

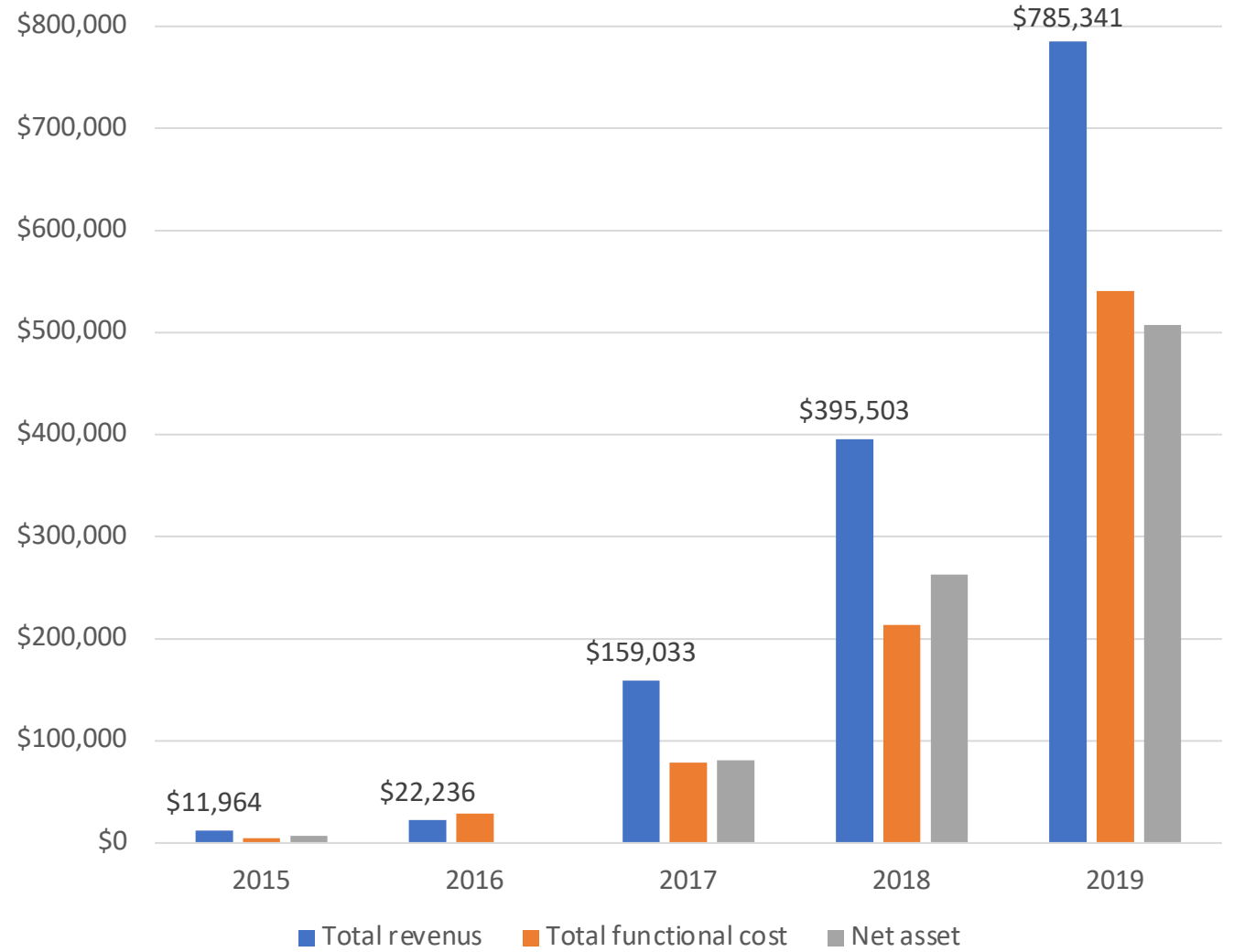


# PAMA

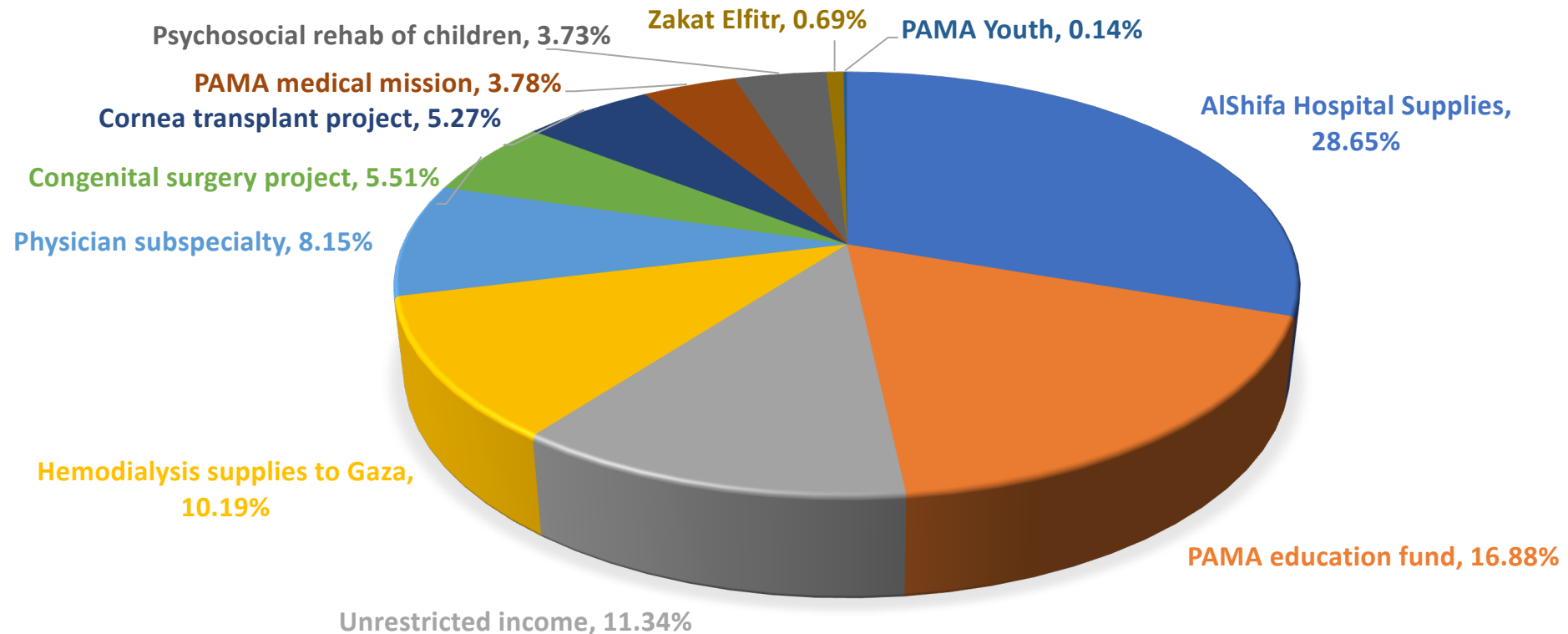
Palestinian American Medical Association

Financial report Jan-Dec 2019

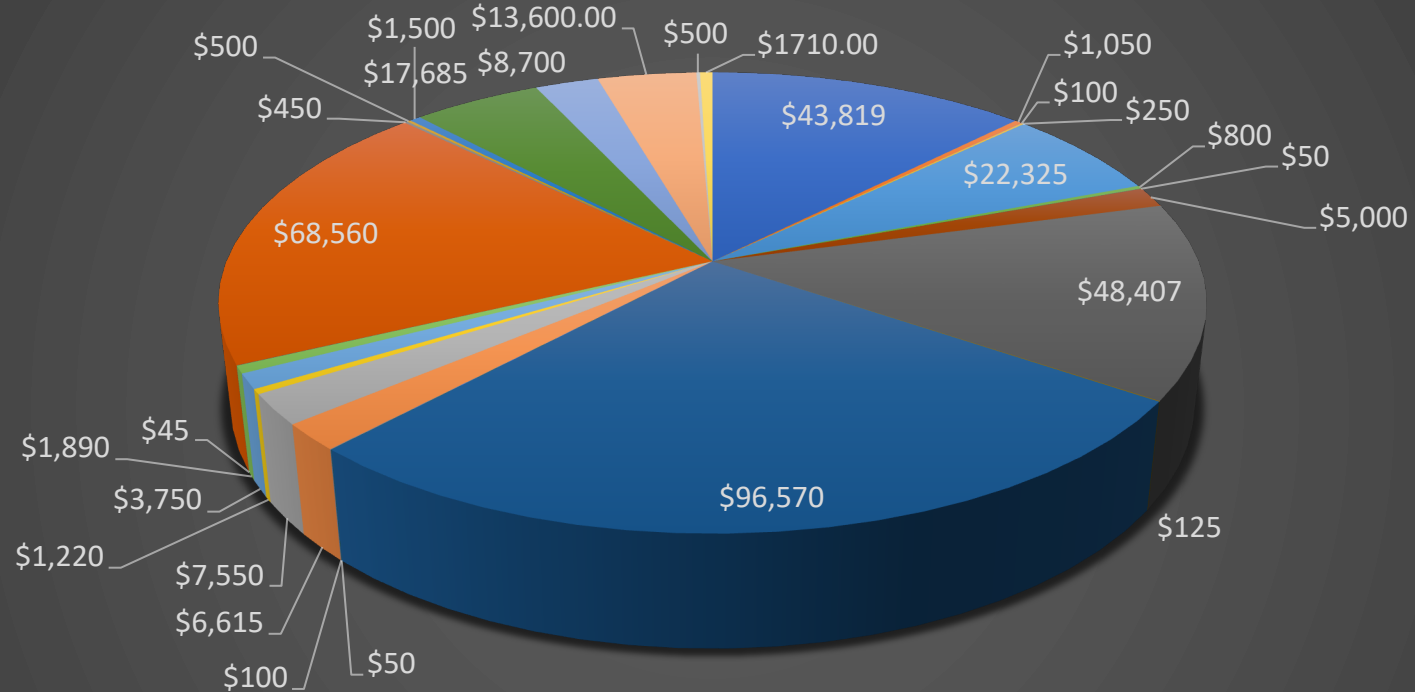
PAMA is  
growing fast



# Revenues per cause



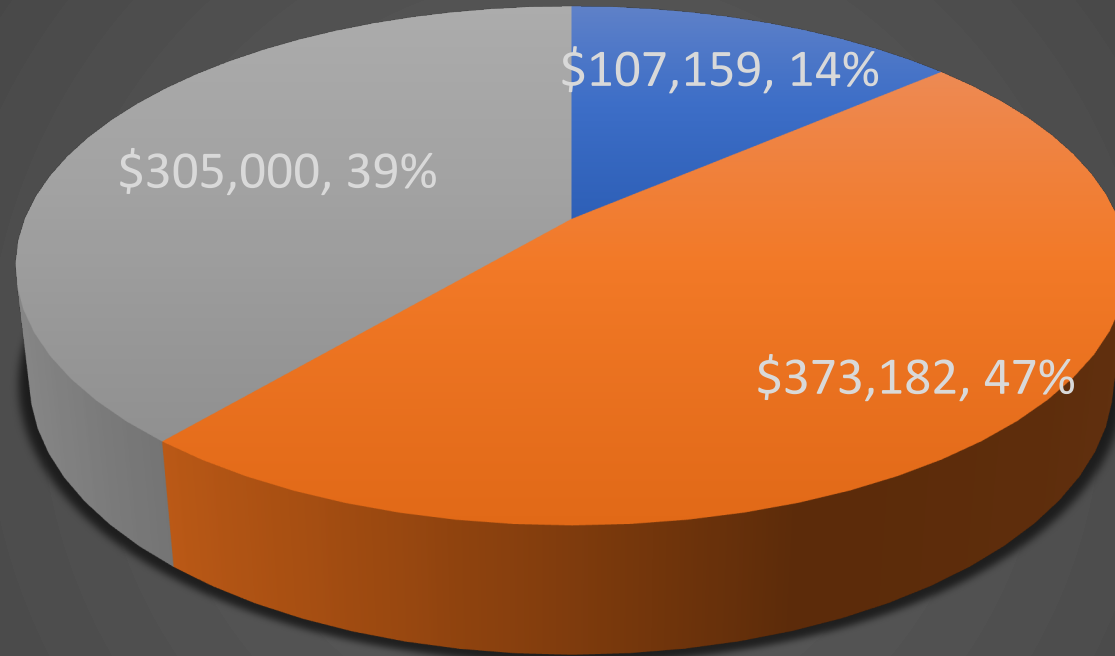
# Donations per state



■ CA 
 ■ CO 
 ■ CT 
 ■ DC 
 ■ FL 
 ■ GA 
 ■ HI 
 ■ IA 
 ■ IL 
 ■ IN 
 ■ KS 
 ■ KY 
 ■ LA 
 ■ MI 
 ■ MO 
 ■ NC 
 ■ ND 
 ■ NJ 
 ■ NY 
 ■ OH 
 ■ PA 
 ■ RI 
 ■ TN 
 ■ TX 
 ■ VA 
 ■ WA 
 ■ WI 
 ■ WV

# Sources of Revenues

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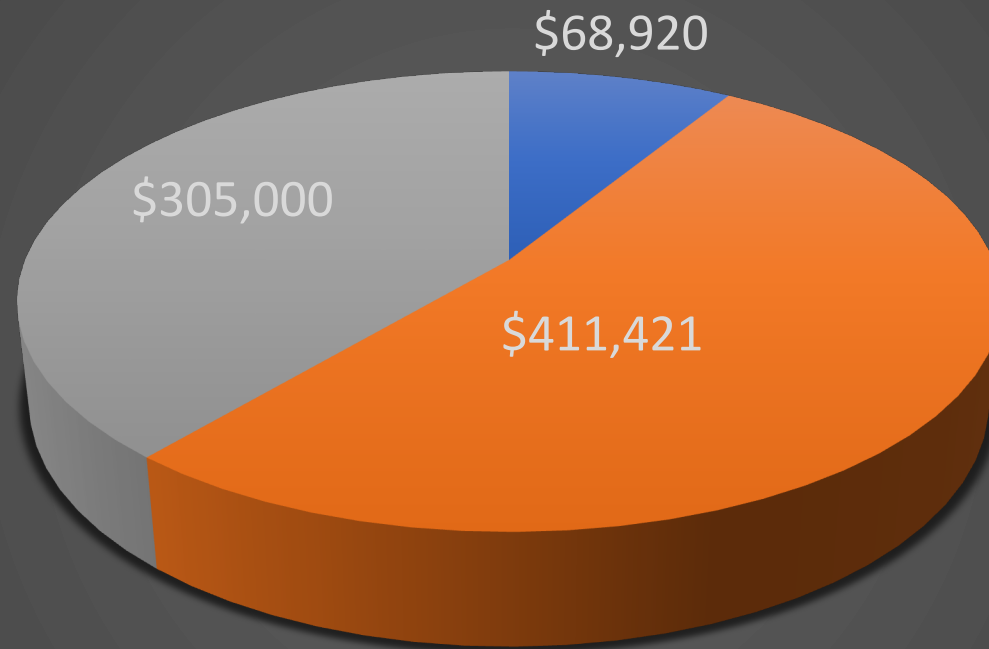
■ Facebook and other platforms

■ Community funding

■ Grants

# Board members contributions

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■ Board members   ■ Individual donors   ■ Grants

# Financial Efficiency Performance Metrics

- The following slides will compare PAMA to its peers according to Charity navigator rating
  - <https://www.charitynavigator.org/index.cfm?bay=content.view&cpid=35>

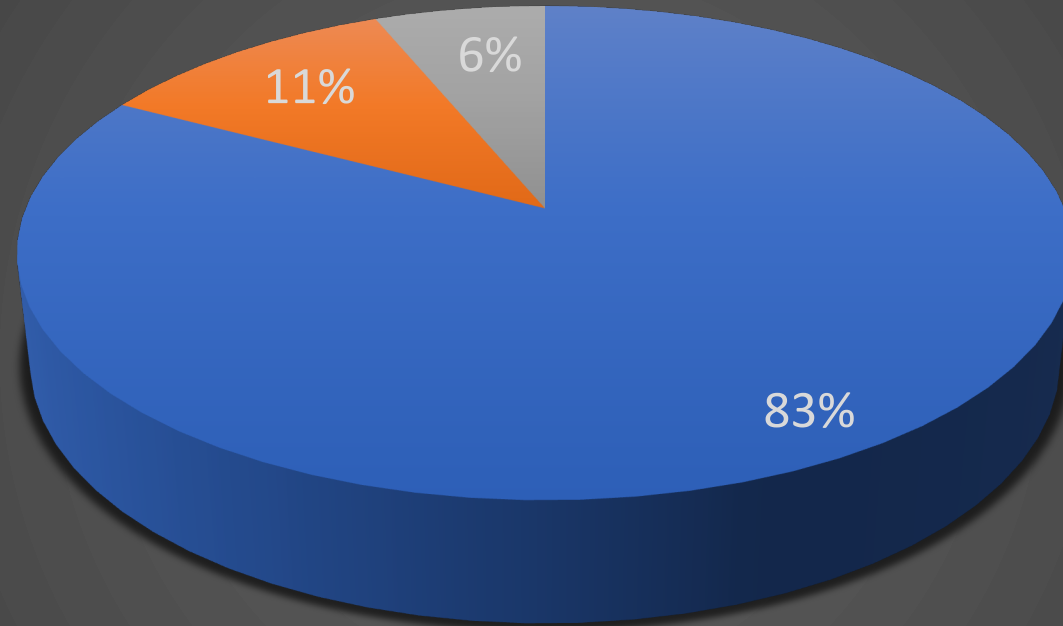
	Jan - Dec 2019	Jan - Dec 2018 (PY)
<b>Income</b>		
Individual donations	\$480,341	\$375,238
Grants	\$305,000	\$20,000
<b>Total</b>	<b>\$785,341</b>	<b>\$395,238</b>
<b>Expense</b>		
To Causes	\$433,546	\$195,551
Admin	\$57,686	\$11,516
Fundraising	\$32,589	\$6,450
<b>Total</b>	<b>\$523,821</b>	<b>\$213,518</b>
<b>Financial efficiency</b>		
Cause to total expense ratio	83%	92%
Fundraising efficiency	6%	2%



**Fundraising Expense Percentage:**

\$ to Fundraising /\$ to total expense. Goal < 10%

**Administrative Expense Percentage:** \$ to Admin/\$ to total expense. Goal < 15%



**Program Expense Percentage:** \$ to cause/\$ to total expense. Goal > 75%.

- Program expense percentage
- Administrative expense percentage
- Fundraising expense percentage

# Fundraising Efficiency:

- \$ to fundraising/\$ totally revenues
- charity navigator target is < 10%
  - each dollar should generate \$10
  - In PAMA's case each dollar generated \$25

<b>Fundraising expense</b>	<b>\$32,589</b>
Total revenues	\$785,341
Fundraising efficiency. Goal is < 10%	4.15%

# Financial Capacity Performance Metrics

- **Working Capital Ratio**: Determines how long (**in years**) a charity could sustain its level of spending using only its net available assets.
  - Goal is 3 years
  - PAMA is building its net asset. So far, we can sustain our operations for 1 year, assuming we will be spending \$500,000 a year.
- **Liabilities to Assets Ratio**: total liabilities compared to total assets, goal < 5%
  - PAMA has no liabilities

We joined  
GlobalGiving  
platform



We got  
GuideStar  
platinum seal  
for 2019



# Thank you

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- Majdi Hamarshi, MD, FCCP, FCCM
  - President, PAMA
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