Audited Financial Statements

AMERICAN PHARMACISTS ASSOCIATION FOUNDATION

December 31, 2013

American Pharmacists Association Foundation

Contents

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Independent Auditor's Report

The Board of Directors
American Pharmacists Association Foundation

We have audited the accompanying financial statements of the American Pharmacists Association Foundation (the Foundation), which comprise the statements of financial position as of December 31, 2013 and 2012, and the related statements of activities 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.

Auditor's 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 audits to obtain reasonable assurance about whether the financial statements are free of 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 Foundation'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 Foundation'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 the American Pharmacists Association Foundation as of December 31, 2013 and 2012, 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.

Tate & Tryon

Washington, DC
June 2, 2014

American Pharmacists Association Foundation

Statements of Financial Position

December 31,	2013	2012
Assets		
Cash and cash equivalents - Note B	$ 290,052	$ 1,476,027
Receivables		
Campaign pledges receivable, net - Note C	1,116,405	1,239,473
Other receivables	177,380	132,914
Prepaid expenses	67,456	12,699
Investments - Notes B and D	5,535,556	5,249,967
Property and equipment, net - Note E	123,781	35,621
Total assets	$ 7,310,630	$ 8,146,701
Liabilities and Net Assets		
Liabilities		
Accounts payable and accrued liabilities	$ 160,202	$ 137,259
Due to American Pharmacists Association - Note I	283,097	280,813
Deferred revenue	479,387	1,618,665
Total liabilities	922,686	2,036,737
Net assets		
Unrestricted	3,324,742	3,275,566
Temporarily restricted net assets - Note G	2,209,729	2,077,359
Permanently restricted net assets - Note H	853,473	757,039
Total net assets	6,387,944	6,109,964
Commitments and contingencies - Note J	-	-
Total liabilities and net assets	$ 7,310,630	$ 8,146,701

American Pharmacists Association Foundation

Statements of Activities

Year Ended December 31,	2013				2012			
	Unrestricted	**Temporarily Restricted**	**Permanently Restricted**	**Total**	**Unrestricted**	**Temporarily Restricted**	**Permanently Restricted**	**Total**
Support and revenues								
Grants and contributions - Note J	$ 1,472,187	$ 484,641	$ 96,434	$ 2,053,262	$ 1,461,549	$ 430,753	$ 106,875	$ 1,999,177
Investment income - net of non-operating investment gain - Note D	64,896	200,896		265,792	149,672	4,215		153,887
Program services and sponsored projects	508,732			508,732	42,730			42,730
	2,045,815	685,537	96,434	2,827,786	1,653,951	434,968	106,875	2,195,794
Net assets released from restrictions - Note F	553,167	(553,167)		-	680,957	(680,957)		-
Total support and revenues	2,598,982	132,370	96,434	2,827,786	2,334,908	(245,989)	106,875	2,195,794
Expense								
Program services								
Science and research activities	1,322,868			1,322,868	1,135,293			1,135,293
Awards and incentive grants programs	174,400			174,400	181,419			181,419
Library and archives	60,375			60,375	60,375			60,375
Total program services	1,557,643	-	-	1,557,643	1,377,087	-	-	1,377,087
Supporting services								
Management and general	714,789			714,789	809,240			809,240
Fundraising	375,429			375,429	128,850			128,850
Total supporting services	1,090,218	-	-	1,090,218	938,090	-	-	938,090
Total expense	2,647,861	-	-	2,647,861	2,315,177	-	-	2,315,177
Change in net assets before non-operating activities	(48,879)	132,370	96,434	179,925	19,731	(245,989)	106,875	(119,383)
Non-operating activities								
Total investment income	220,023			220,023	224,450			224,450
Transferred to operations	(121,968)			(121,968)	(107,303)			(107,303)
Total non-operating investment gain	98,055			98,055	117,147			117,147
Change in net assets	49,176	132,370	96,434	277,980	136,878	(245,989)	106,875	(2,236)
Net assets, beginning of year	3,275,566	2,077,359	757,039	6,109,964	3,138,688	2,323,348	650,164	6,112,200
Net assets, end of year	$ 3,324,742	$ 2,209,729	$ 853,473	$ 6,387,944	$ 3,275,566	$ 2,077,359	$ 757,039	$ 6,109,964

See notes to the financial statements.

American Pharmacists Association Foundation

Statements of Cash Flows

Year Ended December 31,	2013	2012
Cash flows from operating activities		
Change in net assets	$ 277,980	$ (2,236)
Adjustments to reconcile change in net assets to net cash used in operating activities:		
Depreciation and amortization	13,090	7,515
Change in allowance for doubtful accounts	28,695	3,245
Realized and unrealized gains on investments, net	(292,454)	(201,428)
Changes in assets and liabilities:		
Campaign pledges receivable	94,373	(27,038)
Other receivables	(44,466)	(55,342)
Accrued interest receivable	-	10,667
Prepaid expenses	(54,757)	7,464
Accounts payable and accrued expenses	22,943	52,321
Due from/to American Pharmacists Association	2,284	54,830
Deferred revenue	(1,139,278)	(52,495)
Total adjustments	(1,369,570)	(200,261)
Net cash used in operating activities	(1,091,590)	(202,497)
Cash flows from investing activities		
Purchases of investments	(1,523,774)	(811,907)
Proceeds from the sale of investments	1,530,639	792,804
Purchases of property and equipment	(101,250)	(23,009)
Net cash used in investing activities	(94,385)	(42,112)
Net decrease in cash and cash equivalents	(1,185,975)	(244,609)
Cash and cash equivalents, beginning of year	1,476,027	1,720,636
Cash and cash equivalents, end of year	$ 290,052	$ 1,476,027

See notes to the financial statements.

A. Organization and Summary of Significant Accounting Policies

Organization: The American Pharmacists Association Foundation (the Foundation) was created in 1953 to accept bequests and gifts from various sources to be used for the advancement of the science of pharmacy and pharmaceutical education, for study and research, for the publication of scientific information, and for the improvement and promotion of public health through the dissemination of information.

Income taxes: The Foundation is exempt from the payment of federal income taxes on its exempt activities under Section 501(c)(3) of the Internal Revenue Code, and is not a private foundation under Section 509(a)(1) of the Internal Revenue Code. However, the Foundation is taxed on any unrelated business income.

The Foundation believes that it has appropriate support for any tax positions taken and therefore does not have any uncertain tax positions that are material to the financial statements. The Foundation's income tax returns are generally subject to examination by the Internal Revenue Service and state and local taxing authorities for three years after they were filed.

Basis of accounting: The Foundation prepares its financial statements on the accrual basis of accounting. Consequently, revenue is recognized when earned and expense when the obligation is incurred.

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

Cash and cash equivalents: For financial statement purposes, the Foundation considers all demand deposits, money market funds and certificates of deposit with original maturity dates of ninety days or less, which are not part of its investment portfolio, to be cash equivalents.

Receivables: Receivables consist of campaign pledges receivable and other receivables. Management periodically reviews the status of all accounts receivable balances for collectability, and provides for probable losses using the allowance method. The allowance is determined based on management's experience and collection efforts. Balances that remain outstanding after the Foundation has used reasonable collection efforts are written off.

Property and equipment: Acquisitions of property and equipment of more than $500 are capitalized at cost. Depreciation and amortization are calculated using the straight-line basis over the estimated useful lives of the assets (3 to 10 years).

Collections: The Foundation acquired an art collection with an appraised value of approximately $1,300,000 through a donor contribution in a prior year. The collection was received with a permanent donor restriction that the collection cannot be sold. In 2009, the Foundation commissioned two bronze sculptures which depict the roles of pharmacists. The cost to create these sculptures was $120,000. The Foundation's collection, held for public exhibition, is cared for and preserved, and proceeds from deaccessions or insurance recoveries for lost or damaged collection items are designated for future collection acquisitions. Under authoritative guidance issued by the Financial Accounting Standards Board (FASB), the Foundation has the option of not capitalizing its collections. The Foundation elected not to capitalize its collections and accordingly, these collections are not recognized as assets in the accompanying consolidated statements of financial position. Purchases of collection items are recognized as reductions in unrestricted net assets in the period of acquisition.

A. Organization and Summary of Significant Accounting Policies - Continued

Net assets: The Foundation classifies its net assets into three categories: unrestricted, temporarily restricted or permanently restricted. All contributions are considered to be available for unrestricted use unless specifically restricted by the donor.

Temporarily restricted net assets are contributions with temporary, donor-imposed time and/or program restrictions. Temporarily restricted net assets are reported in the statements of activities as net assets released from restrictions when the time restrictions expire or the funds are used for their restricted purpose. Temporarily restricted contributions whose restrictions are fulfilled in the same year that the contributions are received are reported in the statement of activities as unrestricted contributions.

Permanently restricted net assets are restricted in perpetuity by the donor. The income from these net assets is available to support the related temporarily restricted activities as indicated in the accompanying statements of activities.

Deferred revenue: Deferred revenue represents amounts received for program services and sponsored projects for which expenses have not been incurred.

Revenue recognition: Contributions are generally received in the form of cash, unconditional promises to give, or grants. Contribution revenue is recognized upon receipt of cash, when the donor makes a pledge, or when an agreement is signed. Unconditional pledges that are expected to be collected over more than one year are recorded at the present value of the estimated future cash flows. Subsequent amortizations resulting from the passage of time are accounted for as contributions in subsequent years. Contributions that are restricted by the donor as to how or when the funds are to be used are reported as increases in temporarily restricted net assets.

Conditional pledges to give are recognized as revenue when the conditions on which they depend are substantially met.

Revenue from sponsored projects is recognized as the relevant expenses are incurred. Revenue from program services is recognized over the course of the related contract period.

Functional allocation of expenses: The costs of providing various program and supporting services have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the program and supporting services benefited.

Subsequent events: Subsequent events have been evaluated through June 2, 2014, which is the date the financial statements were available to be issued.

B. Concentrations

Credit risk: The Foundation maintains demand deposits with commercial banks and money market funds with financial institutions. At times, certain balances held within these accounts may not be fully guaranteed or insured by the U.S. federal government. The uninsured portions of cash and money market accounts are backed solely by the assets of the underlying institution. As such, the failure of an underlying institution could result in financial loss to the Foundation. The Foundation protects against credit risk by utilizing a sweep feature in connection with its deposit accounts. This feature invests excess cash in securities backed by the U.S. Government.

Market risk: The Foundation also invests funds in professionally managed money market and mutual funds that contain various types of marketable securities. Such investments are exposed to various risks, such as fluctuations in fair value. As a result, the investment balances reported in the accompanying financial statements may not be reflective of the portfolio's value during subsequent periods.

C. Campaign Pledges Receivable

Campaign pledges receivable consist of unconditional promises to give in future periods. Pledge terms range from one to ten years. Unamortized pledges receivable discount is based on computed interest rates of 1.82% to 7.25%. Pledges receivable consist of the following at December 31:

	2013	2012
Due in one year or less	$ 380,184	$ 446,644
Due in one to 5 years	1,006,726	1,085,389
	1,386,910	1,532,033
Less: unamortized discount	(141,610)	(192,360)
Less: allowance for doubtful accounts	(128,895)	(100,200)
	$ 1,116,405	**$ 1,239,473**

D. Investments

In accordance with generally accepted account principles, the Foundation uses the following prioritized input levels to measure fair value. The input levels used for valuing investments are not necessarily an indication of risk.

Level 1 – Observable inputs that reflect quoted prices for identical assets or liabilities in active markets such as stock quotes;

Level 2 – Includes inputs other than level 1 inputs that are directly or indirectly observable in the marketplace such as yield curves or other market data;

Level 3 – Unobservable inputs which reflect the reporting entity’s assessment of the assumptions that market participants would use in pricing the asset or liability including assumptions about risk such as bid/ask spreads and liquidity discounts.

D. INVESTMENTS - CONTINUED

Investments are measured at fair value using the following input levels at December 31,:

2013	Total	Level 1	Level 2	Level 3
Mutual funds - large cap	$ 822,015	$ 822,015	$ -	$ -
Mutual funds - international	592,813	592,813		
Mutual funds - fixed income	521,742	521,742		
Mutual funds - small/mid cap	330,545	330,545		
Mutual funds - real estate	115,010	115,010		
Mutual funds - alternative	106,964	106,964		
	2,489,089	2,489,089	-	-
U.S. government and agency securities	831,153		831,153	
Corporate bonds	516,793		516,793	
Alternative investment	81,970			81,970
Investments carried at fair value	3,919,005	$ 2,489,089	$ 1,347,946	$ 81,970
Cash and money market funds*	1,616,551			
Total Investments	**$ 5,535,556**			

2012	Total	Level 1	Level 2	Level 3
Mutual funds - large cap	$ 524,114	$ 524,114	$ -	$ -
Mutual funds - fixed income	499,530	499,530		
Mutual funds - international	466,316	466,316		
Mutual funds - small/mid cap	350,593	350,593		
Mutual funds - real estate	149,658	149,658		
Mutual funds - alternative	106,417	106,417		
	2,096,628	2,096,628	-	-
U.S. government and agency securities	806,569		806,569	
Corporate bonds	558,715		558,715	
Alternative investment	94,623			94,623
Investments carried at fair value	3,556,535	$ 2,096,628	$ 1,365,284	$ 94,623
Cash and money market funds*	1,693,432			
Total Investments	**$ 5,249,967**			

* Cash and money market funds included in the investment portfolio are not subject to the provisions of the fair value measurements as they are recorded at cost.

Investments which were classified as Level 2 were valued based on original cost plus accrued interest, which approximates fair value. The alternative investment is classified as Level 3 based on the fair values of the underlying investments as determined by the fund managers. Management monitors the reports provided by the fund managers and believes the estimates of fair value to be an approximation of the exit price of the investment.

D. INVESTMENTS - CONTINUED

Level 3 investments are reconciled as follows for the years ended December 31, 2013 and 2012:

	2013	2012
Beginning balance	$ 94,623	$ 99,253
Purchases	-	-
Redemptions	(17,857)	(4,980)
Realized and unrealized gains	5,204	350
Ending balance	**$ 81,970**	**$ 94,623**

The Foundation's Level 3 alternative investments is comprised of The Endowment Fund (TEF) which is a hedge fund of funds whose investments include over 200 hedge funds and limited partnerships spread across ten asset classes. The investment objective of TEF is to preserve capital and generate consistent long-term appreciation and returns across market cycles. Shares can be redeemed at the end of each calendar quarter provided notification has been given at least thirty-five days in advance.

Under its spending policy, the Foundation records five percent of the average market value of its long term portfolio for the three previous years to operations. The difference between total income on long-term investments and the five percent is recorded as non-operating income. All income on short-term bank deposits and other short-term investments is recorded as operating.

The following is a summary of investment income for the years ended December 31,:

	2013	2012
Interest and dividends	$ 97,524	$ 97,477
Realized and unrealized gains	292,454	201,428
Less: investment fees	(26,131)	(27,871)
	363,847	271,034
Less: investment income allocated to operations	(265,792)	(153,887)
Nonoperating investment income	**$ 98,055**	**$ 117,147**

E. Property and Equipment

Property and equipment is comprised of the following at December 31,:

	2013	2012
Computer hardware and software	$ 133,174	$ 31,924
Furniture and equipment	23,009	23,009
	156,183	54,933
Less accumulated depreciation and amortization	(32,402)	(19,312)
	$ 123,781	**$ 35,621**

F. Net Assets Released From Restrictions

Net assets were released from restrictions as follows for the years ended December 31,:

	2013	2012
Building campaign	$ 195,744	$ 341,990
Awards/scholarships	116,362	139,879
Education projects	83,575	83,500
Research/demonstration projects	65,442	55,653
Center for Pharmacists-Based Health Solutions	55,927	29,494
Time restrictions	26,304	3,546
Robert Thom painting	9,813	26,895
	$ 553,167	**$ 680,957**

G. Temporarily Restricted Net Assets

Temporarily restricted net assets consist of the following at December 31,:

	2013	2012
Purpose restrictions:		
Non-endowment funds		
Awards/scholarships	$ 908,963	$ 648,574
Education projects	-	38,274
Research/demonstration projects	-	29,668
Building campaign	17,552	17,552
Endowment funds		
Awards/scholarships	229,196	85,541
Time and purpose restrictions:		
Building campaign	38,467	38,407
Time restrictions	1,015,551	1,219,343
	$ 2,209,729	**$ 2,077,359**

H. ENDOWMENTS

The Foundation holds its endowments in an investment account with Merrill Lynch. The endowment funds are restricted for grants and awards.

Interpretation of Relevant Law

In accordance with the *Uniform Prudent Management of Institutional Funds Act* (UPMIFA), the Board of Directors of the Foundation has established policies regarding the preservation, investment and spending of endowment related assets.

Consistent with generally accepted accounting principles, the Foundation classifies the original value of gifts donated to the endowment, and the original value of any subsequent gifts, as permanently restricted net assets. Earnings on the endowment funds are classified, in accordance with donor stipulations, as temporarily restricted until those amounts are appropriated for expenditure by the Foundation in a manner consistent with the standard of prudence prescribed by UPMIFA. In accordance with UPMIFA, the Foundation considers the following factors when making a determination to appropriate or accumulate endowment funds:

- The duration and preservation of the fund
- The purposes of the organization and the endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of the organization
- The investment policies of the organization

Spending Policy

The donors' intent when contributing to the Foundation's endowment fund was to provide an ongoing source of funding for designated program services. The donor restrictions on the income generated from the endowment should be used to support the designated program services. In order to honor donor intent, the Foundation's Board of Directors has authorized an annual distribution of 5% of the original value of the fund.

Return Objectives, Risk Parameters and Strategies Employed for Achieving Objectives

The purpose of the Foundation's endowment fund is to achieve, over a full-market cycle, a real rate of return in excess of the spending policy. In accordance with the Foundation's investment policy, the target rate of return over the long term is that the portfolio will exceed the increase in the consumer price index and the U.S. Treasury Bill index over a three-year rolling time period.

Funds with Deficiencies

From time to time, the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or UPMIFA requires the Foundation to retain as a fund of perpetual duration. In accordance with generally accepted accounting principles, deficiencies of this nature that are reported in unrestricted net assets and amounted to $10,119 and $17,082 as of December 31, 2013 and 2012, respectively. These deficiencies resulted from unfavorable market fluctuations.

H. Endowment – Continued

Donor restricted endowment net assets consist of the following at December 31, 2013:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Bowl of Hygeia	$ -	$ 116,190	$ 487,173	$ 603,363
Takeru Higuchi		77,011	66,800	143,811
Procter & Gamble Pharmaceuticals Award	-	8,625	79,500	88,125
Jacob Miller Award		16,853	50,000	66,853
Purdue Pharma	-	3,534	50,000	53,534
Bristol-Myers Squibb Company Award	(10,119)		50,000	39,881
George Archambault Scholarship	-	4,585	45,000	49,585
Charlie Thomas Scholarship	-	2,398	25,000	27,398
Total endowment funds	**$ (10,119)**	**$ 229,196**	**$ 853,473**	**$ 1,072,550**

Changes in endowment net assets consist of the following for the year ended December 31, 2013:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Net assets, beginning of year	$ (17,082)	$ 85,541	$ 757,039	$ 825,498
Investment income:				
Interest and dividends				-
Realized and unrealized gains, net	10,228	106,535		116,763
Total investment income	10,228	106,535	-	116,763
Contributions		129,139	96,434	225,573
Transfers				-
Amounts appropriated for expenditure	(3,265)	(92,019)		(95,284)
Net assets, end of year	**$ (10,119)**	**$ 229,196**	**$ 853,473**	**$ 1,072,550**

Donor restricted endowment net assets consist of the following at December 31, 2012:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Bowl of Hygeia	$ -	$ 17,205	$ 390,739	$ 407,944
Takeru Higuchi		59,598	66,800	126,398
Procter & Gamble Pharmaceuticals Award	(224)		79,500	79,276
Jacob Miller Award		8,699	50,000	58,699
Purdue Pharma	(3,365)		50,000	46,635
Bristol-Myers Squibb Company Award	(13,451)		50,000	36,549
George Archambault Scholarship	(42)		45,000	44,958
Charlie Thomas Sholarship		39	25,000	25,039
Total endowment funds	**$ (17,082)**	**$ 85,541**	**$ 757,039**	**$ 825,498**

H. Endowment – Continued

Changes in endowment net assets consist of the following for the year ended December 31, 2012:

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Net assets, beginning of year	$ (24,544)	$ 71,572	$ 650,164	$ 697,192
Investment income:				
Interest and dividends				-
Realized and unrealized gains, net	2,826	1,493		4,319
Total investment income	2,826	1,493	-	4,319
Contributions		100,000	106,875	206,875
Transfers	7,368	(7,368)		-
Amounts appropriated for expenditure	(2,732)	(80,156)		(82,888)
Net assets, end of year	**$ (17,082)**	**$ 85,541**	**$ 757,039**	**$ 825,498**

I. Related Party Transactions

Under agreements with American Pharmacists Association (APhA), certain expenses incurred by the Foundation are paid by APhA and reimbursed by the Foundation to APhA. These services include expenses for the maintenance of the library, rent expense, reimbursement of administrative expenses and overhead expenses such as metered postage and copier usage, information technology support and human resources support as well as reimbursement of salaries and benefits for APhA employees who provide services to the Foundation. The details of these expenses are as follows for the years ending December 31,:

	2013	2012
Salary and benefits reimbursement	$ 929,123	$ 823,817
Administrative and overhead charges	340,956	216,720
Library	60,375	60,375
	$ 1,330,454	**$ 1,100,912**

APhA has agreed to convey rights to the Foundation to issue naming rights to certain Foundation donors for specific rooms and office space within the APhA office building. Compensation for the right to convey the naming rights was established at a fixed percentage of the estimated proceeds of the related donation after release from donor-stipulated restrictions. In conjunction with this agreement, the Foundation recorded expense of $12,105 and $2,007 during the years ended December 31, 2013 and 2012, respectively.

The Foundation recorded consulting fees of $76,575 and $140,300 for consulting services received from APhA during December 31, 2013 and 2012, respectively.

I. Related Party Transactions – Continued

Amounts due to APhA consisted of the following at December 31,:

	2013	2012
Salary and benefits reimbursement	$ 186,706	$ 153,925
Consulting services	76,575	140,300
Administrative and overhead charges	33,010	30,319
Funds received on behalf of the Foundation	(13,194)	(43,731)
	$ 283,097	**$ 280,813**

At December 31, 2013 and 2012, approximately 83% and 78%, respectively, of pledges receivable (discussed in Note C) were receivable from board members or other related parties.

J. Commitments and Contingencies

During the years ended December 31, 2013 and 2012, approximately 40% and 47% of the Foundation's revenue (excluding investment income) were provided by one donor. As of December 31, 2013 and 2012, one donor represents 77% and 72% of the pledges receivable balance, respectively.