

Vision. Purpose. Direction.

2008 Annual Report



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One's vision is a compass, not a roadmap.
- Peter Block, Business Philosopher

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Improving Life, One Breath at a Time

Dear Friends,

Noted management guru Stephen Covey calls the compass a perfect metaphor for an organization's sense of vision, purpose and direction. Used by explorers of every order, this time honored navigational tool, says Covey, represents the guiding principles that should serve as an organization's "true north."

The American Lung Association's true north — our vision — is a world free of lung disease. For more than a century, as we have pursued this vision, we have at times reset our bearings in the face of new knowledge and emerging trends and challenges, yet we have always stayed true to our mission to prevent lung disease and promote lung health.

Using education, advocacy, research and fiscal responsibility as our cardinal reference points, we are making real progress in carrying out this mission, as highlighted in this report.

As the American Lung Association of the Midland States—serving Kentucky, Michigan, Ohio and Tennessee—we are now in a position to ask a pivotal question: Where do we go from here?

Our purpose as a regional organization is not to travel in a new or different direction, but rather to carry out our mission more effectively and efficiently than ever before. As we continue to implement cost-saving measures, and use best practices and shared resources, we will stay the course to meet our region's lung health needs. We will work strategically to develop a stronger presence and lay the groundwork for an even brighter future.

Like Columbus whose journeys changed the world in ways he could never have imagined, we have the power to improve people's lives in profound ways. Fifty years from now, when smoke-free buildings and clean skies are the norm, when lung cancer is no longer the leading cancer killer, and when asthma and COPD are fully preventable or curable, people may give little thought to the work that made these advancements possible. With your ongoing support, we can make good lung health so commonplace that future generations will one day have the luxury of taking it for granted.

The quest for good lung health is a worthwhile, rewarding and critical endeavor. We hope we can count on you to be a part of making good lung health everyone's destiny.



James W. Hunter II,
President



Tracy Ross,
Chief Executive Officer



*The great thing in this world is not so much where we stand,
as in what direction we are moving.*

- Oliver Wendell Holmes



As public health advocates, we made a number of wide-ranging advances this year. In Kentucky, we gained the governor's support for a 70-cent tobacco tax increase, and increased the number of cities statewide that passed smoke-free ordinances. Michigan made progress on passage of a comprehensive smoke-free bill. In Ohio, we took a lead role working with a 50-member coalition to increase the tax on non-cigarette tobacco products with more funding to be allocated for tobacco control. In Tennessee, we aided the three largest healthcare providers in Memphis as they became smoke-free.



Through **stand**, a peer mentoring program, youth teams across Ohio spoke out against Big Tobacco and educated junior high and high school students about the health risks of smoking and secondhand smoke. Thanks to programs like Teens Against Tobacco Use, Word of Mouth, and Not-On-Tobacco, thousands of young people in our region can look forward to a healthier smoke-free future. For adults who want help to quit smoking, we provide Freedom From Smoking group classes, Freedom From Smoking On-line and the Lung HelpLine. Community partnerships, such as those formed this year with Blue Cross Blue Shield, Tobacco Free Michigan, and the Tennessee Department of Corrections, are a key to making these successes happen.

*To become something
of worth and value
is the best course.*



- Michaelangelo



Two significant outcomes resulted this year through strategic community partnerships focused on influenza and COPD. The Faces of Influenza campaign expanded the reach of influenza prevention messages throughout Detroit and other target areas. We organized Kentucky's first COPD summit as an initial step in developing a statewide action plan to control and eliminate this disease.

Mission

The American Lung Association's mission is achieved through education, advocacy and research. Whether it's helping families and health care providers take control of asthma, offering chronic lung disease support groups, keeping kids tobacco-free, pushing for clean air, or funding cutting-edge research, one singular mission guides the work we do.

OUR MISSION IS TO PREVENT LUNG DISEASE
AND PROMOTE LUNG HEALTH

CORE COMMITMENTS

Tobacco Control & Prevention
Asthma Education
Indoor Air Quality
Outdoor Air Quality
Research
Professional Education
Community Education & Outreach

2007 - 2008 HIGHLIGHTS

Tobacco Control and Prevention. Grassroots advocacy built support for stronger laws and policies to stop tobacco use and protect people from secondhand smoke. Through comprehensive, evaluation-based tobacco education and prevention programs and free or low-cost cessation resources we helped protect thousands of children, teens and adults in our service area from tobacco use.

Professional Education. Physicians, nurses, respiratory therapists and other health professionals received updated information on lung disease interventions and modalities at the North Coast Pulmonary Disease Seminar and Kentucky Pulmonary Care Symposium. Our intensive two-day Asthma Educator Institute workshops prepared licensed health professionals to deliver quality asthma education and management skills to patients and their families based on current standard national guidelines.

Asthma Education and Control. We used an array of strategies to tackle childhood and adult asthma. We served as a pilot site for *Breathe Well, Live Well* (a new national adult asthma program). In Tennessee, a law was passed calling for development of a plan to reduce the burden of asthma in schools. We collaborated with the Asthma Initiative of Michigan to decrease asthma's burden statewide. Partnerships in Ohio with United Way, Case Western Reserve University and Think TV (PBS) significantly increased childhood asthma awareness and education for daycare centers, school nurses and children with asthma. A regional summer camp staffed by medical volunteers provided asthma education and fostered self-confidence in a safe environment for children with moderate to severe asthma.

Community Education and Outreach. Through community programs, support groups, the Internet, Lung HelpLine and printed materials, we have served thousands of individuals, businesses, schools and other organizations who looked to us as a primary resource for lung health information.

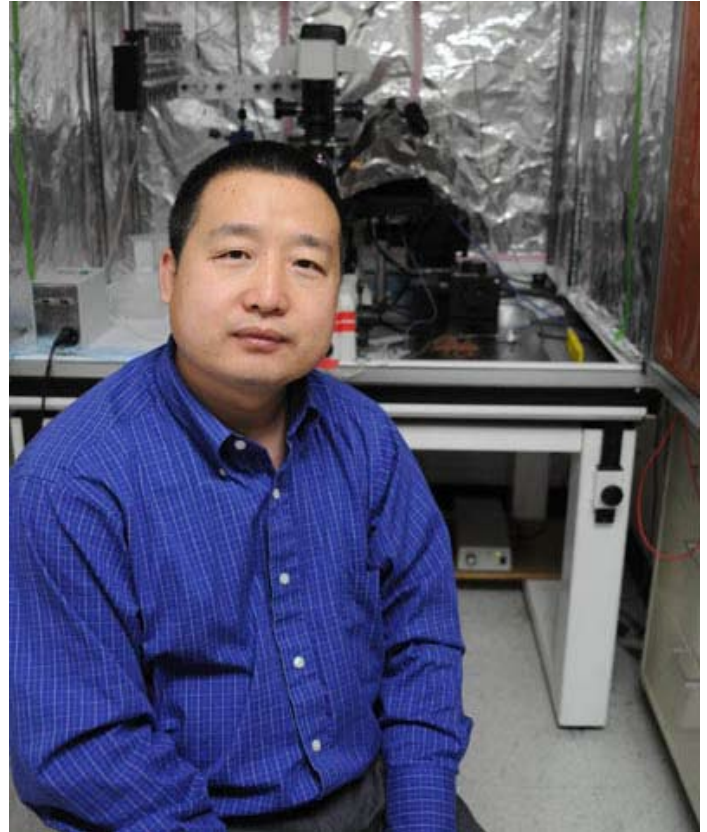


When it comes to research, tackling our nation’s leading cause of premature death and preventable disease is a priority for **Dr. Anjaparavanda P. Naren** and his team at the University of Tennessee in Memphis. By looking at how the lungs try to protect themselves from tobacco smoke, Dr. Naren hopes to find better ways to prevent or cure the widespread health problems caused by cigarette smoking.

The University of Michigan has a dynamic duo working to uncover critical lung health answers through immunology and microbiology.



By focusing on pulmonary fibrosis, **Dr. Bethany Moore** wants to improve understanding of what causes this “lung scarring” disease so new treatment options can be found for the fatal condition. **Dr. Thomas Moore** is studying *Klebsiella pneumoniae*, the leading cause of bacterial gram-negative pneumonia. His aims are to address concerns about conventional antibiotic treatment for this germ, its potential for drug resistance and whether highly infectious strains contain genes that help thwart the body’s natural defenses.



Working in his lab at the University of Kentucky, **Dr. Qihai “David” Gu** is studying the role a particular chemical called PAR2 plays in airway inflammation. “The insights gained from this research may be valuable in developing new therapeutic strategies for treating airway inflammatory diseases, including asthma,” Dr. Gu wrote in his research application, which received the American Lung Association’s top peer review score. Gu’s work has huge potential given that more than 20 million Americans have asthma, including nearly 3 million in the Midland States alone. Asthma is the leading cause of school days missed due to a chronic illness and is also a major cause of lost works days, emergency room visits and in-patient hospital stays.

*The voyage of discovery is not
in seeking new landscapes,
but in having new eyes.*

- Marcel Proust



Research

For over a century, the American Lung Association has funded lung research that has led to significant advances in the fight against lung disease. As part of our commitment to research, the American Lung Association created the Asthma Clinical Research Centers Network (ACRC), which seeks to conduct large clinical trials with a direct impact on patient care and asthma treatment.

CORE COMMITMENTS

Independent Investigator Awards

Biomedical Research

Clinical Patient Care Research

Social-Behavioral Research

Career Investigator Awards

Training Grants and Fellowships

Focused Alliance Awards

Chronic Obstructive Pulmonary Disease (COPD)

Interstitial Lung Disease

Lymphangiomyomatosis (LAM)

Lung Cancer

Nontuberculosis Mycobacterial Infections (NTM)

Asthma Clinical Research Centers

2007 - 2008 HIGHLIGHTS

This fiscal year, the American Lung Association of the Midland States funded over a half-million dollars in research focused on critical lung health issues.

Matthew Exline, MD (The Ohio State University) - Apoptosis In Sepsis: The Role of Humanin, A Novel Anti-Apoptotic Peptide

Qiahai "David" Gu, MD (University of Kentucky) - Protease-Activated Receptor-2 And Pulmonary C-Neuron Hypersensitivity

Jeffrey Horowitz, MD (University of Michigan) - Mesenchymal Cell Survival Signaling In The Pathogenesis Of Pulmonary Fibrosis

Christy Houle, MPH (University of Michigan) - Why Do Teens and Parents Answer Questions About Asthma Differently?

Ian Lewkowich, PhD (Children's Hospital Medical Center) - Why Do Regulatory T-Cells Not Work in People With Allergic Asthma?

John Mastrorarde, MD (The Ohio State University) - Asthma Clinical Research Centers

Bethany Moore, PhD (University of Michigan) - Recruitment And Activation Of Lung Fibrocytes In Experimental Pulmonary Fibrosis

Thomas A. Moore, PhD (University of Michigan) - Molecular Identification Of Klebsiella Pneumoniae Virulence Genes Using A Murine Model Of Pneumonia

Anjaparavanda P. Naren, PhD (University of Tennessee) - Cooperative Regulation Of MRP2 And CFTR In Lung Epithelial Cells

Roxana Rojas, MD, PhD (Case Western Reserve University) - Regulation of CD4+ T Cell Adhesion And Migration Induced By Mycobacterial Phosphatidylinositol Mannosides

Joanne Turner, PhD (The Ohio State University) - In Vitro Predictors Of Susceptibility For Reactivation Tuberculosis

Stephanie K. Watkins, MS (University of Louisville) - Therapeutic Targeting of Macrophages Associated With Lung Carcinoma



As Executive Director of Machinery & Equipment and Indirect Purchasing for General Motors Purchasing and Supply Chain, **Barbara Whittaker** brought a real can-do spirit to the 2008 Butterfly Ball. As chair, Whittaker expertly led planning committee meetings, helped secure sponsorships and auction items, coordinated celebrity transportation, and worked on table and ad sales. Staff and fellow Detroit-area volunteers credit Whittaker for the event's great success after a 10-year hiatus, noting "Barbara delivered more than we could have ever expected."

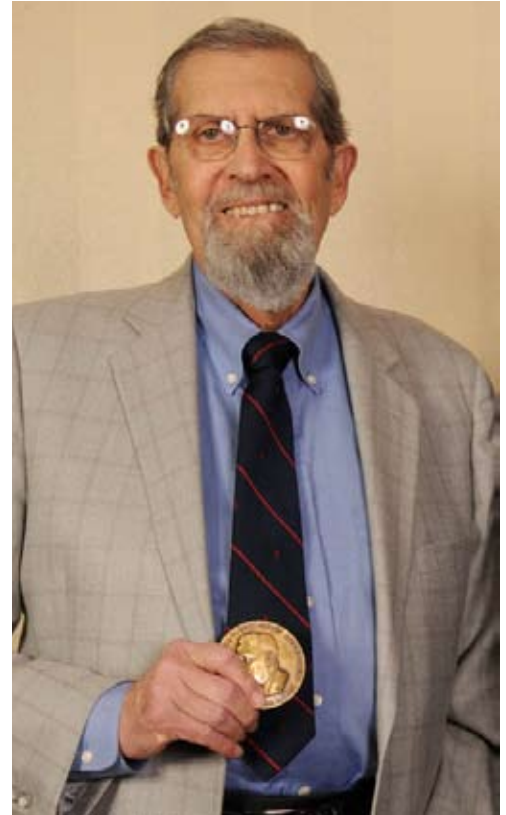
*To go fast,
go alone,
To go far,
go together.*

- African proverb



The Will Ross Medal is the highest volunteer award presented nationally by the American Lung Association. It is given in memory of one of the Association's most distinguished volunteers, a past president who was also a former tuberculosis patient. The 2008 Will Ross Medal was awarded to the Midland States' own **Robert A. Green, M.D.**

Since 1948, Dr. Green has worked tirelessly on lung health education, research and community service. For over 20 years, he was a member of Michigan's Board of Directors, serving as President from 1992-1994. He served on the National Board of Directors from 1999-2006, completing his tenure as Vice-Chair.



Dr. Green's chief passion throughout his storied career remained the fight against tuberculosis. As a clinician, Green became a leading TB authority. He was a pioneer in utilizing television as a learning medium, creating a chest physical examination demonstration tape in 1965 and hosting two educational television series. He has been an active member of the Michigan Advisory Committee for the Elimination of Tuberculosis since its beginning in 1990 and served as the group's chairman from 1992-1998. Dr. Green led the committee in developing its recommendations for tuberculosis elimination, which remain a much used resource for Michigan health care professionals.



You might think running two support groups would be plenty to keep most volunteers busy, but **Mary Fox** doesn't stop there. As just one of the 1.5 million people in the Midland States who have COPD, Fox is determined to do all she can to fight this major but often misunderstood lung disease. When it comes to

COPD, Mary is an outspoken advocate, a valuable media contact, and a true lung health champion.

Volunteers

The American Lung Association of the Midland States is grateful to its diverse corps of dedicated volunteers. These selfless individuals devote untold hours to the fight against lung disease, all for the simple satisfaction of knowing they are helping others breathe easier,

THE IMPORTANT WORK WE DO IS POSSIBLE ONLY THROUGH THE WORK OF OUR DEDICATED VOLUNTEERS.

CORE COMMITMENTS

Equal Opportunity

Diversity

Fairness

Appreciation

2007 - 2008 HIGHLIGHTS

A new Volunteer Department was developed in order to increase effective training, utilization and retention of the volunteers who are essential to carrying out our mission.

Leadership volunteers from across our four-state region worked diligently to develop our new governance structure and lay the groundwork for a stronger, more effective organization.

The Midland States Charter Board launched a recruitment campaign for top level candidates. The board also took steps to ensure leadership representation reflects the diversity of our geographic area and the skillsets needed for optimum effectiveness.

Committees were formed to work on achieving our strategic goals in mission services, revenue generation, advocacy and marketing.

Initial work was begun to establish Regional Leadership Councils to provide volunteer leadership for program delivery, fundraising, development and marketing in each of our nine geographic regions. One council — representing our Region B and Michigan's Oak Park area — is in place and actively working to develop goals and work plans. Planning is underway for the remaining eight regions.

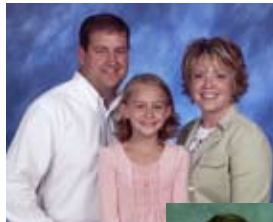
For more information on how you can become involved with the American Lung Association of the Midland States, call 1-800-LUNG-USA (586-4872) or visit www.midlandlung.org.



Committed teams—like the **Kendle Corporation**— and enthusiastic individual climbers—like **Dan Klocke**— were the keys to success for Cincinnati’s *Climb the Carew* and other regional stair climbs. Klocke (on left in inset) won a Toyota Prius in a drawing thanks to his stellar fundraising efforts.



Although they’ve never met, the **Dentinger** family and the **Bierbaum** family share a heartache that drives them to step out against asthma. Since the 2003 death of 9 year-old Ryan (inset, right), the Dentingers have led a walk in Anna, OH in Ryan’s memory. In the past three years alone, the Dentingers have raised over \$20,000 for asthma awareness and research.



Susie’s Angels take part in Louisville’s Asthma Walk to honor Carol Bierbaum’s sister who died at age 40 from asthma. The Angels have raised nearly \$20,000 and consistently been Louisville’s top family team.



Whether it’s supporting a walk, attending a gala, pedaling for pledges, or opening doors to new friends, **Kindred Healthcare** and Kindred employees are great regional lung health partners. In addition to sponsoring local events — such as the Bike Trek to Shakertown, Women of Distinction Luncheon and Derby Eve Gala — Kindred is a major regional Asthma Walk sponsor. Their support has earned Kindred the American Lung Association’s national President’s Circle Award. The philosophy behind such commitment is perhaps best summed up by Chattanooga volunteer **James “Scooter” Brunson** (inset above), Kindred’s Southeast District Director of Sales and Marketing and a past Lung Association Council President, “It is who we are and what we do. The ALA fights so we all can live.”

Without goals and plans to reach them, you are like a ship with no destination.
- Fitzhugh Dotson

Development

Public support is the lifeblood of the American Lung Association's work. A diverse development portfolio that includes memorials, bequests, workplace giving, direct mail donations, grants, special events and other promotions assures ongoing support for our mission.

WE ARE COMMITTED TO RAISING FUNDS IN A COST-EFFICIENT, COMPETENT, ACCOUNTABLE AND ETHICAL MANNER.

CORE EVENTS

Asthma Walks throughout our region encourage individuals, families and workplaces to build fundraising teams and walk to "Blow the Whistle on Asthma."

Stair Climbs use the stairwells of lofty buildings in select cities to give supporters a unique and challenging race experience.

Galas and luncheons foster community awareness and participation from dignitaries, individuals, families and businesses.

The Bike Trek to Shakertown is a premier mini-vacation on wheels along scenic Kentucky backroads.

Golf Tour Books and golf outings round out our line-up of events and promotions.

2007 - 2008 HIGHLIGHTS

The hard work and generosity of thousands of volunteers and donors allowed the Midland States to raise more money, more efficiently this year than ever before. Highlights of the year include:

- Asthma walks held in 14 communities generated \$570,000 in total revenue. Events in Cleveland and Sandusky (OH) and Nashville (TN) doubled participation over the previous year.
- Stair climbs in Cincinnati, Detroit and Grand Rapids attracted 1,003 participants and raised \$240,257, representing 16 percent growth in revenue and 14 percent growth in participants.
- Kentucky's 22nd annual Bike Trek to Shakertown raised \$147,000 and achieved a 10 percent growth in revenue.
- Nearly 300 people attended Detroit's Butterfly Ball, our first gala in more than a decade in our largest regional market. Thanks to the support of General Motors and other corporate partners, this event raised \$219,490.
- "Here Come the Mummies," a research dinner in Chattanooga raised \$68,077—10 percent more than last year—and involved 150 more donors than the previous year.
- Donations totaling \$1.2 million in estate gifts were received from members of the Emily Bissell Heritage Society. Society members have made provisions for the American Lung Association in their will or estate plans.

Major Donors and Partners

The American Lung Association of the Midland States gratefully acknowledges the following for their outstanding leadership and support of our mission this fiscal year.

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	Leon Knuth		

Katrine Lumaj	Donald Matthews	Helen Meiners	Edith Moore
Jonas A. Lundberg, Sr.	Lanny C. Mattingly	Rosella Mellert	Grady Moore
Elsie Lunin	Rose Matysiak	Christine Melton	James Moore
Manuel Lykins	Marbeth Mau	Effie Melton	Michael Moore
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Cindy Lou Lyons	Helen Maxwell	Elouise Mercer	Margaret Moresi
Vera Lyons	David N. Mayfield	Margaret D. Merritt	Mickey Moresi
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Nellie Mac Arthur	Roberta Maynard	Mary Joyce Messink	Honsford & Ethel Rose M.
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Mr. & Mrs. John MacDonald	Kathy Mazur	Marcella Meyer	Marcella Morgon
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Hugh Mahl	Jim McClanahan	Madeline Michaels	Ruby Ann Morton
Leonard Mainstone	Paul McConnell	Sylvia Michalski	Ruth Moser
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Gerard W. Malia, Jr.	Paul C. McCoy	Abbe Miller	Helen Mosoryak
Carolyn Malone	Terry McCoy	Anna Rose Miller	Daniel Mossing
Jennifer Malone	Lionel McCreary	Arthur Taggart Miller, Jr	Donald D. Mott
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Victoria Nichols	J P Paschal	Billye C Pope	Karen Reynolds
James Nicol	Donald R Paschke	Maureen Claire Poplean	Kenneth Reynolds
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Victor Padilla	Wilbur Pierce	Robert Reed	Sean Rogers
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Karen Shaver
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Muriel T. Skinner
Robert Skinner

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Ray Slone
Esabelle Smallwood
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Brandi Smith
David Lynn Smith
Diana Yates Smith
Donna Smith
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Jeremy Smith
Jim Smith
Joan H. Smith
John D. Smith
John F. Smith
Kenneth Smith
Lynn Smith
Marion Smith
Marvin E. Smith
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Murrill C. Smith
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William Smith
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Jean Snell
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Zelma Springer
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Cathy Stango
Gertrude Stanny
Harold "Shorty" Starr
Eugene Staub
Arlene Stauber

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Vernon Stavenger
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Mary Steele
Jerry Steinberg
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Kenneth M. Stephens
Ray Stephens
Junior Stephenson
Catherine Stevens
Eileen Stevens
Evelyn Stevens
Marguerite Stevens
Carole D. Stevenson
Edward Stewart
Joseph Donald Stich
Doreen S. Stilson
Jean Stinchcomb
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Denis Stockinger
Ron Stoner
Harold Stooksbury
Charles Storms
Marian Storms
Gary Storts
Gary Stotts
Norma Stowe
Hazel Caroline Strang
Herbert Strickland
Judy Strickland
Lyle Strong
Emory Stroshine
Julius Stross
Mary Frances Strunk
Carolyn Struzynski
Helen Strzalkowski
Wayne Sublett
William Sukis
Cottie Mclean Sullivan
James Sullivan
Nancye Sullivan
Patricia Sulzer
Ellen Bouchard Sundberg
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Lee Taggart
Ola Taimuty
John T. Talbot
Anita Tallman
Helen B. Tankersley
Don Tanner
Violet Tanner
Elenora Taylor

Kathy Taylor	Eleanor Tylka	Annabell Watz	H. L. Wilson
Mearl Taylor	Allen Tyner	Pat Weaver	Linda Judd Wilson
Paul Taylor	Lera Mae Tyrone	Viola Weaver	Mary F. Wilson
Robert Taylor	Jack Ulrich	Nan Kelley Webb	Ralph L. Wilson
Walter Russell Taylor	Regina Utt	Pam Webber	Sylvia Wilson-Michalski
Loyce M Tchell	Mary Jane Vadovich	Wesley Webber	Phyllis Wilsono
Charlotte Teahan	Emma Valentine	Christina Weber	Ruth L. Wimmer
Alfred Teichman	John Valentine	James John Weber	Beulah Wineland
Sally Teipe	John VanAsperen	Ray A. Weber	Carol Wing
Joy Temple	Dorothy Vandemark	Dorothy Webster	John Wing
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William Theodor	Pierre VanMalderen	Margaret (Peggy) Weir	Kathy J. Wolfgang
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Clare Thomas	Richard M Varner	Joyce Wellman	Calvin Cal George
Mary Thomas	Rena Varone	Donald R. Wells	Wolthausen
Robert Thomason	Arden Vaughan	Joyce Wells	Michael Wonderford
Andy Thompson	Kim Vaughn	Robert Werk	Andrew J. Wood
Fred Thompson	Virginia Hammett-Veal	Vincent Werling	Carol J. Wood
Gerald Thompson	Louise Veneman	Clyde & Irene West	Quentin Joe Wood
Gladys Thompson	Betty Vest	Donald D. West	Robert D. Wood
Lyle R. Thompson	Jack Viers	Mary Wetzel	Moline Woodard
Nancy Thompson	Michael Vinay	Doris Whalen	Edith Woodmar
Patricia Thompson	Margaret Ruth Von Visger	Katherine Wheelock	Loraine Woods
Richard Thompson	Christine Volosin	Mary Louise Whitaker	Rebecca Woollard
Rita Lee Thompson	Kathleen Vonfumetti	Robert Whitaker	Thomas W. Worrell
Thomas Thompson	Mary Lou Vreeland	Dana White	Gale D. Worstell
Geneva Thornbury	Betty Wachter	Eva White	Donald Thomas Wright
Carol Thornton	Chester Wagner	G. E. White	Estelle Wright
Mildred M. Thornton	Dr. Frederick Wagner	Joe Lee White	Harry W. Wright
Pastor Robert Thornton	Sylvia Wagner	Ronald White	Howard Thomas-Wright
Major Threat	Dorothea "Dot" Wahl	Wally White	Jerold Wright
Caroline M Thunder	Lorraine Walby	Wilbur Whitehead	Billy Wynn
Ruth Tidwell	Annabel S. Walden	Joseph Whitman	Rose Yamin
Paul Tierman	Bill Waliga	Mildred Whittington	Harriet Clark Yapp
Margaret T. Tilghman	Jean Walk	Elaine Wiechec	Herb Yeager
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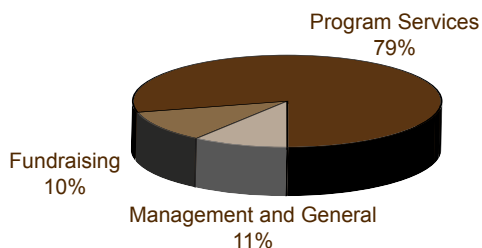
Financials

STATEMENT OF FINANCIAL POSITION

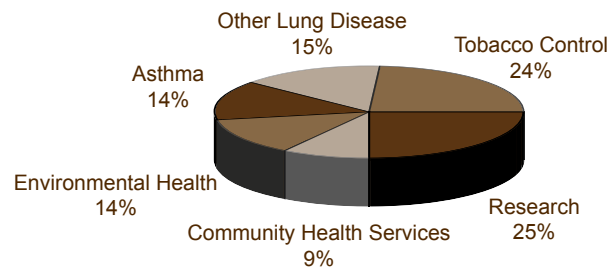
As of June 30, 2008

ASSETS	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
CURRENT ASSETS				
Cash and cash equivalents	\$ 421,181	\$ 60,807	–	\$ 481,988
Accounts receivable	333,962	–	–	333,962
Prepays and other assets	88,706	–	–	88,706
Defined benefit plan asset – Tennessee	8,664	–	–	8,664
Total Current Assets	852,513	60,807	–	913,320
INVESTMENTS	2,808,265	514,433	\$ 165,814	3,488,512
BENEFICIAL INTEREST IN ASSETS HELD BY OTHERS	–	15,819	115,020	130,839
BENEFICIAL INTEREST IN CHARITABLE FOUNDATION TRUST	–	–	661,340	661,340
PROPERTY AND EQUIPMENT, NET	1,287,287	–	–	1,287,287
Total Assets	\$ 4,948,065	\$ 591,059	\$ 942,174	\$ 6,481,298
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Current portion of capital lease obligation	\$ 15,400	–	–	\$ 15,400
Line of credit	350,000	–	–	350,000
Accounts payable	795,119	–	–	795,119
Accrued expenses	312,200	–	–	312,200
Defined benefit plan liability – Michigan	188,925	–	–	188,925
Deferred revenue	188,015	–	–	188,015
Total Current Liabilities	1,849,659	–	–	1,849,659
CAPITAL LEASE OBLIGATION	128,542	–	–	128,542
POSTRETIREMENT BENEFITS OBLIGATION	16,352	–	–	16,352
Total Liabilities	1,994,553	–	–	1,994,553
Net Assets	2,953,512	\$ 591,059	\$ 942,174	4,486,745
Total Liabilities and Net Assets	\$ 4,948,065	\$ 591,059	\$ 942,174	\$ 6,481,298

Functional Expenses



Program Services



Summary financial information provided is from an audit performed by Schneider Downs & Co., Inc. The full audit is available upon request from the Columbus office.

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS For Year Ended June 30, 2008

REVENUE	Unrestricted	Temporarily Restricted	Permanently Unrestricted	Total
Public Support:				
Direct Mail	\$ 4,167,373	-	-	\$ 4,167,373
Special events:				
Gross revenue	1,744,204	-	-	1,744,204
Direct expenses	(844,012)	-	-	(844,012)
Promotions 432,726	-	-	432,726	
Total Public Support	5,500,291	-	-	5,500,291
Contributions:				
Bequests	1,246,606	-	-	1,246,606
Memorials	276,227	-	-	276,227
Workplace giving	276,079	\$ 16,000	-	292,079
Individual gifts	167,812	33,075	-	200,887
Corporate gifts	128,756	-	-	128,756
Foundation gifts	108,167	-	-	108,167
In-kind contributions	25,000	-	-	25,000
Total Contributions	2,228,647	49,075	-	2,277,722
Other Revenue:				
Grants from other non-profits	876,330	-	-	876,330
Government grants	555,944	-	-	555,944
Program service fees	280,165	-	-	280,165
Foundation grants 135,213	-	-	135,213	
Grants from American Lung Association National	32,370	-	-	32,370
Corporate grants	30,153	-	-	30,153
Miscellaneous	17,421	-	-	17,421
Total Other Revenue	1,927,596	-	-	1,927,596
Net assets released from restriction	15,668	(15,668)	-	-
Total Revenue	9,672,202	33,407	-	9,705,609
EXPENSES				
Program services:				
Research	2,094,609	-	-	2,094,609
Tobacco control	2,019,797	-	-	2,019,797
Other lung disease	1,255,495	-	-	1,255,495
Asthma	1,174,438	-	-	1,174,438
Environmental health	1,110,748	-	-	1,110,748
Community health services	701,056	-	-	701,056
Total Program Services	8,356,143	-	-	8,356,143
General and administrative	1,222,538	-	-	1,222,538
Fund-raising	1,044,235	-	-	1,044,235
Total Expenses	2,266,773	-	-	2,266,773
Total Expenses	10,622,916	-	-	10,622,916
OTHER INCOME (EXPENSE)				
Interest and dividends	139,715	48	-	139,763
Unrealized loss on investments	(305,289)	(12,145)	(43,548)	(360,982)
Realized loss on investments	(8,228)	-	-	(8,228)
Minimum pension liability	38,955	-	-	38,955
Total Other Income (Expense)	(134,847)	(12,097)	(43,548)	(190,492)
Changes In Net Assets	(1,085,561)	21,310	(43,548)	(1,107,799)
NET ASSETS				
Beginning of year	4,039,073	569,749	985,722	5,594,544
End of year	\$ 2,953,512	\$ 591,059	\$ 942,174	\$ 4,486,745

Leaving a Legacy

Planned giving is a meaningful way to make a gift to a cause you believe in. The Emily Bissell Heritage Society was created to recognize those individuals who remember the American Lung Association through a bequest, trust or other planned gift. Our Heritage Society members help us make a difference in the lives of millions of people across the Midland States and ensure that the fight against lung disease will continue tomorrow and well beyond.

The American Lung Association is pleased to recognize the following Emily Bissell Heritage Society members whose gifts supported our work this past year.

Ulve Aires	Alma Franklin	Elise Rodman
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Glenna Boggioni	Elaine Jarvis	Mabel Snyder
Opal Brennan	Sudie Karrick	Dorothy Stephens
Anna Darling	Ruth E. Lang	Floyd Sweet
Mary C. Davis	Theresa Magnarini	Robert Todd
George Day	Robert Melendy	Arthur Ullrich
Betty Elliott	Shirley Peck	William E. White
Gwenneth O. Foss	Eugene Posanty	

We are also pleased to recognize the following current Emily Bissell Heritage Society members.

Mel and Barbara Alsobrooks	John Kaiser, Jr.	Robin Roth
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Joyce A. Jean	Robert Powell, MD & Lois Powell	Michael Zachek, MD

Giving and Getting Involved

The quest for good lung health is a worthwhile and rewarding endeavor. We hope we can count on you to be a part of making good lung health everyone's destiny.

We need your help to succeed. Here are some ways you can get involved in the fight against lung disease.

- **Volunteer** - Lend your time and talents to the programs or services we provide to serve communities statewide.
- **Advocacy Team** - Work to educate opinion leaders and elected officials about lung health issues and priorities.
- **Special Events** - From Asthma Walks, to Stair Climbs, a bicycle tour and special galas and luncheons, we have a variety of fun events taking place throughout the region that give community members and employers great opportunities to participate and raise money for critical programs and research.
- **Memorial and Tribute Gifts** - Honor the memory or achievements of a loved one in a meaningful way.
- **Vehicle Donation Program** - Donate an unwanted car, boat, motorcycle or RV and qualify for a tax deduction.
- **Planned Giving** - Join our Heritage Society by remembering the Lung Association in your will. Designating a modest percentage of your estate as a bequest is a way for people of any income level to make a lasting and meaningful gift.
- **Christmas Seals** - Support the cause as you spruce up your cards, packages and e-mails with traditional or digital versions of our popular holiday seal.

To learn more or sign up for any of these activities or programs, please call any of our regional offices, or visit us on-line at:

MidlandLung.org



*I know not what your destiny will be,
but I do know the only ones among
you who will be really happy are those
who have sought and found how to serve.*

- Albert Schweitzer

Improving Life, One Breath at a Time



**AMERICAN
LUNG
ASSOCIATION®**

of the Midland States

1950 Arlingate Lane
Columbus, OH 43228

Your Lung Health Resource Center

Contact us for a free resource guide listing the many health education materials we have available.

Lung HelpLine

1-800-LUNG USA

This free phone center is staffed by medical professionals and smoking cessation specialists ready to answer your lung health questions.

MidlandLung.org

Accurate, up-to-date lung health information is available at your convenience whenever you need it.



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