

HADDASAH, THE WOMEN'S ZIONIST ORGANIZATION OF AMERICA, INC.
Consolidated
STATEMENT OF FUNCTIONAL EXPENSES
For the Twelve Months Ending December 31, 2017

	Program Services							Supporting Services			Total Expenses		
	Education & Research	Medical Services	Household & Technical	Magazine	Membership Services	Communication and Marketing	Grants and Allocations	Young Judaea	Total	Fundraising		Mgmt and Genl	Total
Salaries	\$578,463			\$518,195	\$3,235,381	\$1,443,034			\$5,775,073	\$4,947,509	\$5,596,225	\$10,543,734	\$16,318,807
Other Fees	3,500				7,217				10,717	16,666	66,502	83,168	93,885
Pension plan contribution	37,366			40,884	243,310	62,361			383,921	336,282	384,586	720,868	1,104,789
Employee benefits	88,097			99,498	568,150	342,374			1,098,119	918,021	817,372	1,735,393	2,833,512
Payroll taxes	34,903			39,863	230,920	59,111			364,797	329,256	366,639	695,895	1,060,692
Other Personnel Costs	87				96,044	23,286			119,417	1,959	287,346	289,305	408,722
TOTAL SALARIES AND RELATED EXPENSES	\$742,416	\$0	\$0	\$698,440	\$4,381,022	\$1,930,166	\$0	\$0	\$7,752,044	\$6,549,693	\$7,518,670	\$14,068,363	\$21,820,407
Grants	3,437						(710,960)	301,578	(405,945)				(405,945)
Professional fees	212,871			53,439	6,353	162,863	2,337,334		2,772,860	1,092,364	1,866,543	2,958,907	5,731,767
Membership services and related costs					2,265,579	(366,000)			1,899,579	366,000		366,000	2,265,579
Printing and publications	5,350			462,635	30,259	157,383	3,398		659,025	737,094	26,579	763,673	1,422,698
Postage, shipping and fulfillment	10,494			365,887	12,312	716	202	463	390,074	207,062	271,314	478,376	868,450
Supplies	2,611			1,215	5,815	1,304	35	18	10,998	14,375	112,778	127,153	138,151
Telephone and fax	1,026			111	24,243	4,120	2,254	626	32,380	28,416	215,726	244,142	276,522
Occupancy, security and utilities	3,515				578,506	25,118			607,139	117,362	2,222,616	2,339,978	2,947,117
Equipment rental and maintenance					7,920				7,920	1,585	291,132	292,717	300,637
Conferences, meetings, and conventions	151,894			600	42,547	773	122		195,936	107,636	133,910	241,546	437,482
Travel expenses	77,794			1,822	128,115	23,865	247,714		479,310	318,721	404,389	723,110	1,202,420
Public relations and communication	20,776			4,019	17,312	553,991		3,579	599,677	197,245	918,153	1,115,398	1,715,075
Program and development					22,260				22,260		17,676	17,676	39,936
Insurance									-	1,145	687,519	688,664	688,664
Depreciation						7,778			7,778	1,872	1,059,901	1,061,773	1,069,551
Bad debts expense									-	(1,766,406)	(1,766,406)	(1,766,406)	(1,766,406)
Other	81,646			16,085	9,232	56,780	54,324		218,067	277,968	159,431	437,399	655,466
HMO	68,663,838	584,586,865							653,250,703		81,881,238	81,881,238	735,131,941
Overhead Allocation	276,990			207,743	439,330	272,450			1,196,513	1,294,742	(2,491,255)	(1,196,513)	-
TOTAL EXPENSES	\$70,254,658	\$584,586,865	\$0	\$1,811,996	\$7,970,805	\$2,831,307	\$1,934,423	\$306,264	\$669,696,318	\$11,313,280	\$93,529,914	\$104,843,194	\$774,539,512

See accompanying notes and accountant's report.