

**BEAR NECESSITIES PEDIATRIC
CANCER FOUNDATION, INC.**

FINANCIAL STATEMENTS
AND SUPPLEMENTARY INFORMATION

YEARS ENDED JUNE 30, 2019 AND 2018

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

YEARS ENDED JUNE 30, 2019 AND 2018

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Independent Auditors' Report

Board of Directors
Bear Necessities Pediatric Cancer Foundation, Inc.

We have audited the accompanying financial statements of Bear Necessities Pediatric Cancer Foundation, Inc. (the Foundation), which comprise the statements of financial position as of June 30, 2019 and 2018, and the related statements of activities and changes in net assets, functional expenses, and cash flows for the years 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.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we 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 audit 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, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Bear Necessities Pediatric Cancer Foundation, Inc. as of June 30, 2019 and 2018, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Supplementary Information

Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information included on page 18 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

Ostrow Reisin Berk & Abrams, Ltd.

September 18, 2019

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

STATEMENTS OF FINANCIAL POSITION

June 30,	2019	2018
ASSETS		
Cash	\$ 494,162	\$ 305,700
Investments	630,748	702,212
Contributions receivable	63,221	33,754
Inventory	22,114	9,620
Prepaid expenses	12,887	5,000
Property and equipment, net	1,085,939	1,125,872
Total assets	\$ 2,309,071	\$ 2,182,158
LIABILITIES AND NET ASSETS		
Liabilities:		
Mortgages payable, less unamortized debt issuance costs of \$1,795 in 2019 and \$2,010 in 2018	\$ 411,059	\$ 448,755
Accounts payable and accrued expenses	28,802	21,154
Grants payable	10,000	
Deferred revenue	21,730	7,300
Total liabilities	471,591	477,209
Net assets:		
Without donor restrictions	1,785,780	1,639,199
With donor restrictions	51,700	65,750
Total net assets	1,837,480	1,704,949
Total liabilities and net assets	\$ 2,309,071	\$ 2,182,158

See notes to financial statements.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

Years ended June 30,	2019			2018		
	Without donor restrictions	With donor restrictions	Total	Without donor restrictions	With donor restrictions	Total
Revenue:						
Contributions	\$ 870,257	\$ 7,200	\$ 877,457	\$ 786,182	\$ 21,250	\$ 807,432
In-kind contributions	152,581		152,581	132,477		132,477
Special events and other fundraisers:						
Gross revenue, including in-kind contributions of \$78,518 in 2019 and \$61,539 in 2018	1,180,295		1,180,295	1,209,847		1,209,847
Less direct expenditures for events, including in-kind goods of \$78,518 in 2019 and \$61,539 in 2018	(344,150)		(344,150)	(331,643)		(331,643)
Merchandise	633		633	1,413		1,413
Net investment return	18,606		18,606	34,650		34,650
Net assets released from restrictions	21,250	(21,250)		154,506	(154,506)	
Total revenue	1,899,472	(14,050)	1,885,422	1,987,432	(133,256)	1,854,176
Expenses:						
Program services	1,107,759		1,107,759	1,428,736		1,428,736
Management and general	349,076		349,076	103,097		103,097
Fundraising	296,056		296,056	316,752		316,752
Total expenses	1,752,891		1,752,891	1,848,585		1,848,585
Change in net assets	146,581	(14,050)	132,531	138,847	(133,256)	5,591
Net assets:						
Beginning of year	1,639,199	65,750	1,704,949	1,500,352	199,006	1,699,358
End of year	\$ 1,785,780	\$ 51,700	\$ 1,837,480	\$ 1,639,199	\$ 65,750	\$ 1,704,949

See notes to financial statements.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

STATEMENTS OF FUNCTIONAL EXPENSES

Years ended June 30,	2019					2018	
	Program services		Management and general	Fundraising	Direct benefit to donors	Total expenses	Total expenses
Bear Hugs	Bear Discoveries						
Direct costs of Bear Hugs experiences	\$ 425,204					\$ 425,204	\$ 449,961
Event expenses				\$ 40,283	\$ 334,482	374,765	361,759
Grants		\$ 310,000				310,000	370,000
Occupancy expenses	37,850	12,166	\$ 47,313	37,851		135,180	121,237
Office expenses	15,354	4,935	19,192	18,908	9,668	68,057	45,254
Outside services	61,056	19,296	67,110	58,406		205,868	227,096
Salaries and related expenses	170,974	50,924	215,461	140,608		577,967	604,921
	710,438	397,321	349,076	296,056	344,150	2,097,041	2,180,228
Less expenses included with revenue on the statements of activities and changes in net assets					(344,150)	(344,150)	(331,643)
Total expenses	\$ 710,438	\$ 397,321	\$ 349,076	\$ 296,056	\$ -	\$ 1,752,891	\$ 1,848,585

See notes to financial statements.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

STATEMENTS OF CASH FLOWS

Years ended June 30,	2019	2018
Cash flows from operating activities:		
Change in net assets	\$ 132,531	\$ 5,591
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	40,148	40,182
Bad debt expense	24,754	1,250
Net realized and unrealized gain on investments	(10,022)	(26,808)
(Increase) decrease in operating assets:		
Contributions receivable	(54,221)	118,071
Inventory	(12,494)	181
Prepaid expenses	(7,887)	6,392
Increase (decrease) in operating liabilities:		
Accounts payable and accrued expenses	7,648	(12,579)
Grants payable	10,000	
Deferred revenue	14,430	(21,750)
Net cash provided by operating activities	144,887	110,530
Cash flows from investing activities:		
Purchases of investments	(368,451)	(312,993)
Proceeds from sale of investments	449,937	301,595
Net cash provided by (used in) investing activities	81,486	(11,398)
Cash flows from financing activity:		
Payments on mortgages payable	(37,911)	(235,857)
Net cash used in financing activity	(37,911)	(235,857)
Net increase (decrease) in cash	188,462	(136,725)
Cash, beginning of year	305,700	442,425
Cash, end of year	\$ 494,162	\$ 305,700
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	\$ 24,179	\$ 26,233

See notes to financial statements.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS

1. Foundation and purpose

Bear Necessities Pediatric Cancer Foundation, Inc. (the Foundation) is an Illinois nonprofit foundation, with the purpose of granting funds to encourage, supplement and initiate research related to pediatric cancer diseases, as well as to supplement patient, parent and hospitals' specific needs.

The Bear Hugs Program supports cancer patients (ages 0-19), as well as their immediate families that face the many challenges that accompany the diagnosis and treatment of pediatric cancer. The Foundation's outreach serves both in state and out of state children that are being treated at some of the major Chicago area hospitals with pediatric oncology departments. A Bear Hug is a customized experience that brightens the life of a child going through cancer. The Bear Hugs Program also provides immediate family support for financial burden and essential needs.

Bear Discoveries awards medical research grants nationwide each year primarily to junior investigative researchers who make meaningful advancements and discoveries towards finding a cure and therapies for various types of pediatric cancer. Research grants awarded were \$300,000 for each of the years ended June 30, 2019 and 2018.

2. Summary of significant accounting policies

The significant accounting policies of the Foundation are summarized below.

Basis of accounting:

The Foundation's financial statements are prepared in accordance with accounting principles generally accepted in the United States of America.

Reclassification:

Certain accounts in the prior year financial statements have been reclassified for comparative purposes in order to conform with the presentation in the current year financial statements.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

2. Summary of significant accounting policies (continued)

Basis of presentation:

Net assets, revenues, gains, and losses are classified based on the existence or absence of donor or grantor-imposed restrictions. Accordingly, net assets and changes therein are classified and reported as follows:

Net assets without donor restrictions – Net assets available to finance the general operations of the Foundation. The only limits on the use of net assets without donor restrictions are the broad limits resulting from the nature of the Foundation and the environment in which it operates.

Net assets with donor restrictions – Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such that they will be met by the passage of time or other events specified by the donor. Other donor-imposed restrictions are perpetual in nature, where the donor stipulates that resources be maintained in perpetuity. The Foundation reports contributions restricted by donors as increases in net assets without donor restrictions if the restrictions expire (that is, when a stipulated time restriction ends or purpose restriction is accomplished) in the reporting period in which the revenue is recognized. All other donor-restricted contributions are reported as increases in net assets with donor restrictions, depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions and reported in the statements of activities and changes in net assets as net assets released from restrictions.

Tax status:

The Foundation is a tax-exempt organization as described in Section 501(c)(3) of the Internal Revenue Code (the Code) and is exempt from federal income taxes on related income pursuant to Section 501(a) of the Code. In addition, the Internal Revenue Service (IRS) has determined that the Foundation is not a private foundation within the meaning of Section 509(a) of the Code.

The Foundation has adopted the requirements for accounting for uncertain tax positions and management has determined that the Foundation was not required to record a liability related to uncertain tax positions as of June 30, 2019 and 2018.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

2. Summary of significant accounting policies (continued)

Cash:

The Foundation maintains its cash in bank accounts which, at times, may exceed federally-insured limits. At June 30, 2019 and 2018, the Foundation's uninsured cash balances totaled \$388,098 and \$182,673, respectively. Management believes that the Foundation is not subject to any significant credit risk on cash.

Fair value measurements:

The Foundation utilizes a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. The three levels of the fair value hierarchy are as follows:

- Level 1 Quoted prices for identical instruments in active markets.

- Level 2 Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations in which all significant inputs and significant value drivers are observable in active markets.

- Level 3 Valuations derived from valuation techniques in which one or more significant inputs or significant value drivers are unobservable.

A financial instrument's level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

2. Summary of significant accounting policies (continued)

Investments:

Investments are summarized as follows:

June 30,	2019	2018
Fair value:		
Equity securities	\$ 296,880	\$ 398,456
U.S. government obligations	56,385	68,917
Domestic corporate bonds	34,636	35,302
Mutual funds:		
Equity funds	71,268	42,026
Fixed income funds	127,517	124,873
Other	44,062	32,638
Total assets	\$ 630,748	\$ 702,212

The Foundation reports all investments at their fair value based on quoted prices in active markets (all Level 1 inputs). Realized and unrealized investment gains and losses and other investment income are reflected in the statements of activities and changes in net assets as changes in net assets without donor restrictions.

The Foundation has adopted an investment policy that attempts to maximize total return consistent with an acceptable level of risk. The strategy's primary goal is capital appreciation and stability as a secondary goal. The assets are invested in a portfolio which consists of equities, fixed income, alternative investments and cash. The objective of the investment portfolio is to maximize long-term returns consistent with prudent levels of risk. In establishing the investment objectives of the investment portfolio, the Board of Directors has taken into account the time horizon available for investment, the nature of the investment portfolio's cash flows and liabilities and other factors that affect the portfolio's risk tolerance. The Foundation expects its assets, over time, to produce an average rate of return of approximately 8% annually. Actual returns in any given year may vary from this amount.

External and direct internal expenses relating to investment revenues amounted to \$11,553 and \$12,140 and have been netted against investment revenues in the accompanying statements of activities and changes in net assets for the years ended June 30, 2019 and 2018, respectively.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

2. Summary of significant accounting policies (continued)

Contributions receivable:

Contributions receivable include unconditional promises to give net of an allowance for doubtful accounts. The Foundation estimates the allowance based on an analysis of specific donor history and experience. Unconditional promises to give that are expected to be collected in future years are recorded at the present value of their estimated future cash flows.

An allowance for doubtful accounts is considered unnecessary and is not provided for the years ended June 30, 2019 and 2018.

Inventory:

The Foundation maintains an inventory of various clothing, toys, and household items. The Foundation states inventory at the lower of cost or net realizable value.

Revenue is recorded, net of sales tax, when these inventory items are sold.

Property and equipment and related depreciation:

The Foundation capitalizes all expenditures in excess of \$1,000 for property and equipment at cost or, if donated, at fair value at the date of donation. Depreciation of property and equipment is provided over the estimated useful lives of the assets using the straight-line method, ranging from five to thirty-nine years.

Grants payable:

Unconditional grants payable are recorded when approved by the Board of Directors. Grants payable represent amounts due to medical investigative researchers for pre-approved studies in the following year and pediatric oncology facilities and foundations for service grants. Grants are only awarded for one year; there are no multiple-year grants approved.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

2. Summary of significant accounting policies (continued)

Donated goods and services:

Donated goods and services are reflected as contributions at their fair value at date of donation and are reported as unrestricted support unless explicit donor stipulations specify how donated assets must be used. The Foundation recognizes the fair value of contributed services received if such services a) create or enhance nonfinancial assets or b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not contributed. Donated goods and services of the following are included as in-kind contributions revenue under special events and other fundraisers in the statements of activities and changes in net assets:

Years ended June 30,	2019	2018
Event expenses	\$ 78,518	\$ 61,539
Bear Hugs	140,181	114,832
Professional fees	12,400	17,645
Total donated goods and services	\$ 231,099	\$ 194,016

Many individuals volunteer their time and perform tasks that assist the Foundation. No amounts have been reflected in the financial statements for those donated services because the criteria for financial statement recognition were not met.

Public relations and advertising:

Advertising costs are expensed as incurred and totaled \$32,804 and \$10,455 for the years ended June 30, 2019 and 2018, respectively.

Functional allocation of expenses:

The financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. Personnel related expenses are allocated on the basis of estimates of time and effort. Depreciation and amortization and occupancy expenses are allocated by the percentage of personnel related expenses in each functional category to total personnel related expenses. Certain costs directly attributable to one program or receiving supporting function are charged directly to that function.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

2. Summary of significant accounting policies (continued)

Debt issuance costs:

The Foundation includes unamortized debt issuance costs as a reduction of the mortgages payable on the statements of financial position. In addition, amortization of debt issuance costs is included in occupancy expenses on the statements of functional expenses. The debt issuance costs are being amortized ratably over the term of the debt.

Comparative data:

The amounts shown for the year ended June 30, 2018 in the accompanying financial statements are included to provide a basis for comparison with the year ended June 30, 2019 and present summarized totals only. Accordingly the year ended June 30, 2018 totals are not intended to present all information necessary for fair presentation in conformity with accounting principles generally accepted in the United States of America. Such information should be read in conjunction with the Foundation's financial statements for the year ended June 30, 2018, from which the summarized information was derived.

Use of estimates:

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Subsequent events:

Management of the Foundation has reviewed and evaluated subsequent events from June 30, 2019, the financial statement date, through September 18, 2019, the date the financial statements were available to be issued.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

3. Liquidity and availability

The majority of the Foundation's contributions, 99%, are received without donor restrictions and are used for annual funding needs. The remainder of the Foundation's contributions, 1%, are restricted and are used in accordance with the associated purpose and/or time restrictions.

The Foundation considers appropriated earnings from Board-designated (quasi) endowments, contributions without donor restrictions and contributions with donor restrictions for use in current programs which are ongoing, major and central to its annual operations to be available to meet cash needs for general expenditures. General expenditures include administrative and general expenses, fundraising expenses and grant commitments expected to be paid in the subsequent year. Annual operations are defined as activities occurring during the Foundation's fiscal year.

The Foundation manages its cash available to meet general expenditures following three guiding principles:

- Operating within a prudent range of financial soundness and stability,
- Maintaining adequate liquid assets, and
- Maintaining sufficient reserves to provide reasonable assurance that long-term grant commitments and obligations under quasi endowments that support mission fulfillment will continue to be met, ensuring the sustainability of the Foundation.

The Foundation's Board of Directors meets annually to review and approve grant commitments that have been reviewed and scored by the Foundation's Scientific Committee. The Foundation strives to maintain financial assets available to meet general expenditures at a level that represents over 100% of annual expenses for administrative, general, and fundraising expenses plus an amount that represents the expected payment for grant commitments approved by the Board of Directors.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

3. Liquidity and availability (continued)

The following represents the Foundation's financial assets at June 30, 2019:

<u>June 30, 2019</u>	
Financial assets at year-end:	
Cash	\$ 494,162
Investments	630,748
Contributions receivable	63,221
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Total financial assets	1,188,131
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Less amounts not available	
to be used within one year:	
Donor-imposed restrictions	(51,700)
Internal designations - Board-advised funds	(525,000)
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Total amounts not available	
to be used within one year	(576,700)
<hr/>	
Financial assets available to meet general	
expenditures within one year	\$ 611,431
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4. Major donors

Two donors accounted for 79% and one donor accounted for 15% of accounts receivable at June 30, 2019 and 2018, respectively.

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

5. Property and equipment

The following is a summary of property and equipment:

June 30,	2019	2018
Buildings and building improvements	\$ 1,500,220	\$ 1,500,220
Furniture and equipment	10,694	10,694
	1,510,914	1,510,914
Less accumulated depreciation	424,975	385,042
Property and equipment, net	\$ 1,085,939	\$ 1,125,872

Depreciation expense for the years ended June 30, 2019 and 2018 was \$39,933 and \$39,966, respectively.

6. Mortgages payable

The Foundation has a mortgage loan agreement. The mortgage balance at June 30, 2019 and 2018 was \$412,854 and \$450,765, respectively. The mortgage is payable in monthly installments of \$5,174 including principal and interest. Interest is calculated at a fixed interest rate of 5.5% per annum and the loan becomes due in October 2027. The mortgage is collateralized by the underlying property.

Future minimum principal payments are as follows:

Year ending June 30:	Principal
2020	\$ 40,098
2021	42,360
2022	44,749
2023	47,274
2024	49,940
Thereafter	188,433
Total	\$ 412,854

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

NOTES TO FINANCIAL STATEMENTS (CONTINUED)

7. Board-designated net assets

The Board of Directors of the Foundation has designated an endowment fund of \$525,000, known as the Bear Fund, as a general endowment to support the mission of the Foundation. It is the policy of the Board of Directors to use the income and dividends from the designated endowment fund to support the Foundation's general activities.

The Board-designated endowment balance, which are net assets without donor restrictions, totaled \$525,000 at June 30, 2019 and 2018.

8. Net assets with donor restrictions

As of June 30, 2019 and 2018, net assets with donor restrictions are restricted for the following purpose or time restrictions:

June 30,	2019	2018
Purpose-restricted funds:		
Bear Hugs - Naples chapter	\$ 51,700	\$ 44,500
Time-restricted funds:		
Necessities 100		21,250
Total net assets with donor restrictions	\$ 51,700	\$ 65,750

Net assets were released from donor restrictions by the passage of time or by incurring expenses satisfying purpose or time restrictions as follows:

Years ended June 30,	2019	2018
Purpose-restricted funds:		
Research grants		\$ 435
Bear Hugs - Naples chapter		50,000
Time-restricted funds:		
Wakerly Family Foundation		60,000
Necessities 100	\$ 21,250	44,071
Total net assets released from donor restrictions	\$ 21,250	\$ 154,506

**BEAR NECESSITIES
PEDIATRIC CANCER FOUNDATION, INC.**

SCHEDULES OF FUNDRAISING EVENTS AND MERCHANDISE SALES

Years ended June 30,	2019				2018			
Event	Revenue	Direct benefit to donors expense	Non-direct benefit to donors expense	Excess of revenue over expense (expense over revenue)	Revenue	Direct benefit to donors expense	Non-direct benefit to donors expense	Excess of revenue over expense
Bear Tie Ball	\$ 770,413	\$ 195,572	\$ 67,774	\$ 507,067	\$ 889,158	\$ 217,546	\$ 68,467	\$ 603,145
Golf for the Bear	78,290	42,502	2,204	33,584	67,673	30,476	2,494	34,703
Bear Walk	60,747	25,534		35,213	74,505	27,529		46,976
Little Black Dress		3,500		(3,500)	21,395	2,427		18,968
Other fundraising events	270,845	77,042		193,803	157,116	53,665	30	103,421
Total fundraising events	1,180,295	344,150	69,978	766,167	1,209,847	331,643	70,991	807,213
Merchandise sales	633		2,359	(1,726)	1,413		62	1,351
Total fundraising events and merchandise sales	\$ 1,180,928	\$ 344,150	\$ 72,337	\$ 764,441	\$ 1,211,260	\$ 331,643	\$ 71,053	\$ 808,564