

AIM AT MELANOMA  
(A NONPROFIT ORGANIZATION)

FINANCIAL STATEMENTS AND NOTES

DECEMBER 31, 2020

AIM AT MELANOMA  
(A NONPROFIT ORGANIZATION)

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YEAR ENDED DECEMBER 31, 2020

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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of  
AIM at Melanoma  
(A Nonprofit Organization)

I have audited the accompanying financial statements of AIM at Melanoma (a nonprofit organization), which comprise the statement of financial position as of December 31, 2020, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, I express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant account estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

## Opinion

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position of AIM at Melanoma as of December 31, 2020, and the changes in net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

A handwritten signature in cursive script, reading "Marvin Koenigsberg".

Marvin Koenigsberg, CPA  
June 23, 2021

Marvin Koenigsberg  
Certified Public Accountant

AIM AT MELANOMA  
STATEMENT OF FINANCIAL POSITION  
December 31, 2020

ASSETS

Current Assets:

Cash and cash equivalents	\$ 3,647,835
Prepaid expenses	<u>238</u>
Total Current Assets	<u>3,648,073</u>

Property, Equipment, Leasehold Improvements

Leasehold improvements	9,750
Equipment and fixtures	<u>66,251</u>
Total Equipment and Leasehold Improvements	<u>76,001</u>
Less: Accumulated Depreciation	<u>51,319</u>

Net Equipment and Leasehold Improvements	<u>24,682</u>
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Total Assets	<u><u>\$ 3,672,755</u></u>
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LIABILITIES AND NET ASSETS

Current Liabilities:

Grants payable	<u>\$ 50,000</u>
Total Current Liabilities	<u>50,000</u>

Net Assets:

Unrestricted	<u>3,622,755</u>
Total Liabilities and Net Assets	<u><u>\$ 3,672,755</u></u>

See accompanying notes to financial statements  
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AIM AT MELANOMA  
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS  
Year Ended December 31, 2020

	Unrestricted	Temporarily Restricted	Total
<b>REVENUE</b>			
Public Support			
Contributions	\$ 1,905,576	\$ -	\$ 1,905,576
Special Fundraising Events	227,995	-	227,995
Total Public Support	<u>2,133,571</u>	<u>-</u>	<u>2,133,571</u>
Investment Income			
Interest	29,517	-	29,517
Dividends	3,625	-	3,625
Loss on sale of securities	(18)	-	(18)
Total Investment Income	<u>33,124</u>	<u>-</u>	<u>33,124</u>
Other Income			
Paycheck Protection Program	164,745	-	164,745
Misc fees	3,620	-	3,620
	<u>168,365</u>	<u>-</u>	<u>168,365</u>
Total Revenue	<u>2,335,060</u>	<u>-</u>	<u>2,335,060</u>
<b>EXPENSES</b>			
Program Services	1,588,880	-	1,588,880
Management and General	162,572	-	162,572
Fundraising	67,437	-	67,437
Total Expenses	<u>1,818,889</u>	<u>-</u>	<u>1,818,889</u>
Change in Net Assets	<u>516,171</u>	<u>-</u>	<u>516,171</u>
<b>NET ASSETS</b>			
Net Assets, beginning of year	<u>3,106,584</u>	<u>-</u>	<u>3,106,584</u>
Net Assets, end of year	<u>\$ 3,622,755</u>	<u>\$ -</u>	<u>\$ 3,622,755</u>

AIM AT MELANOMA  
STATEMENT OF CASH FLOWS  
Year Ended December 31, 2020

Cash Flows from Operating Activities:

Change in net assets	\$ 516,171
Adjustments to reconcile change in net assets to cash from operating activities:	
Depreciation	7,238
Employer advances	8,801
Prepaid expenses	10,221
Accounts payable	(1,577)
Other payables	(70,000)
Net cash provided by (used in) operating activities	<u>470,854</u>

Cash Flows from Investing Activities:

Purchases of equipment, including internal use software	<u>(3,295)</u>
Net cash provided by (used in) investing activities	(3,295)

Net increase in cash and cash equivalents	467,559
Cash and cash equivalents, beginning of year	<u>3,180,276</u>
Cash and cash equivalents, end of year	<u>\$ 3,647,835</u>



AIM AT MELANOMA  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020

1. Organization

AIM at Melanoma (the Organization) was incorporated in 2004 in the State of California as a not-for-profit organization. The Organization is dedicated to advancing the battle against melanoma through innovative research, legislative reform, education and patient and caregiver support. The Organization is a 501(c)(3) not-for-profit public charity.

2. Summary of Significant Accounting Policies

Basis of Presentation and Use of Estimates

The accompanying financial statements have been prepared in conformity with accounting principles generally accepted in the United State of America ("US GAAP") which requires management to make estimates and assumptions that affect the reported amount of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Financial Statement Presentation

The financial statement presentation follows the recommendations of the Financial Accounting Standards Board in its FASB ASC 958 "Not-for-Profit Entities" for the year ending December 31, 2020.

Under ASC 958, the Organization is required to report information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets, and permanently restricted net assets. For the year ended December 31, 2020, the Organization had accounting transactions in only one of the net asset categories, as follows: Unrestricted net assets - net assets that are not subject to externally imposed restrictions. In addition, the Organization is required to present a statement of cash flows.

Functional Allocation of Expenses

The cost of program service and supporting services have been summarized on a functional basis in the accompanying statement of activities. Accordingly, certain costs have been allocated as determined by management among the programs and supporting services and estimated ratios determined by management.

Cash and Cash Equivalents

For financial statement presentation purposes, cash held in banks and highly liquid investments are considered to be cash equivalents. The Organization invests funds in a professionally managed portfolio that includes primarily certificates of deposits. Interest, from both money market funds and certificates of deposit, is earned and reported when received.



AIM AT MELANOMA  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2020

Cash and Cash Equivalents – continued

These investments are generally not subject to market fluctuations. The following is a summary of investments on December 31, 2020:

Cash and Investments, at cost	
Money market funds	\$ 251,411
Checking accounts	1,144,568
Certificates of deposit	<u>2,251,856</u>
Total investments	<u>\$ 3,647,835</u>

Property, Equipment and Leasehold Improvements

Acquisitions of furniture and equipment are carried at cost, or, if donated, at fair value at the date of the donation. Depreciation is computed using the straight-line method based on estimated useful lives of three to five years. Leasehold improvements are amortized over the shorter of the economic life of the asset or the term of the lease.

Income Taxes

The Organization is classified as a public charity by the Internal Revenue Service and under Sections 501(c)(3) and 509(a) of the Internal Revenue Code. Accordingly, the Organization is exempt from federal income taxes. The Organization is also exempt from the State of California income, franchise, sales and use taxes.

3. Nurse/Physician Website

The Organization expended \$383,862 on The Melanoma Nurse Initiative (MNI), which is designed to train healthcare providers about the side effects of immunotherapy. MNI, which can be accessed on <https://themelanomannurse.org>, is a group of advanced practice providers and other members of the healthcare community who have extensive knowledge about melanoma, targeted therapies, immunotherapies, and their associated toxicity profiles. This nurse-centric effort is designed to educate and engage healthcare providers to address adverse events associated with melanoma therapies, adherence issues, and patient education, thereby improving therapeutic outcomes for patients with melanoma.

4. Lease Obligations

The Organization leases its premises from BSI, LLC, a related party. An employee of the Organization has a 100% interest in BSI, LLC. The lease commenced on September 1, 2016 and terminates on August 31, 2026 at a monthly rental of \$1,800. The rental amount remains constant during the entire 10-year term of the lease.

5. Paycheck Protection Program

The Paycheck Protection Program is a loan program that originated from the Coronavirus Aid, Relief, and Economic Security (CARES) Act in April 2020 that was intended to provide American small businesses with eight weeks of cash-flow assistance through 100 percent federally guaranteed loans. The loans are backed by the Small Business Administration (SBA). The Organization applied for and received funding in the amount of \$164,745 under the loan program. On January 2, 2021, the request by the Organization for forgiveness of the loan was granted.

6. Subsequent Events

The Organization has evaluated subsequent events for disclosure and/or recognition in the financial statements through the date the financial statements were available to be issued which is June 23, 2021.

AIM AT MELANOMA  
SUPPLEMENTAL INFORMATION  
SCHEDULE OF FUNCTIONAL EXPENSES  
Year Ended December 31, 2020

	Total	Program Services	Management and General	Fundraising
Administration and office expense	\$ 40,179	\$ -	\$ 40,179	\$ -
Depreciation	7,238	-	7,238	
Employee benefits	100,796	87,846	5,040	7,910
Global advocacy	54,291	54,291	-	
Insurance	15,351	-	15,351	
Legislative software	8,395	8,395	-	
Media	29,225	29,225	-	
Occupancy	35,083		35,083	
Patient education	217,947	217,947	-	
Payroll taxes	54,373	48,049	2,107	4,217
Physician/Nurse education	383,862	383,862	-	
Professional fees	29,530	-	29,530	-
Research	10,000	10,000		
Research grants	73,300	73,300	-	
Salaries	713,179	630,235	27,634	55,310
State filing fees	410	-	410	
Travel	9,542	9,542	-	
Website	36,188	36,188		
	<u>\$ 1,818,889</u>	<u>\$ 1,588,880</u>	<u>\$ 162,572</u>	<u>\$ 67,437</u>

See accompanying notes to financial statements  
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