304,134	78%	215,498	452,192	667,690	2,971,824	2,637,001