

February 11, 2013

To Hope Clinic Financial Supporters

Jim Gardner, Chairman
Amanda Cecconi
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Debbie Gilkey
John Huie
John Jacoway
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Dr. Beth An Sastre
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Medical Directors Dr. Anthony Trabue

Robert A. Yeager Alfred (Bud) Zegel After 29 years of operating on a fiscal/calendar year cycle, the Board of Directors voted at our January 25, 2013, meeting to change our fiscal year end to September 30th. Historically, over 30% of an entire year's revenue is received from Thanksgiving through New Year's Eve (the majority in the final week of the year). With over 80% of donations unpledged, forecasting and reacting swiftly have become increasingly challenging. By moving to the new fiscal cycle, our largest revenue quarter will now be the first quarter of the year instead of the final quarter of the year, allowing more time to adjust to any major shifts in donations.

For 2013, the change means a shortened fiscal year, which will run from January 1, 2013, to September 30, 2013. Due to the timing of funds received, there is a projected deficit for the nine month period with budgeted revenue of \$460,290 and expenses of \$532,065. If we were still operating on a calendar year end basis, we would anticipate a funding surplus.

This calendar year, we will conduct two audits (one for fiscal year ending December 31, 2012, and another for fiscal year ending September 30, 2012.

If you have any questions, please do not hesitate to contact me, and thank you for your past and continued support.

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Sincerely

Renée Rizzo President/CEO 615-321-4428

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