

FINANCIAL STATEMENTS AND INDEPENDENT AUDITORS' REPORT

American Lung Association of the Upper Midwest



June 30, 2010

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Independent Auditors' Report

To the Board of Directors
American Lung Association of the Upper Midwest
Springfield, Illinois

We have audited the accompanying statement of financial position of American Lung Association of the Upper Midwest (a non-profit corporation) (the Association) as of June 30, 2010, and the related statements of activities, functional expenses and cash flows for the year then ended. These financial statements are the responsibility of the management of American Lung Association of the Upper Midwest. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of American Lung Association of the Upper Midwest as of June 30, 2010, and the changes in its net assets and its cash flows for the year then ended, in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated September 27, 2010, on our consideration of American Lung Association of the Upper Midwest's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

Kerlin, Eck & Braasch LLP

Springfield, Illinois
September 27, 2010

American Lung Association of the Upper Midwest

STATEMENT OF FINANCIAL POSITION

June 30, 2010

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
ASSETS				
CURRENT ASSETS				
Cash and cash equivalents	\$ 2,005,580	\$ 349,213	-	\$ 2,354,793
Current receivables				
Accounts and grants receivable, net	2,387,006	-	-	2,387,006
Pledges and bequests receivable, net	-	100,423	-	100,423
Notes receivable	265,837	-	-	265,837
Prepaid expenses and other assets				
Prepaid expenses	127,616	-	-	127,616
Inventories	87,993	-	-	87,993
Total current assets	4,874,032	449,636	-	5,323,668
NONCURRENT ASSETS				
Investments	9,637,211	670,959	103,867	10,412,037
Noncurrent notes receivable	337,885	-	-	337,885
Property and equipment, net	4,636,299	-	-	4,636,299
Cash surrender value of life insurance policy	-	56,555	-	56,555
Beneficial interest in gift annuities	-	580,718	-	580,718
Beneficial interest in charitable trusts	-	1,552,250	486,125	2,038,375
Total noncurrent assets	14,611,395	2,860,482	589,992	18,061,869
Total assets	\$ 19,485,427	\$ 3,310,118	\$ 589,992	\$ 23,385,537

American Lung Association of the Upper Midwest
STATEMENT OF FINANCIAL POSITION - CONTINUED

June 30, 2010

LIABILITIES AND NET ASSETS

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
CURRENT LIABILITIES				
Accounts payable and accruals				
Accounts payable - general	\$ 1,120,169	-	\$ -	\$ 1,120,169
Accounts payable - National	231,015	-	-	231,015
Accrued expenses	242,693	-	-	242,693
Deferred revenue	1,242,878	166,913	-	1,409,791
Accrued pension and postretirement plan liabilities	2,766	-	-	2,766
Total current liabilities	2,839,521	166,913	-	3,006,434
NONCURRENT LIABILITIES				
Deferred revenue	342,885	-	-	342,885
Gift annuities obligations	-	431,613	-	431,613
Accrued pension and postretirement plan liabilities	2,166,775	-	-	2,166,775
Total noncurrent liabilities	2,509,660	431,613	-	2,941,273
Total liabilities	5,349,181	598,526	-	5,947,707
NET ASSETS				
Unrestricted	14,136,246	-	-	14,136,246
Temporarily restricted	-	2,711,592	-	2,711,592
Permanently restricted	-	-	589,992	589,992
Total net assets	14,136,246	2,711,592	589,992	17,437,830
Total liabilities and net assets	\$ 19,485,427	\$ 3,310,118	\$ 589,992	\$ 23,385,537

The accompanying notes are an integral part of this statement.

American Lung Association of the Upper Midwest

STATEMENT OF ACTIVITIES

Year ended June 30, 2010

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
OPERATING PUBLIC SUPPORT AND REVENUE				
Public support				
Direct mail				
Christmas Seals	\$ 1,879,076	\$ -	\$ -	\$ 1,879,076
Other direct mail	3,344,366	-	-	3,344,366
Vehicle donation program and miscellaneous	958,341	-	-	958,341
Special events				
Special events gross revenue	1,797,820	-	-	1,797,820
Special events direct expenses	(397,698)	-	-	(397,698)
Other contributions				
Workplace giving	277,559	-	-	277,559
Memorials	302,610	-	-	302,610
Bequests	1,104,800	-	-	1,104,800
Individual gifts	282,060	87,886	900	370,846
Corporate gifts	33,200	60,099	-	93,299
Foundation gifts	44,719	4,300	-	49,019
In-kind contributions	3,576,444	-	-	3,576,444
Total public support	<u>13,203,297</u>	<u>152,285</u>	<u>900</u>	<u>13,356,482</u>
Revenue				
Corporate grants	245,352	-	-	245,352
Foundation grants	116,486	-	-	116,486
Grants from other not-for-profit organizations	1,400,539	-	-	1,400,539
Government grants	7,564,889	-	-	7,564,889
Interest, dividends and royalties	398,033	-	-	398,033
Rental income	48,427	-	-	48,427
Program service fees	955,190	-	-	955,190
Total revenue	<u>10,728,916</u>	<u>-</u>	<u>-</u>	<u>10,728,916</u>
Assets released from restrictions				
Bequests	277,969	(277,969)	-	-
Individual gifts	241,149	(241,149)	-	-
Corporate gifts	149,961	(149,961)	-	-
Foundation gifts	24,493	(24,493)	-	-
Total net assets released from restrictions	<u>693,572</u>	<u>(693,572)</u>	<u>-</u>	<u>-</u>
Sale of assets				
Sale of materials	152,523	-	-	152,523
Other miscellaneous income	6,609	-	-	6,609
Total operating public support and revenue	<u>24,784,917</u>	<u>(541,287)</u>	<u>900</u>	<u>24,244,530</u>

American Lung Association of the Upper Midwest

STATEMENT OF ACTIVITIES - CONTINUED

Year ended June 30, 2010

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
EXPENSE				
Program services				
Asthma	\$ 2,215,374	\$ -	\$ -	\$ 2,215,374
Environmental health	8,857,157	-	-	8,857,157
Tobacco control	5,583,389	-	-	5,583,389
Community health services	479,709	-	-	479,709
Other lung health programs	1,420,045	-	-	1,420,045
Research	956,564	-	-	956,564
Total program services	<u>19,512,238</u>	<u>-</u>	<u>-</u>	<u>19,512,238</u>
Supporting services				
Fundraising	2,384,544	-	-	2,384,544
Management and general	727,959	-	-	727,959
Total supporting services	<u>3,112,503</u>	<u>-</u>	<u>-</u>	<u>3,112,503</u>
Assessments to National	<u>1,337,281</u>	<u>-</u>	<u>-</u>	<u>1,337,281</u>
Total expense	<u>23,962,022</u>	<u>-</u>	<u>-</u>	<u>23,962,022</u>
OPERATING CHANGE IN NET ASSETS	822,895	(541,287)	900	282,508
NONOPERATING CHANGE IN NET ASSETS				
Other pension and postretirement plan changes	214,015	-	-	214,015
Change in split interest agreements	-	(31,932)	22,025	(9,907)
Realized loss on investments	(197,527)	-	-	(197,527)
Unrealized gain on investments	821,747	-	-	821,747
CHANGE IN NET ASSETS	1,661,130	(573,219)	22,925	1,110,836
Net assets - beginning of year	<u>12,475,116</u>	<u>3,284,811</u>	<u>567,067</u>	<u>16,326,994</u>
NET ASSETS - END OF YEAR	<u>\$ 14,136,246</u>	<u>\$ 2,711,592</u>	<u>\$ 589,992</u>	<u>\$ 17,437,830</u>

The accompanying notes are an integral part of this statement.

American Lung Association of the Upper Midwest

STATEMENT OF FUNCTIONAL EXPENSES

Year ended June 30, 2010

	Program Services					Supporting Services			Total		
	Asilima	Environmental Health	Tobacco Control	Community Health Services	Other Lung Health Programs	Research	Total Program Services	Fundraising		Management and General	Supporting Services
Wages and salaries	\$ 594,527	\$ 1,017,421	\$ 2,050,937	\$ 93,792	\$ 363,316	\$ 93,247	\$ 4,213,240	\$ 330,830	\$ 279,201	\$ 610,031	\$ 4,823,271
Employee benefits	168,844	277,731	543,296	24,702	105,472	26,048	1,146,093	90,875	79,298	170,173	1,316,266
Employee education and training	347	2,019	627	48	211	136	3,388	152	895	1,047	4,435
Contractors and professional fees	59,788	142,225	305,620	14,036	64,482	27,713	613,864	137,844	100,268	238,112	851,976
Business insurance	3,640	36,310	6,748	478	1,378	1,726	50,280	1,155	12,177	13,332	63,612
Building occupancy	20,288	224,692	60,725	3,810	10,676	14,493	334,684	8,769	100,849	109,618	444,302
Telephone	6,531	44,774	45,781	11,553	3,906	2,860	115,405	3,021	19,050	22,071	137,476
Travel	22,736	43,066	73,725	1,938	14,300	1,803	157,568	5,322	5,209	10,531	168,099
Meetings/conferences	17,406	29,241	39,134	3,964	25,536	4,147	119,428	2,544	5,562	8,106	127,534
Supplies and small equipment	29,273	87,745	98,038	4,487	17,050	3,630	240,223	5,401	29,105	34,506	274,729
Postage and shipping	99,758	87,353	195,850	42,027	147,461	78,895	651,344	475,432	4,088	479,520	1,130,864
Printing and educational materials	201,600	162,518	402,820	85,880	286,969	153,754	1,293,541	885,314	12,208	897,522	2,191,063
Promotional activities	190,196	220,227	600,737	41,099	42,422	41,067	1,135,748	59,636	1,521	61,157	1,196,905
Program and services	329,838	4,361,863	278,661	79,856	228,383	41,067	5,278,601	59,636	1,521	61,157	5,278,601
Fees and dues	27,020	30,001	42,040	8,533	25,701	15,211	143,506	84,210	6,892	91,102	239,608
Subscriptions	503	4,565	12,268	1,181	262	187	18,966	426	834	1,260	20,226
Research	-	-	-	-	-	420,900	420,900	-	-	-	420,900
Support to others	-	20,000	38,500	-	-	1,000	59,500	-	-	-	59,500
Depreciation	13,418	153,183	37,841	2,597	7,278	9,880	224,197	5,979	68,751	74,733	298,930
In-kind contributions	429,661	1,912,223	750,041	59,728	75,242	59,867	3,286,762	287,634	2,048	289,682	3,576,444
Subtotal	2,215,374	8,857,157	5,583,389	479,709	1,420,045	956,564	19,512,238	2,384,544	777,959	3,112,503	22,624,741
Assessments to National	158,663	131,524	319,415	68,893	277,661	152,450	1,108,606	33,432	195,243	228,675	1,337,281
Total functional expenses	\$ 2,374,037	\$ 8,988,681	\$ 5,902,804	\$ 548,602	\$ 1,697,706	\$ 1,109,014	\$ 20,620,844	\$ 2,417,976	\$ 923,202	\$ 3,341,178	\$ 23,962,022
Fiscal year June 30, 2010 percentage	9.91%	37.52%	24.63%	2.29%	7.08%	4.63%	86.06%	10.09%	3.85%	13.94%	100.00%

The accompanying notes are an integral part of this statement.

American Lung Association of the Upper Midwest

STATEMENT OF CASH FLOWS

Year ended June 30, 2010

Cash flows from operating activities	
Change in net assets	\$ 1,110,836
Adjustments to reconcile change in net assets to cash provided by operating activities	
Depreciation	298,930
Unrealized gain on investments	(821,747)
Realized loss on investments	197,527
Change in split-interest agreements	9,907
(Increase) decrease in assets	
Accounts and grants receivable	(938,529)
Pledges and bequests receivable	396,199
Inventories	(8,505)
Prepaid expenses	6,559
Increase (decrease) in liabilities	
Accounts payable	225,045
Accrued expenses	196,516
Deferred revenue	173,602
	<hr/>
Net cash provided by operating activities	846,340
Cash flows from investing activities	
Purchase of investments	(10,169,014)
Proceeds from sale of investments	8,367,840
Advances on notes receivable	(273,500)
Forgiveness of notes receivable	342,743
Purchase of property and equipment	(87,800)
	<hr/>
Net cash used in investing activities	(1,819,731)
NET DECREASE IN CASH AND CASH EQUIVALENTS	(973,391)
Cash and cash equivalents - beginning of year	<hr/> 3,328,184
CASH AND CASH EQUIVALENTS - END OF YEAR	<hr/> <u>\$ 2,354,793</u>

The accompanying notes are an integral part of this statement.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE A - SUMMARY OF ACCOUNTING POLICIES

1. *Nature of Operations*

The mission of the American Lung Association of the Upper Midwest (the Association) is to prevent lung disease and promote lung health. Founded to eradicate tuberculosis, the Association now sponsors research, education, services, and advocacy related to asthma and other lung diseases, tobacco control, and indoor and outdoor air quality. Programs include education and public information programs about indoor and outdoor environmental and air quality issues, community and school programs about tobacco control, asthma and comprehensive health education, smoking cessation and prevention programs for teens and adults, asthma camps, support groups for children and adults with lung diseases, conferences and public information. The Association is governed by an elected board of directors having regional representation. The American Lung Association of the Upper Midwest operates under a charter established by the national American Lung Association.

Effective July 1, 2005, the American Lung Association of Illinois-Iowa, Inc. and the American Lung Association of Minnesota consolidated forming the American Lung Association of the Upper Midwest. Effective January 1, 2006, the American Lung Association of Wisconsin and effective April 1, 2006, the American Lung Association of North Dakota merged with the American Lung Association of the Upper Midwest. Effective July 1, 2007, the Association also assumed the regions of South Dakota and Cook County Illinois but no assets or liabilities were assumed with those transactions. Effective July 1, 2008, the American Lung Association of Indiana merged with the American Lung Association of the Upper Midwest.

A summary of American Lung Association of the Upper Midwest's significant accounting policies applied in the preparation of the accompanying financial statements follows.

2. *Basis of Financial Statement Presentation*

The American Lung Association of the Upper Midwest follows the financial reporting and accounting guidance for not-for-profit organizations as required under the FASB Codification of accounting principles generally accepted in the United States of America.

Under the provisions of these standards, net assets and revenues, gains and losses are classified based on donor imposed restrictions. Accordingly, net assets of the Association and changes therein are classified and reported as follows:

Unrestricted - Resources over which the board of directors has discretionary control. Designated amounts represent those revenues which the board has set aside for a particular purpose.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE A - SUMMARY OF ACCOUNTING POLICIES - Continued

2. *Basis of Financial Statement Presentation - Continued*

Temporarily Restricted - Those resources subject to donor imposed restrictions which will be satisfied by actions of the Association or passage of time. The Association has elected to present all temporarily restricted contributions, which are fulfilled in the same time period, within the unrestricted net asset class.

Permanently Restricted - Those resources subject to a donor imposed restriction that they be maintained permanently by the Association. The donors of these resources permitted the Association to use all or part of the income earned, including capital appreciation, on related investments for unrestricted or temporarily restricted purposes.

Operating activities includes all revenue and expenses except for unrealized and realized gains and losses on investments, changes in value of split interest agreements, and changes in other comprehensive income relating to pension and postretirement plan costs.

3. *Estimates*

Management uses estimates and assumptions in preparing financial statements in accordance with accounting principles generally accepted in the United States of America. Those estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual results could vary from the estimates that were used.

4. *Concentrations of Credit Risk*

Financial instruments which potentially subject the Association to concentration of credit risk consist primarily of cash, bequests receivable and fundraising support. The Association maintains its checking accounts at several institutions, which at times have balances exceeding the insured limit of \$ 250,000.

Accounts and grants receivable consist primarily of government, corporation and foundation reimbursements for specific program expenditures. With respect to bequests and pledges receivable, the balance consists of a limited number of estates that may or may not individually exceed an amount considered a concentration.

The Association received approximately 22% of its annual revenue from direct mail solicitations for the year ended June 30, 2010.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE A - SUMMARY OF ACCOUNTING POLICIES - Continued

5. *Cash and Cash Equivalents*

The Association considers all liquid instruments purchased with an original maturity of three months or less to be cash equivalents.

6. *Accounts and Grants Receivable*

The Association provides an allowance for bad debts using the allowance method which is based on management's judgment considering historical information. Services are sold on an unsecured basis. Payment is required 30 days after receipt of the invoice. Accounts past due more than 120 days are individually analyzed for collectibility. Accounts for which no payments have been received for 6 months are written off. In addition, an allowance is provided for other accounts when a significant pattern of uncollectibility has occurred. When all collection efforts have been exhausted, the accounts are written off against the related allowance. At June 30, 2010, an allowance was not warranted.

7. *Pledges Receivable*

Unconditional promises to give cash and other assets are reported at fair value at the date the promise is received. Pledges that are expected to be collected within one year are recorded at their net realizable value. Pledges that are expected to be collected in future years are recorded at the present value of the amount expected to be collected. The discounts on those amounts are computed using an imputed interest rate applicable to the year in which the pledge is received. Conditional pledges are not included as support until the conditions are substantially met. The Association currently does not have conditional pledges. Any pledges deemed uncollectible by management are written off at the time of determination of uncollectibility.

8. *Beneficial Interest in Charitable Trusts*

The Association has arrangements with donors classified as charitable trusts, trusts and charitable gift annuities. In general, under these arrangements, the Association receives a gift from a donor in which it has a remainder interest and agrees to pay the donor-stipulated amounts over the life of the donor. When the agreement reaches the end of its term, remaining assets are retained by the Association as unrestricted, temporarily restricted or permanently restricted. When a split interest gift noted above is received, it is recorded as a gift at the fair value of the amount expected to be received.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE A - SUMMARY OF ACCOUNTING POLICIES - Continued

9. *Inventories*

Inventories consist of educational publications and donated vehicles which have not yet been sold. Educational publications are valued at the lower of cost or market, determined using the first in, first out (FIFO) method. Donated vehicles are recorded at an estimated fair market value on the date of donation.

Inventory is comprised of the following at June 30, 2010:

Educational publications	\$ 49,273
Donated vehicles	<u>38,720</u>
Total	<u>\$ 87,993</u>

10. *Property and Equipment*

The Association capitalizes land, buildings, and equipment that exceed \$ 2,500 at cost or fair value, if donated. Depreciation is computed on the straight-line method over the estimated useful lives of the assets, which range from 3 to 40 years. Leasehold improvements are amortized over the shorter of the life of the lease or estimated life of the asset.

11. *Investments*

The Association carries its investments at fair value in accordance with Topic 958-320 under the FASB Codification of accounting standards. Fair value is determined by using quoted market prices, where available. Donated assets are recorded at fair value at the date of donation or, if sold immediately after receipt, at the amount of sales proceeds received (which are considered a fair measure of the value at the date of donation). Investment income or loss and unrealized gains or losses are included in the statement of activities as increases or decreases in unrestricted net assets, unless the income or loss is restricted by donor or law.

12. *Contributions*

Contributions are recorded as support when received or pledged. If donor-imposed restrictions accompany the contribution, the amount is recorded as temporarily or permanently restricted until the donor-imposed restrictions expire or are fulfilled. Temporarily restricted net assets are reclassified to unrestricted net assets in the period the donor-imposed restrictions expire or are fulfilled, and are reported in the Statement of Activities under the Operating Public Support and Revenue Category - Assets released from restrictions.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE A - SUMMARY OF ACCOUNTING POLICIES - Continued

13. Donated Goods and Services

Donated goods and services are valued at their fair value. Donated services are recognized in the financial statements when they include specialized skills.

14. Functional Expenses

Expenses which apply to more than one function are allocated among the functions to which they apply. The allocation of salary expense is made by actual time expended and management's estimates. Other expenses are allocated on the basis of percentage of space or time devoted to that function unless a more direct basis is apparent.

15. Tax Exempt Status

The Association is designated as a non-profit organization and is exempt from income taxes under Section 501 (c)(3) of the Internal Revenue Code. It has been classified as an organization that is not a private foundation. Therefore, charitable contributions are tax deductible.

The Association adopted the accounting standards for uncertainty in income taxes effective July 1, 2009. This guidance prescribes a comprehensive model for financial statement recognition, measurement, classification, and disclosure of uncertain tax positions. The implementation of the standards had no net effect on net assets.

As of June 30, 2010, the Association has recognized in the financial statements the effect of all tax positions and continually evaluates expiring statutes of limitations, audits, changes in tax law, and new authoritative rulings. The Association is not aware of any circumstances or events that make it reasonably possible that any unrecognized tax benefits may increase or decrease within 12 months of the statement of financial position date. Penalties and interest assessed by taxing authorities are included in the Association's expenses, if applicable. There were no interest or penalties paid during 2010.

The Association files an exempt organization return in the federal jurisdiction and various state returns. The returns prior to 2006 are closed.

16. Subsequent Events

Management has evaluated subsequent events for recognition and disclosure in the financial statements through September 27, 2010, which is the date the financial statements were available to be issued. Through September 27, 2010, no subsequent events required recognition or disclosure in the financial statements.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE B - NOTES RECEIVABLE

The Association received several grants to provide gas stations with funding to provide E-85 fueling. The funds were advanced to the gas stations upon completion of the project and the Association executed a note agreement with each station. The total amount advanced to gas stations was \$ 273,500 during the year ended June 30, 2010. The notes are forgivable over a two to five-year period, providing the E-85 fueling capacity remains intact. For the year ended June 30, 2010, \$ 342,743 of the notes receivable was forgiven.

NOTE C - PROPERTY AND EQUIPMENT

Following is a summary of property and equipment at June 30, 2010:

		<u>Estimated Useful Life</u>
Land	\$ 264,515	N/A
Buildings	5,188,699	30 - 40 Years
Office furniture and equipment	2,507,364	3 - 10 Years
Vehicles	104,456	3 - 10 Years
Leasehold improvements	<u>30,609</u>	3 - 10 Years
	8,095,643	
Less accumulated depreciation	<u>3,459,344</u>	
Total property and equipment, net	<u>\$ 4,636,299</u>	

NOTE D - BENEFICIAL INTEREST IN CHARITABLE TRUSTS

The Association has been named the beneficiary of a charitable remainder trust. Upon the death of the donors, the Association will receive 20% of the remaining assets of the trust. The value at June 30, 2010, was \$ 167,000.

The Association is named as a 1/27th beneficiary of a charitable trust. The Association receives its pro-rata share of income from the trust and in 2024 all assets will be distributed in the same ratio. The value at June 30, 2010, was \$ 103,750.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE D - BENEFICIAL INTEREST IN CHARITABLE TRUSTS - Continued

During the year ended June 30, 2007, the Association became a 1/12th beneficiary of a trust which consists of real estate, investments and other personal assets. The Association will receive its pro-rata share of income from the trust and all assets will be distributed in the same ratio. The value of the contribution recorded at the date of measurement is \$ 1,825,000 and the trust and the exact date of liquidation of assets and payment of distributions is not known at this time, but it is not expected to be within the next year. The Association has valued its share based on its portion of the trust, less the amount of anticipated transaction and administrative costs. The value at June 30, 2010, was \$ 1,281,500 and the Association received distributions from the trust in the amount of \$ 196,500 during the year.

The Association is named as a 14% beneficiary of a charitable trust. The Association receives its pro-rata share of income from the trust. This trust is perpetual. The value at June 30, 2010, was \$ 407,750.

The Association is named as a 1/20th beneficiary of a charitable trust. The Association receives its pro-rata share of income from the trust. This trust is perpetual. The value at June 30, 2010, was \$ 78,375.

NOTE E - INVESTMENTS

Investments consist of the following at June 30, 2010:

	<u>Cost</u>	<u>Fair Value</u>
Cash and cash equivalents	\$ 1,024,400	\$ 1,024,400
Mutual funds	9,338,353	8,906,498
Stocks	<u>472,910</u>	<u>481,139</u>
Total	<u>\$ 10,835,663</u>	<u>\$ 10,412,037</u>

Investment income for the year ended June 30, 2010, consisted of the following:

Interest and dividends	\$ 317,030
Unrealized gains	821,747
Realized losses	<u>(197,527)</u>
Total	<u>\$ 941,250</u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE F - FAIR VALUE MEASUREMENTS

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Accounting standards establish a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The standard describes three levels of inputs that may be used to measure fair value:

Level 1 - Quoted prices in active markets for identical assets or liabilities. Level 1 assets and liabilities include debt and equity securities that are traded in an active exchange market, as well as U.S. Treasury securities.

Level 2 - Observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities. Level 2 assets and liabilities include debt securities with quoted prices that are traded less frequently than exchange-traded instruments.

Level 3 - Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant measurement judgment or estimation.

The following discussion describes the valuation methodologies used for financial assets and liabilities measured at fair value. The techniques utilized in estimating the fair values are affected by the assumptions used, including discount rates and estimates of the amount and timing of future cash flows. Care should be exercised in deriving conclusions about the Association's business, its value or financial position based on the fair value information of financial assets and liabilities presented.

Fair value estimates are made at a specific point in time, based on available market information and judgments about the financial asset, including estimates of timing, amount of expected future cash flows and the credit standing of the issuer. In some cases, the fair value estimates cannot be substantiated by comparison to independent markets. Potential taxes and other expenses that would be incurred in an actual sale or settlement are not reflected in amounts disclosed. In addition, the disclosed fair value may not be realized in the immediate settlement of the financial asset. In addition, the disclosed fair values do not reflect any premium or discount that could result from offering for sale at one time an entire holding of a particular financial asset.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE F - FAIR VALUE MEASUREMENTS - Continued

Fair values of mutual funds and stocks have been determined by the Association from observable market quotations as provided by the Association's custodian bank, when available. Fair value for the Level 2 beneficial interest in charitable trust and gift annuities, is determined using other observable market data and inputs. Fair value for the Level 3 beneficial interest in charitable trusts is determined by calculating the present value of the future distributions expected to be received using a 7.0% discount rate. Gift annuities obligations have been valued using the net present value of expected future cash flows combined with certain life expectancy tables and other assumptions.

The following table presents the Association's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2010.

	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
ASSETS				
Investments				
Cash and cash equivalents	\$ 1,024,400	\$ 1,024,400	\$ -	\$ -
Mutual funds				
Bond funds	4,056,055	4,056,055	-	-
Equity funds	4,850,443	4,850,443	-	-
Stocks	<u>481,139</u>	<u>481,139</u>	-	-
	10,412,037	10,412,037	-	-
Beneficial interest in charitable trusts	2,038,375	-	1,871,375	167,000
Beneficial interest in gift annuities	<u>580,718</u>	<u>-</u>	<u>580,718</u>	<u>-</u>
Total assets	<u>\$ 13,031,130</u>	<u>\$ 10,412,037</u>	<u>\$ 2,452,093</u>	<u>\$ 167,000</u>
LIABILITIES				
Gift annuities obligations	<u>\$ 431,613</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 431,613</u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE F - FAIR VALUE MEASUREMENTS - Continued

The following table presents a reconciliation of all Level 3 assets and liabilities measured at fair value on a recurring basis for the year ended June 30, 2010.

	Beneficial Interest in Charitable <u>Trusts</u>	Gift Annuities <u>Obligations</u>
Beginning balance, July 1, 2009	\$ 185,000	\$ 469,901
Total losses included in change in net assets	<u>(18,000)</u>	<u>(38,288)</u>
Ending balance, June 30, 2010	<u>\$ 167,000</u>	<u>\$ 431,613</u>

NOTE G - LEASES

The Association has several operating leases for equipment and office space. Monthly lease payments range from \$ 96 to \$ 1,139 for equipment and \$ 453 to \$ 6,869 for office space. Lease expense for the year ended June 30, 2010, was \$ 229,888. Future minimum lease commitments as of June 30, 2010, are as follows:

Years ending June 30,

2011	\$ 207,353
2012	151,321
2013	108,719
2014	68,740
2015	<u>10,744</u>
Total	<u>\$ 546,877</u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE H - NET ASSETS

Temporarily Restricted

Temporarily restricted net assets are restricted according to donor restrictions at June 30, 2010, as follows:

Purpose restricted	
Research	\$ 670,959
Camp	32,429
Other	<u>149,871</u>
Total purpose	853,259
Time restricted	<u>1,858,333</u>
Total	<u>\$ 2,711,592</u>

Net Assets Released from Restrictions

Net assets were released from donor restrictions by incurring expenses satisfying the restricted purposes for the year ended June 30, 2010.

Permanently Restricted

Permanently restricted net assets are restricted according to donor restrictions at June 30, 2010, as follows:

Endowment - operations	\$ 51,639
Endowment - research	52,228
Beneficial interest in charitable trusts	<u>486,125</u>
Total	<u>\$ 589,992</u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE I - ENDOWMENTS

The Association's endowment consists of individual funds established for research and operational purposes. The funds are all donor-restricted endowment funds. As required by GAAP, net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions.

The Board of Directors of the Association has interpreted Illinois' Uniform Prudent Management of Institutional Funds Act (UPMIFA) as requiring the preservation of the fair value of the original gift as of the gift date of the donor-restricted endowment funds absent explicit donor stipulations to the contrary. As a result of this interpretation, the Association classifies as permanently restricted net assets (a) the original value of gifts donated to the permanent endowment, (b) the original value of subsequent gifts to the permanent endowment, and (c) accumulations to the permanent endowment made in accordance with the direction of the applicable donor gift instrument at the time the accumulation is added to the fund. The remaining portion of the donor-restricted endowment fund that is not classified in permanently restricted net assets is classified as temporarily restricted net assets until those amounts are appropriated for expenditure by the organization in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Association considers the following factors in making a determination to appropriate or accumulate appreciation of donor-restricted endowment funds:

- (1) The long and short-term needs of the Association in carrying out its purposes
- (2) Present and anticipated financial requirements
- (3) General economic conditions
- (4) Price level trends
- (5) The expected total return on its investments

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Association to retain as a fund of perpetual duration. In accordance with GAAP, deficiencies of this nature are reported in unrestricted net assets. At June 30, 2010, there were no such deficiencies.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE I - ENDOWMENTS - Continued

Return Objectives and Risk Parameters

The Association has adopted investment and spending policies that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Association must hold in perpetuity. Under this policy, as approved by the Board of Directors, the endowment assets are invested in a manner that is intended to produce results in excess of the rate of inflation over the investment horizon in order to preserve purchasing power of assets. The Association's goal of its endowment funds is to provide an average rate of return of approximately 4 percent annually. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives

To satisfy its rate-of-return objectives, the Association relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Association's permanent endowment funds are limited to fixed income investments to achieve its long-term return objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy

The Association has a policy of appropriating for distribution each year investment return on the permanent endowment funds, based upon appreciation and current yield of the Association's investment portfolio. This is consistent with the Association's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as to provide additional real growth through new gifts and investment return.

Endowment Net Asset Composition by Type of Fund
as of June 30, 2010

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Donor-restricted endowment funds	\$ _____ -	\$ _____ -	\$ 589,992	\$ 589,992

American Lung Association of the Upper Midwest
 NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE I - ENDOWMENTS - Continued

Changes in Endowment Net Assets
 for the year ended June 30, 2010

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Beginning of year	\$ -	\$ -	\$ 567,067	\$ 567,067
Investment return				
Interest and dividends	2,030	1,089	-	3,119
Net unrealized appreciation	<u>-</u>	<u>-</u>	<u>22,025</u>	<u>22,025</u>
	2,030	1,089	22,025	25,144
Contributions	-	-	900	900
Appropriation of endowment assets for expenditure	<u>(2,030)</u>	<u>(1,089)</u>	<u>-</u>	<u>(3,119)</u>
End of year	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 589,992</u>	<u>\$ 589,992</u>

Description of Amounts Classified as Permanently Restricted Net Assets
 (Endowment Only)
 June 30, 2010

Permanently restricted net assets

The portion of perpetual endowment funds that is required to be retained permanently either by explicit donor stipulation or UPMIFA

\$ 589,992

Total endowment funds classified as permanently restricted net assets

\$ 589,992

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE J - DEFINED BENEFIT PENSION PLAN

The Association has a noncontributory defined benefit pension plan covering substantially all of its employees. Plan assets consist of an interest in a common collective trust (CCT) which invests primarily in equity and fixed-income securities.

The Association has adopted the recognition provisions of Topic 958-715 under the FASB Codification of accounting standards, which requires that the funded status of defined benefit pension and other postretirement plans be fully recognized in the statement of financial position.

The measurement date used to determine the pension measurements for plan assets and benefit obligations was June 30, 2010.

The changes in the projected benefit obligation for the year ended June 30, 2010, are as follows:

Change in Projected Benefit Obligation

Projected benefit obligation at beginning of year	\$ 5,439,584
Service cost	365,490
Interest cost	307,220
Amendment	193,325
Benefits paid	(441,095)
Actuarial loss	<u>38,457</u>
Projected benefit obligation at end of year	<u>\$ 5,902,981</u>

Change in Plan Assets

Fair value of plan assets at beginning of year	\$ 3,445,379
Employer contributions	421,144
Benefits paid	(441,095)
Expenses paid	(102,387)
Actual return on plan assets	<u>477,487</u>
Fair value of plan assets at end of year	<u>\$ 3,800,528</u>

Funded Status of the Plan

Benefit obligation	\$ 5,902,981
Fair value of plan assets	<u>3,800,528</u>
Excess of benefit obligation over fair value of plan assets	<u>\$ 2,102,453</u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE J - DEFINED BENEFIT PENSION PLAN - Continued

Components of Net Periodic Benefit Costs

Service cost	\$ 365,490
Interest cost	307,220
Expected return on plan assets	(264,250)
Amortization of unrecognized prior service cost	16,307
Amortization of unrecognized net actuarial loss	<u>25,327</u>
Net periodic benefit cost	<u>\$ 450,094</u>

Underfunded Plan Information

Projected benefit obligation at end of year	\$ 5,902,981
Accumulated benefit obligation at end of year	\$ 5,086,637
Fair value of assets at end of year	\$ 3,800,528

Amounts Recognized in the Statement of Financial Position

Noncurrent assets	\$ -
Current liabilities	-
Noncurrent liabilities	<u>2,102,453</u>
Total	<u>\$ 2,102,453</u>

Amounts Recognized in Other Nonoperating Changes in Net Assets

Transition obligation	\$ -
Prior service cost	-
Actuarial gain	<u>214,015</u>
Total	<u>\$ 214,015</u>

Actuarial Assumptions

Assumptions used to determine benefit obligations at June 30:

Discount rate	5.50%
Salary increase rate	3.00%

Assumptions used to determine net periodic benefit cost for year ended June 30, 2010

Discount rate	6.25%
Expected return on plan assets	7.50%
Salary increase rate	3.00%

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE J - DEFINED BENEFIT PENSION PLAN - Continued

Estimated future benefit payments over the next ten years, which reflect expected future services, are expected to be paid as follows:

<u>Year</u>	
2011	\$ 691,042
2012	15,956
2013	299,203
2014	147,356
2015	317,489
2016 through 2020	2,691,705

Expected employer contributions from the Association to the plan for the year beginning July 1, 2010 are \$ 498,000.

Rate of Return Assumption

Effective July 1, 2009, the expected long-term rate of return on plan assets assumption is 7.50%. As defined in Topic 715 under the FASB Codification of accounting standards, this assumption represents the rate of return on plan assets reflecting the average rate of earnings expected on the funds invested or to be invested to provide for the benefits included in the benefit obligation. The assumption has been determined by reflecting expectations regarding future rates of return for the investment portfolio, with consideration given to the distribution of investments by asset class and historical rates of return for each individual class.

Fair Value of Plan Assets

The plan assets consist of an interest in a CCT. The fair value of the Plan's interest in the CCT is a Level 2 investment in the fair value hierarchy. The Plan's proportionate share of the fair value of the underlying investments, which consist primarily of equity and fixed-income securities, and a value based on quoted market prices.

Analysis of Plan Assets by Category (within the CCT)

Fair value, June 30, 2010:

Equity securities	10.69 %
Debt securities	66.74
Real estate	5.35
Cash and cash equivalents	<u>17.22</u>
Total	<u><u>100.00 %</u></u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE J - DEFINED BENEFIT PENSION PLAN - Continued

Investment Strategy

In order to meet its needs, the investment strategy of the Association emphasizes total return; that is, the aggregate return from capital appreciation, dividend income, and interest income.

Specifically, the primary objective in the investment management for the plan is:

Income and growth - to achieve a balanced return of current income and appropriate growth of principal.

The secondary objective in the investment management of assets is:

Preservation of purchasing power after spending - to achieve returns in excess of the rate of inflation plus spending over the investment horizon in order to preserve the purchasing power of plan assets.

Additional objectives for the Association are preservation of capital and minimization of costs.

Risk control is an important element in the investment of plan assets and is achieved through a diversified target allocation and the prohibition of investing in derivative instruments, private placements, limited partnerships, and venture-capital investments. In addition, short selling and margin transactions are prohibited.

Investments in companies that derive their revenue from the manufacture and sale of tobacco products are strictly prohibited.

NOTE K - POST-RETIREMENT BENEFITS OTHER THAN PENSIONS

The Association participates in a post-retirement life insurance benefit plan covering all employees eligible for active life insurance benefits. The plan provides benefits to employees reaching age 65 or age 55, with five years of service. Benefits consist of 90% of Basic Annual Salary, adjusted to the next higher \$ 1,000. Amounts in excess of \$ 150,000, will require proof of insurability. For the next three anniversaries of retirement, the benefit will be reduced by 10% of Basic Annual Salary. At the earlier age of 70 or the fifth anniversary of retirement, the amount of insurance shall be \$ 1,000.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE K - POST-RETIREMENT BENEFITS OTHER THAN PENSIONS - Continued

The following table sets forth the plan's funded status and amounts recognized in the Association's financial statements as of and for the year ended June 30, 2010:

Disclosure of Components of the 2009 - 2010 Net Post-Retirement Cost

Change in Projected Benefit Obligation

Projected benefit obligation at beginning of year	\$ 59,018
Service cost	5,446
Interest cost	2,726
Benefits paid	(297)
Actuarial loss	<u>195</u>
Projected benefit obligation at end of year	<u>\$ 67,088</u>

Underfunded Plan Information

Projected benefit obligation at end of year	\$ 67,088
Accumulated benefit obligation at end of year	\$ 56,348
Fair value of assets at end of year	\$ -

Components of Net Periodic Benefit Costs

Service cost	\$ 5,446
Interest cost	2,726
Amortization of (gain) loss	(1,790)
Amortization of unrecognized prior service cost	1,340
Amortization of unrecognized net actuarial loss	<u>645</u>
Net periodic benefit cost	<u>\$ 8,367</u>

Funded Status of the Plan

Benefit obligation	\$ 67,088
Fair value of plan assets	<u>-</u>
Excess of benefit obligation over fair value of plan assets	<u>\$ 67,088</u>

Amounts Recognized in the Statement of Financial Position

Noncurrent assets	\$ -
Current liabilities	2,766
Noncurrent liabilities	<u>64,322</u>
Total	<u>\$ 67,088</u>

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE K - POST-RETIREMENT BENEFITS OTHER THAN PENSIONS - Continued

Estimated future benefit payments over the next ten years, which reflect expected future services, are to be paid as follows:

<u>Year</u>	
2011	\$ 4,606
2012	3,677
2013	3,896
2014	5,070
2015	4,818
2016 through 2020	33,022

The net post-retirement benefit cost for 2009 - 2010 was determined based on 6.25% discount rate and a rate of compensation increase of 4.0% per year.

NOTE L - AFFILIATES

The American Lung Association National office provides research, materials, publications, and various fundraising services to the Association and, in addition, pays a portion of contributions to the American Lung Association as a sharable payment. The cost of these services and the sharable payment is charged to program and supporting services and totaled \$ 5,390,987 for the year ended June 30, 2010.

American Lung Association of the Upper Midwest

NOTES TO FINANCIAL STATEMENTS - CONTINUED

June 30, 2010

NOTE M - DONATED GOODS AND SERVICES

For the year ended June 30, 2010, the following donated goods and services were received and expensed to the following categories:

Expenses	
Asthma Camp - professional time	\$ 143,450
Asthma Education - professional time	11,895
Environmental Programs - promotions	262,496
Environmental Programs - professional time	1,586,387
Tobacco Education - professional time	473,223
Tobacco Education - supplies and services	798
Lung Walk - supplies and services	179,283
Gala - supplies	61,488
Golf Outing - supplies and services	793
Stair Climb - facilities and services	517,575
Bike Trek - supplies and services	165,774
Golf Privilege - services	1,354
Vehicle Donation Program - services	136,760
Other facilities, services and materials	<u>35,168</u>
Total expenses	<u>\$ 3,576,444</u>

NOTE N - ALLOCATION OF JOINT COSTS

The Association incurred joint costs of \$ 3,320,382 for informational materials and activities that included fundraising appeals as part of the Association's direct mail campaigns for the year ended June 30, 2010. The Association follows the accounting guidance for joint costs contained in Topic 958 of the FASB Codification. These costs were allocated as follows:

Program	\$ 1,805,292
Fundraising	<u>1,515,090</u>
Total	<u>\$ 3,320,382</u>