AIM AT MELANOMA
(A NONPROFIT ORGANIZATION)

FINANCIAL STATEMENTS AND NOTES

DECEMBER 31, 2019
AIM AT MELANOMA
(A NONPROFIT ORGANIZATION)

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YEAR ENDED DECEMBER 31, 2019

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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, 2019, 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 accounting 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, 2019, 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.

Marvin Koenigsberg CPA

July 29, 2020
AIM AT MELANOMA  
STATEMENT OF FINANCIAL POSITION  
December 31, 2019

ASSETS  
Current Assets:  
Cash and cash equivalents $ 3,180,276  
Employer advances 8,801  
Prepaid expenses 10,459  
Total Current Assets 3,199,536  

Property, Equipment, Leasehold Improvements  
Leasehold improvements 9,750  
Equipment and fixtures 62,956  
Total Equipment and Leasehold Improvements 72,706  

Less: Accumulated Depreciation 44,081  

Net Equipment and Leasehold Improvements 28,625  

Total Assets $ 3,228,161  

LIABILITIES AND NET ASSETS  
Current Liabilities:  
Accounts payable $ 1,577  
Grants payable 120,000  
Total Current Liabilities 121,577  

Net Assets:  
Unrestricted 3,106,584  

Total Liabilities and Net Assets $ 3,228,161  

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, 2019

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Support</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$ 1,968,936</td>
<td>$</td>
<td>$ 1,968,936</td>
</tr>
<tr>
<td>Special Fundraising Events</td>
<td>583,784</td>
<td>-</td>
<td>583,784</td>
</tr>
<tr>
<td><strong>Total Public Support</strong></td>
<td><strong>2,552,720</strong></td>
<td>-</td>
<td><strong>2,552,720</strong></td>
</tr>
<tr>
<td>Investment Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest</td>
<td>17,304</td>
<td>-</td>
<td>17,304</td>
</tr>
<tr>
<td>Dividends</td>
<td>1,624</td>
<td>-</td>
<td>1,624</td>
</tr>
<tr>
<td><strong>Total Investment Income</strong></td>
<td><strong>18,928</strong></td>
<td>-</td>
<td><strong>18,928</strong></td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>2,571,648</strong></td>
<td>-</td>
<td><strong>2,571,648</strong></td>
</tr>
</tbody>
</table>

| Expenses                            |              |                        |          |
| Program Services                    | 1,833,694    | -                      | 1,833,694 |
| Management and General              | 152,449      | -                      | 152,449  |
| Fundraising                         | 51,619       | -                      | 51,619   |
| **Total Expenses**                  | **2,037,762**| -                      | **2,037,762** |
| Change in Net Assets                | 533,886      | -                      | 533,886  |

| Net Assets                          |              |                        |          |
| Net Assets, beginning of year       | 2,572,698    | -                      | 2,572,698 |
| Net Assets, end of year             | $ 3,106,584  | $                      | $ 3,106,584 |

See accompanying notes to financial statements
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AIM AT MELANOMA
STATEMENT OF CASH FLOWS
Year Ended December 31, 2019

Cash Flows from Operating Activities:
Change in net assets $ 533,886
Adjustments to reconcile change in net assets to cash from operating activities:
  Depreciation 6,699
  Employer advances 12,114
  Prepaid expenses (10,459)
  Accounts payable 1,577
  Other payables 120,000
  Net cash provided by (used in) operating activities 663,817

Cash Flows from Investing Activities:
Purchases of equipment, including internal use software (6,956)
  Net cash provided by (used in) investing activities (6,956)

Net increase in cash and cash equivalents 656,861

Cash and cash equivalents, beginning of year 2,523,415

Cash and cash equivalents, end of year $ 3,180,276

See accompanying notes to financial statements
Page 5
AIM AT MELANOMA  
NOTES TO FINANCIAL STATEMENTS  
DECEMBER 31, 2019

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 States 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, 2019.

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, 2019, 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, 2019

Cash and Cash Equivalents – continued
These investments are generally not subject to market fluctuations. The following is a summary of
investments on December 31, 2019:

Cash and Investments, at cost
Money market funds $ 369,976
Checking accounts 710,152
Certificates of deposit 2,100,148
Total investments $ 3,180,276

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 $286,776 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://themelanomanurse.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. The president of the Organization has
a 50% 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. 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 July 29, 2019.
<table>
<thead>
<tr>
<th>Total</th>
<th>Program Services</th>
<th>Management and General</th>
<th>Fundraising</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration and office expense $36,001</td>
<td>$33,556</td>
<td>$36,001</td>
<td>$ -</td>
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<tr>
<td>Conferences and Conventions, ex USA 33,556</td>
<td>33,556</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Conferences and Conventions, USA 32,289</td>
<td>32,289</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Depreciation 6,699</td>
<td>-</td>
<td>6,699</td>
<td>6,997</td>
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<tr>
<td>Employee benefits 69,966</td>
<td>59,471</td>
<td>3,498</td>
<td>6,997</td>
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<tr>
<td>Facilities expense 34,307</td>
<td>34,307</td>
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<tr>
<td>Global advocacy 111,827</td>
<td>111,827</td>
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<td>-</td>
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<tr>
<td>Insurance 12,784</td>
<td>-</td>
<td>12,784</td>
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<tr>
<td>Legislative software 7,995</td>
<td>7,995</td>
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<tr>
<td>Media 31,350</td>
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<tr>
<td>Membership dues 2,750</td>
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<tr>
<td>Patient education 165,014</td>
<td>165,014</td>
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<td>Payroll taxes 53,552</td>
<td>48,758</td>
<td>1,756</td>
<td>3,038</td>
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<tr>
<td>Physician/Nurse education 330,396</td>
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<td>Professional fees 32,751</td>
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<tr>
<td>Physician assistant 18,522</td>
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<td>Research grants 175,000</td>
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<td>Research meetings 92,915</td>
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<td>Retreat 3,434</td>
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<td>Salaries 733,123</td>
<td>667,501</td>
<td>24,038</td>
<td>41,584</td>
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<td>State filing fees 615</td>
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<td>Travel 2,604</td>
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<tr>
<td>Website 50,312</td>
<td>50,312</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

$2,037,762 $1,833,694 $152,449 $51,619

See accompanying notes to financial statements
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