Financial Highlights

Statement of Financial Position
September 30, 2017

**ASSETS**

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$189,303</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$4,586</td>
</tr>
<tr>
<td>Promises to Give</td>
<td>$22,122</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>$13,355</td>
</tr>
<tr>
<td>Certificates of Deposit</td>
<td>$61,957</td>
</tr>
<tr>
<td>Property and Equipment</td>
<td>$9,588</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$22,161</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$323,072</strong></td>
</tr>
</tbody>
</table>

**LIABILITIES**

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$6,033</td>
</tr>
<tr>
<td>Accrued Payroll</td>
<td>$3,071</td>
</tr>
<tr>
<td>Other Accrued Expenses</td>
<td>$44,018</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$53,122</strong></td>
</tr>
</tbody>
</table>

**NET ASSETS**

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$256,843</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>$13,107</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$269,950</strong></td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES & NET ASSETS**

<table>
<thead>
<tr>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$323,072</strong></td>
</tr>
</tbody>
</table>

Statement of Activities
September 30, 2017

**REVENUE**

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federated Campaigns</td>
<td>$69,095</td>
</tr>
<tr>
<td>Fundraising Events</td>
<td>$225,483</td>
</tr>
<tr>
<td>All Other Contributions</td>
<td>$95,624</td>
</tr>
<tr>
<td>Investment Income</td>
<td>$1,084</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$391,286</strong></td>
</tr>
</tbody>
</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$292,258</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$18,194</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$68,561</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$379,013</strong></td>
</tr>
</tbody>
</table>

**REVENUE LESS EXPENSE**

<table>
<thead>
<tr>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$12,273</strong></td>
</tr>
</tbody>
</table>

**FUNDRAISING BREAKDOWN**

- **58%** Federated Campaigns
- **24%** Other Income
- **18%** Fundraising Events

**PROGRAMS & SERVICES BREAKDOWN**

- **78%** Programs & Services
- **18%** Fundraising
- **4%** Management & General

Thank You to Our 2016-2017 Major Donors

Alberici Constructors
Ameren Missouri
Anonymous
Bank Of America
Blues for Kids Foundation
Burniss Chitwood
Dr. & Mrs. John Atkinson
Dr. & Mrs. Wayne M. Yokoyama
Dr. Alfred H. Kim & Elvit Zubiri
Dr. Martha Homeyer Thomas & Mr. John E. Thomas, Sr., Alamos Fund of the St. Louis Community Foundation
Drs. Jeffrey Dawson & Deborah Parks
Drs. Tony Lubniewski & Christine Pham
Drury Hotels
Edward & Thea Lawton Foundation
Eian & Aurella Clinkscale
Emerson
Emil & Linda Nehrt
Evan & Debra Campbell
Genentech
Gilda Baldwin-Latham
Health Care Family Credit Union
Jeffrey Curry
John Aton
Keith & Dana Lanier
Kevin Cheung
Mallickrodt Pharmaceuticals
Margie Skjiljan
Melvin & Patricia Bracey
Metro Rec Plex, LLC
MetroGistics, LLC
Michael & Mary Ann George
Michael Shuman & Barbara Langsam Shuman
Mitchelle Price
MSG Jewelers
Potter Electric Signal Company, LLC
Ronnie & Marcia Ward
Saint Louis Rheumatology Association
Saint Louis University Department of Rheumatology
Scottrade, Inc.
Sharon Kamman Revocable Trust
St. Louis Auto Dealers Association
Thompson Coburn LLP
US Bank
Washington University Department of Rheumatology
Wells Fargo Home Mortgage

Our Mission

The Lupus Foundation of America is dedicated to improving the quality of life for all people affected by lupus through programs of research, education, support and advocacy. Help us solve the cruel mystery of lupus.
Brainstorm. Faster Progress.™

A lupus diagnosis is life changing. It can mean a life spent waiting for new medical advances while managing life-threatening and debilitating symptoms. With no known cure, every day means a new struggle for people with lupus. This is where the Lupus Foundation of America comes in. Our patient-first approach delivers better results to improve quality of life.

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Investment of £3.8 Million in Stem Cells

For the first time a pharmaceutical company will (用自己的话) The Lupus Foundation of America (LFA) has worked closely with the United States for the treatment of patients to severe lupus.

Faster, More Accurate Diagnosis

As a result of our funding efforts a new test, Besaure, has been patented and commercialized.

ATTACKING LUPUS FROM EVERY DIRECTION

Setting the National Childhood Research Agenda

Through partnerships with leading pediatric rheumatologists to identify the most promising research needs.

Funding the Development of a Home Test to Assess Kidney Function

Being the first to make a test that can help avoid the need for a painful and invasive kidney biopsy. Two patents are pending.

$50 Million for Lupus Research and Education

Including a dedicated Lupus Research Program at the Department of Defense resulting from our incredible advocacy on Capitol Hill.

Lupus Education & Support

The Lupus Foundation of America, Heartland Chapter is part of a national force devoted to solving the cruel mystery of lupus. We provide information, resources and support to people living with lupus in Missouri, eastern Kansas and southern Illinois. Our website, information and referral, support groups, educational programs, patient assistance fund and a summer youth retreat provide caring support and the most up-to-date information about lupus. Our programs are offered free of charge and are led by experienced professionals. These programs are designed to improve the quality of life for people affected by lupus.

Program Highlights

- Offered 44 programs of support and lupus education with total attendance of 695 people.
- Provided 260 information packets, physician referrals, community resources, and patient assistance and outreach to nearly 800 people in our chapter territory.
- Held a summer youth camp for 15 adolescent and teen girls with lupus.
- Received a $20,000 grant from the CDC for lupus awareness in rural Missouri.
- Launched LupusConnect™ online lupus support community and Be Fierce, Take Control awareness campaign.

Events & Fundraising

The Walk to End Lupus Now™ is our largest fundraising event with over 1,500 walkers in St. Louis and Kansas City. In 2017 our walks raised combined income of $100,000. We are grateful to our presenting sponsor, Emerson for their continued support of our St. Louis walk.

The Purple Ball features a cocktail reception, live and silent auction, dinner and the presentation of the Lupus Leadership Award. The 2017 award was presented to Health Care Family Credit Union. The event was chaired by Elvita Zubiri (pictured right with her husband Dr. Alfred Kim) and the Master of Ceremonies was Jasmine Huda. Sponsors included Health Care Family Credit Union, MetroGistics and MSG Jewelers. The 2017 Purple Ball raised over $85,000.

The Lupus WolfRide is a long-distance cycling event designed to raise funds to support the Heartland Chapter. In 2017 the ride moved to Downtown Eureka as part of the Route 66 BBQ Bash and raised over $20,000 with 117 riders. The event was sponsored by Alberici Healthcare.

We appreciate the many groups, organizations and companies that plan events to benefit the Heartland Chapter. Featured below: Dine Out for Lupus in partnership with the Washington University Lupus Clinic and the We Are Alexander Dodgeball Tournament which was featured on Fox 2 News in the morning with Kim Hudson.

Ways to Give

MAKE A DONATION

Your tax-deductible donation will provide information, education, resources and give caring support to those who suffer from this devastating disease. You can donate by mail or securely online.

GIVE MONTHLY

Monthly giving is a convenient way to support our mission for months and years to come. Your recurring online donation is secure and flexible and you choose the amount you give.

WORKPLACE GIVING

We are a member of the United Way of Greater St. Louis and the Combined Federal Campaign. Many employers also have matching gift programs that can double your donation.

MEMORIALS & TRIBUTES

Give a gift that gives back by making a donation in honor or memory of someone in your life. Your gift will be promptly acknowledged to the individual or family you have specified.

SHOP & GIVE

Support us when you shop at AmazonSmile or by using your eScrip Card online or at area Schnucks stores. Go to our website for information on how to register and start giving when you shop.

PLANNED & INVESTMENT GIVING

Leave a lasting legacy by including us as a beneficiary in your will or living trust, life insurance policy, retirement plan or bank account. You can also give a gift of stock or appreciated securities.

PLAN AN EVENT

We have several ways we can provide assistance in planning an event including Make Your Mark™, an online fundraising platform that helps you create a unique event or participate in an existing event.

For More Information

lupus.org/heartland