



**American Brain Foundation
Finance Committee Meeting
May 3, 2022
10:00 a.m. CT
Video Conference Call**

In attendance: James Essey, Chair; Ben Lenail; Ralph R. Leslie; Charles C. Flippen, II, MD; David Dodick, MD.

Excused:

Staff: Jane Ransom, ED; Kim Howard; Emily Christian, Noah Zak, Kevin Myren

Call to Order – Jim Essey

Jim Essey called the meeting to order at 10:00 a.m. CT. The minutes of the February 15, 2022 meeting were approved unanimously.

Q1 Financial Statements for period ending March 31, 2022 – Noah Zak

Overall, Q1 was generally positive, with our often-aggressive targets being met or exceeded.

Operating Revenue: Just under \$6.8 million in Q1, with ABF raising \$2.75 million during that time. \$1.1 million is restricted for future year awards, \$1.25 million in AAN support grants, \$207k in unrestricted funds, and modest amounts for C2C income (which will increase significantly in Q2, closer to the actual event itself). We were able to release funds for the LBD Cure One, Cure Many grant early.

Expenses: Grant and Award budget is currently over budget, due to the release of grant award money that is normal for this time of year but should stabilize as the year goes on. Natural Expenses, such as general office expenses were low, due to not being on site as much and not needing as much printing and mailing services. Similar rationale to a low “meeting and travel” number, as an on-site board meeting was pushed to Q3. Technology expenses were high, due to annual subscription fees for CRM software.

Current Functional Expenses & Ratios: 6.1% Mgmt::1.0% Fundraising::92.9% Programming (Programming ratio likely to come down as we’re unlikely to be releasing significant amounts of funds later this year.)

Development Report – Jane Ransom

Unrestricted funds looking promising. Currently sitting at 68% of C2C goal, even before the numbers from the actual event roll in. Where we’re behind is the Restricted funding (Cure One, Cure Many, CRTS, etc). We’re going to be shifting our focus to our Neuroinflammation initiatives, which might not kick into high gear until later this summer. We are already in discussion with a number of organizations and pharma companies who seem excited to join the cause, but our numbers don’t reflect that officially quite yet.

2020-2021 Audited Financial Statements – Ralph Leslie

All in all, the auditors have given an “unmodified opinion, which is the highest level of assurance a CPA firm can provide”. No weaknesses were identified, and the balance sheet looks strong. Net assets reflect an increase of \$2.8 million from prior year.

Strategic Plan Update: Financial Implications – Jim Essey

We've been fortunate in the fact that we've built up a fair amount of unrestricted money (about \$4 million). How do we utilize these funds? Increasing marketing, salaries, staff, more grants? Jane mentions that we're also re-evaluating our long-term strategic plan and want to position our organization to reach those long-term goals. When we get to our September retreat, we'd like to have some of these plans in place, given the input of the Board's subcommittees.

What is our future relationship with the AAN? Is self-sufficiency the goal in the long run, after the scope of our next strategic plan? The AAN is having similar discussions regarding strategic planning, so this is worth cross-referencing with our colleagues there to maximize potential on both sides.

Looking at priority hiring over the next 3-4 years, looking to incrementally expand our staffing so that we can achieve our goals.

The question of outreach, education, and engagement to the general community, rather than to the neurological community. (Looking at the AHA, Cancer Society, etc. as examples.) We want to be a trusted resource to the public. Considering that, having a sustained link with a partner organization like the AAN is deeply valuable. The ultimate beneficiary is the patient!

Meeting adjourned at 11:00 a.m. CT