

2019 IN REVIEW: FINANCIAL REPORT

Strategic Plan

2019 was a strong year in terms of contributions and program development which had a positive impact on advancing education and providing patient and family support. During 2019, the organization continued to benefit from having dedicated office space in Fridley, MN for staff, volunteers and the community. Under the leadership of a full-time Executive Director, the organization re-evaluated its management structure and expertise and determined the need to expand the part-time Education Program Coordinator position to full-time. Program expansion and partnerships will continue to pay dividends in the future.

Events

Events were well supported during the year. Party in the Park corporate sponsorship increased year over year. Both the Fall Fundraiser and Golf Tournament increased net contributions. Significant event increases were Fall Fundraiser live auction which more than doubled and Fund a Need increased 25%.

The third Annual Golf Tournament at Edinburgh USA Golf Course surpassed the success of the second. Team Sarcoma organized its own bike ride raising over \$18,000 in contributions keeping the momentum going from the previous year's Chainbreaker ride fundraising \$89,000 in 2018 for 2019 sarcoma research awards.

Contributions, Sponsorship and Grants

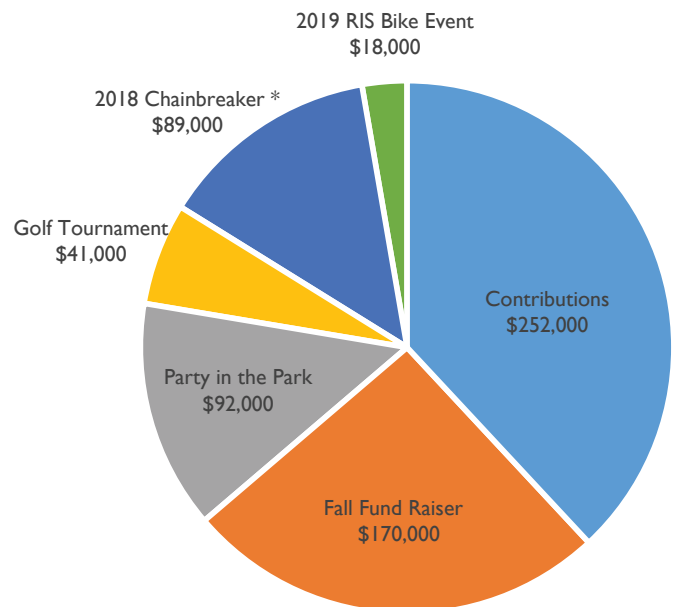
Corporate and general contributions combined with program revenue increased cash received by over \$145,000 during the year to \$575,000. While Foundation grants remained flat, nearly every category of contribution and event revenues increased during 2019. Specifically, sponsorship increased across all three fundraising events.

The higher level of contributions allowed for increased investment in grant and other programs while keeping RIS in a net positive cash position of approximately \$100,000 for FY 2019.

FY 2019

	FY 2019	FY 2018
Contributions	\$ 252,000	\$ 186,000
Programs:		
Fall Fund Raiser	170,000	129,000
Party in the Park	92,000	80,000
Golf Tournament	41,000	27,000
2018 Chainbreaker *	89,000	85,000
2019 RIS Bike Event	18,000	
Total	\$ 662,000	507,000

* Presented net of grants on certain financial reports.
RIS made contribution in 2019 and follows cash basis accounting.



Disbursements

The use of funds by the organization outside of event costs is categorized as research grants, patient support, education, and general and administrative.

Rein in Sarcoma provided research grants to the University of Minnesota of \$150,000 (including \$9,000 in scholarships), along with other grants of \$25,000 to Mayo Clinic (including \$3,000 scholarship) and \$20,000 to Children's Minnesota.

Patient and Family Support was provided through Patient starter notebook mailings, patient tote bags, peer to peer mentors and several support events.

The number of educational awareness programs for medical professionals increased in 2019. The Hallie Anne Brown Education Initiative progressed with additional research, education and expanded the pilot Best Practice Alert (BPA) project.

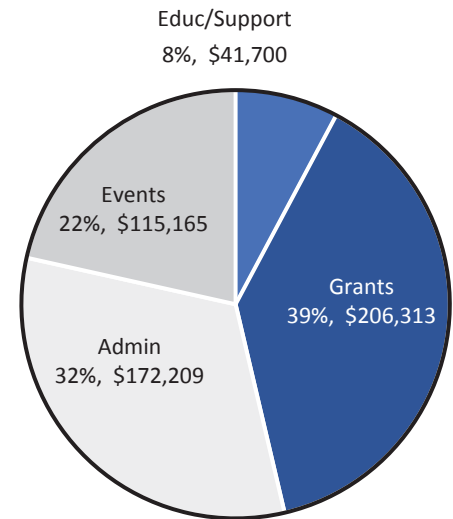
General and administrative expenses increased due to additional consultant costs; including a full year salary costs for a dedicated Development Director and a part-time Health Programs Coordinator for half the year.

Cash Position

The organization has a net positive cash position of over \$600,000. There is sufficient reserve to fund operations for one year. Given the high level of cash holdings, conservative short-term investments are being explored. In turn, this will earn a nominal investment return.

*A complete financial report for 2019 and a copy of the 2019 Tax Report can be made available for review upon request.

Expenses



■ Educ/Support	8%
■ Grants	39%
□ Admin	32%
□ Events	22%



RIS MCC Funding Research Impact