

PINK AID, INC.
INDEPENDENT AUDITOR'S REPORT
AND
FINANCIAL STATEMENTS
MARCH 31, 2019

PINK AID, INC.

CONTENTS

MARCH 31, 2019

	PAGE
Independent auditor's report	3-4
FINANCIAL STATEMENTS	
Statement of financial position	5
Statement of activities	6
Statement of functional expenses	7
Statement of cash flows	8
Notes to financial statements	9-12
SUPPLEMENTARY INFORMATION	
Historical statements of activities	14
Historical grants allocation	15
Grant support area graph	16



INDEPENDENT AUDITOR'S REPORT

Venman & Co. LLC Certified Public Accountants

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November 20, 2019

Board of Directors
Pink Aid, Inc.
PO Box 5157
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Members

James G. Woods, CPA
Janet Barillari, CPA

Director

William R. Heaney, CPA

Of Counsel

Bernhard F. Bruder CPA

Services

Financial Statements
Federal and State Tax Compliance
Income Tax Planning
Compensation & Benefit Planning
Banking Relationships
Investment Alternatives
Estate Planning & Valuation
Management Transition
Mergers & Acquisitions

Affiliations

American Institute of
Certified Public Accountants
Connecticut Society of
Certified Public Accountants

We have audited the accompanying financial statements of Pink Aid, Inc. (a nonprofit organization), which comprise the statement of financial position as of March 31, 2019, and the related statements of activities, functional expenses 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

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we 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 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 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, 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 Pink Aid, Inc. as of March 31, 2019, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information

We have previously audited Pink Aid, Inc.'s March 31, 2018 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated August 22, 2018. In our opinion, the summarized comparative information presented herein as of and for the year ended March 31, 2018, is consistent, in all material respects, with the audited financial statements from which it has been derived.

Report on Supplementary Information

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 14 through 16 is presented for purposes of additional analysis and is not a required part of the basic financial statements. The 2019 and 2018 information on pages 14 through 16 is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the 2019 and 2018 information on pages 14 through 16 is fairly stated in all material respects in relation to the financial statements as a whole. The 2015 through 2017 information on pages 14 through 15 was subjected to the auditing procedures applied by other auditors during the 2015 through 2017 audits of the basic financial statements. The other auditor's reports on such information stated that it was fairly stated in all material respects in relation to the 2015 through 2017 financial statements as a whole. The information marked "unaudited" on pages 14 and 15 has not been subjected to the auditing procedures applied in the audit of the financial statements and, accordingly, we do not express an opinion or provide any assurance on it.

Venman & Co. LLC

PINK AID, INC.
STATEMENT OF FINANCIAL POSITION
MARCH 31, 2019
(WITH SUMMARIZED INFORMATION AS OF MARCH 31, 2018)

	<u>2019</u>	<u>2018</u> (Note 11)
ASSETS		
Cash		
Undesignated	\$ 344,623	\$ 262,181
Cash designated for Pink Purse	<u>435,302</u>	<u>432,891</u>
Total cash	779,925	695,072
Promises to give (including \$5,000 and \$1,000 designated for Pink Purse)	43,582	14,300
Due from grantee organizations	17,531	17,753
Prepaid assets	-	5,000
Gift card inventory - designated for Pink Purse	<u>4,250</u>	<u>9,550</u>
TOTAL ASSETS	<u><u>\$ 845,288</u></u>	<u><u>\$ 741,675</u></u>
 LIABILITIES AND NET ASSETS		
Liabilities		
Grants payable	\$219,750	\$197,563
Deferred revenue	2,500	10,600
Accrued expenses	<u>7,879</u>	<u>1,403</u>
Total liabilities	230,129	209,566
Net assets		
Without donor restrictions	170,607	88,668
With donor restrictions	<u>444,552</u>	<u>443,441</u>
Total net assets	<u>615,159</u>	<u>532,109</u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>\$ 845,288</u></u>	<u><u>\$ 741,675</u></u>

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS

PINK AID, INC.
STATEMENT OF ACTIVITIES
YEAR ENDED MARCH 31, 2019

(WITH SUMMARIZED INFORMATION FOR THE YEAR ENDED MARCH 31, 2018)

	2019			2018
	Without Donor Restrictions	With Donor Restrictions	Total	(Note 11)
Support and revenue				
October event revenue				
Pink Purse	\$ -	\$ 310,052	\$ 310,052	\$ 416,760
Ticket sales	384,700	-	384,700	346,837
Corporate sponsors	342,110	-	342,110	292,575
Auction	358,157	-	358,157	256,021
Other event revenue	126,823	-	126,823	40,943
Total October event revenue	1,211,790	310,052	1,521,842	1,353,136
Community events	130,558	-	130,558	48,680
General donations	56,519	-	56,519	45,176
Grants	21,000	-	21,000	2,500
Donated services and rent	2,800	-	2,800	3,510
Investment income	234	-	234	-
Net assets released from restriction - Pink Purse	308,941	(308,941)	-	-
Total support and revenue	1,731,842	1,111	1,732,953	1,453,002
Expenses				
Program services:				
Grants to other organizations, net	956,900	-	956,900	930,500
Pink Purse individual grants	292,969	-	292,969	295,418
Program administration	17,502	-	17,502	27,942
	1,267,371	-	1,267,371	1,253,860
Supporting services:				
Management and general	39,490	-	39,490	33,596
Fundraising	343,042	-	343,042	316,811
Total expenses	1,649,903	-	1,649,903	1,604,267
Change in net assets	81,939	1,111	83,050	(151,265)
Net assets at beginning of year	88,668	443,441	532,109	683,374
NET ASSETS AT END OF YEAR	<u>\$ 170,607</u>	<u>\$ 444,552</u>	<u>\$ 615,159</u>	<u>\$ 532,109</u>

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS

PINK AID, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED MARCH 31, 2019
(WITH SUMMARIZED INFORMATION FOR THE YEAR ENDED MARCH 31, 2018)

	2019			2018
	Program	Management and General	Fundraising	(Note 11)
Grants to other organizations, net	\$ 956,900	\$ -	\$ -	\$ 956,900
Pink Purse individual grants	292,969	-	-	295,418
October event	-	-	207,710	190,176
Salaries	12,119	17,420	46,202	100,320
Community events	-	-	39,377	15,488
Credit card fees	-	-	25,974	21,726
Professional fees	-	12,809	-	8,085
Non-event communication	2,924	-	8,772	20,307
Payroll taxes	1,054	1,514	4,017	8,085
Office and administrative	125	5,251	875	5,630
Year-end campaign	-	-	5,292	308
Software	-	518	4,663	4,663
Insurance	-	1,818	-	1,961
Rent	1,280	160	160	1,600
Total expenses	\$ 1,267,371	\$ 39,490	\$ 343,042	\$ 1,649,903
				\$ 1,604,267

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS

PINK AID, INC.
STATEMENT OF CASH FLOWS
YEAR ENDED MARCH 31, 2019
(WITH SUMMARIZED INFORMATION FOR THE YEAR ENDED MARCH 31, 2018)

	<u>2019</u>	<u>2018</u> (Note 11)
Cash flows from operating activities		
Change in net assets	\$ 83,050	\$(151,265)
Adjustments to reconcile change in net assets to cash (used) provided by operating activities:		
(Increase) decrease in:		
Promises to give	(29,282)	(13,299)
Due from grantee organizations	222	6,619
Prepaid assets	5,000	(5,000)
Gift card inventory - designated for Pink Purse	5,300	(8,550)
Increase (decrease) in:		
Grants payable	22,187	12,130
Deferred revenue	(8,100)	10,600
Accrued expenses	6,476	(2,912)
Net cash (used) provided by operating activities and net change in cash	84,853	(151,677)
Cash at beginning of year	695,072	846,749
CASH AT END OF YEAR	<u><u>\$ 779,925</u></u>	<u><u>\$ 695,072</u></u>

THE ACCOMPANYING NOTES ARE AN INTEGRAL PART OF THESE FINANCIAL STATEMENTS

PINK AID, INC.

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2019

NOTE 1. ORGANIZATION AND NATURE OF ACTIVITIES

Pink Aid, Inc. (the "Organization") is a non-for-profit organization founded in 2011 that was fiscally sponsored by the FJC (a Foundation of Philanthropic Funds) until it received its own tax exemption. The Organization was incorporated on April 29, 2013 and received its tax exemption under 501(c)(3) of the Internal Revenue Code on February 26, 2015. The Organization's mission is to help underserved local women and men survive breast cancer treatment with support and dignity, to provide screening to those in financial need, and to empower breast cancer survivors to heal by helping and inspiring others.

The Organization's activities include 1) allocating grants to hospitals and other organizations formed under 501(c)(3) that support breast cancer patients and survivors in need of diagnostic testing, recovery garments, post-surgical support, wigs, crisis counseling and wellness programs; 2) making individual grants on behalf of breast cancer patients currently in treatment who need financial assistance with essential household expenses such as rent, utilities, transportation and food; 3) providing information and education to survivors about breast cancer through its website and educational forums. The Organization currently serves its mission in Connecticut and Long Island, New York.

NOTE 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

BASIS OF PRESENTATION

Net assets, revenues, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Organization and changes therein are classified and reported as follows:

Net Assets Without Donor Restrictions – Net assets that are not subject to any donor-imposed stipulations.

Net Assets With Donor Restrictions – Net assets subject to donor-imposed restrictions. Some donor-imposed restrictions are temporary in nature, such as those that may be met either by actions of the Organization or the passage of time. Other donor-imposed restrictions are perpetual in nature, where by the donor has stipulated the funds be maintained in perpetuity.

CONTRIBUTIONS

The Organization reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or purpose restriction is accomplished, net assets are reclassified from net assets with donor restrictions to net assets without donor restrictions and reported in the statement of activities.

PROMISES TO GIVE

Promises to give are recorded at the amount the Organization expects to collect on balances outstanding at year-end. Management monitors outstanding balances and writes off, as of the year-end, all balances deemed uncollectible. No allowance for doubtful accounts was considered necessary at March 31, 2019.

PINK AID, INC.

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2019

NOTE 2. SIGNIFICANT ACCOUNTING POLICIES (continued)

FUNCTIONAL EXPENSES

The Organization allocates its expenses on a functional basis among its program and support services. Expenses that can be specifically identified with a program or support service are allocated directly according to their natural classifications. Other expenses that are common to several functions are allocated on the basis of time and effort.

USE OF ESTIMATES

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

NOTE 3. CONCENTRATION OF CREDIT RISK

During the year and at the statement of financial position date, the Organization maintained cash balances at a bank in excess of the insurance limit (\$250,000) of the Federal Deposit Insurance Corporation. However, the Organization has not experienced any losses in this area and management does not believe that its cash balances are subject to significant credit risk.

NOTE 4. INCOME TAXES

The Organization is a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and is not subject to income taxes on exempt function income. Management does not believe it has taken any position that would require the recording of any tax liability nor does it believe that there are any unrealized tax benefits that would either increase or decrease within the next year.

The Organization is subject to federal and state examinations by taxing authorities for years for which the applicable statutes of limitations have not expired.

PINK AID, INC.

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2019

NOTE 5. LIQUIDITY AND AVAILABILITY

Financial assets available for general expenditures, that is without donor or other restrictions limiting their use, within one year of the statement of financial position date, consists of the following as of March 31, 2019:

Cash	\$ 779,925
Promises to give	43,582
Due from grantee organizations	17,531
Gift card inventory	<u>4,250</u>
Total amounts available for general expenditures within one year	845,288
Less:	
Amounts unavailable for general expenditures use restricted for Pink Purse:	
Designated cash	435,302
Promises to give	5,000
Gift card inventory	<u>4,250</u>
	<u>444,552</u>
Net amounts available for general expenditures within one year	<u><u>\$ 400,736</u></u>

For purposes of analyzing resources available to meet general expenditures over a 12-month period, the Organization considers all expenditures related to its ongoing program activities as well as the conduct of services undertaken to support those activities to be general expenditures. In addition to financial assets available to meet general expenditures over the next 12 months, the Organization anticipates collecting sufficient revenue to cover general expenditures. Refer to the statement of cash flows, which identifies the sources and uses of the Organization's cash and shows positive cash generated by operations for fiscal year 2019.

NOTE 6. GRANTS TO OTHER ORGANIZATIONS

The Organization grants funds from its fundraising efforts to other organizations. During the year ended March 31, 2019, the Organization granted \$956,900, net of returned funding, to other organizations. As of March 31, 2019 \$219,750 was payable and all grants payable are expected to be paid within the next fiscal year. Unexpended funds that have not been used by the grantee organizations in accordance with their grant terms are returned to the Organization and applied against grant expense. As of March 31, 2019, grants due back from grantee organizations totaled \$17,531.

PINK AID, INC.

NOTES TO FINANCIAL STATEMENTS

MARCH 31, 2019

NOTE 7. PINK PURSE RESTRICTED FUNDS

The Organization received a matching grant to start the Pink Purse Fund and has received this grant each year since 2015. This Fund supports underserved patients in financial crisis during their breast cancer treatment by funding monthly living costs such as rent, utilities, transportation, food, etc. directly to the service providers on the behalf of the patient. The total funds raised for the year ended March 31, 2019 restricted for this purpose were \$310,052.

The Organization tracks all assets related to the Pink Purse Fund separately from its general operating assets. At March 31, 2019, the Pink Purse Fund has \$444,552 of assets designated by the Board of Directors to be used for future Pink Purse Fund objectives, which includes \$435,302 of cash. During the year ended March 31, 2019, Pink Purse funds were used as follows:

Pink Purse grants	\$ 292,969
Program administration	<u>15,972</u>
	<u>\$ 308,941</u>

NOTE 8. DONATED SERVICES AND RENT

The Organization estimates it receives approximately 6,000 hours annually of donated services from unpaid volunteers without which the Organization would be unable to operate. No related amounts have been recognized in the statement of activities because they do not meet the necessary criteria for recognition under U.S. GAAP.

In addition, the Organization has received donated services that do meet the recognition requirement under U.S. GAAP. For the year ended March 31, 2019, the Organization recognized \$1,200 of such donated services in the statement of activities.

The Organization receives donated space to manage its day-to-day operations from a local business. The estimated value of the rent is \$1,600 for the year ended March 31, 2019.

NOTE 9. CONCENTRATIONS

For the year ended March 31, 2019, an annual fundraising event's revenue accounted for approximately 88% of total revenues.

NOTE 10. SUBSEQUENT EVENTS

Management has evaluated transactions and events that occurred through November 20, 2019, the date the financial statements were available to be issued.

NOTE 11. MARCH 31, 2018 FINANCIAL INFORMATION

The financial statements include certain prior-year summarized financial information. Such information does not include sufficient detail to constitute a presentation in conformity with U.S. generally accepted accounting principles. Accordingly, such information should be read in conjunction with the Organization's financial statements for the year ended March 31, 2018, from which the summarized information was derived.

SUPPLEMENTARY INFORMATION

PINK AID, INC.

HISTORICAL STATEMENTS OF ACTIVITIES

YEARS ENDED MARCH 31, 2015 - 2019
YEARS ENDED MARCH 31, 2012 - 2014 - UNAUDITED

	Audited 2019			Audited	Audited	Unaudited
	Connecticut	Long Island	Total	2018	2015 - 2017	2012 - 2014
Support and revenue						
October event revenue						
Pink Purse	\$ 239,882	\$ 70,170	\$ 310,052	\$ 416,760	\$ 1,119,373	\$ -
Ticket sales	280,488	104,212	384,700	346,837	924,149	488,479
Corporate sponsors	120,929	221,181	342,110	292,575	620,358	220,525
Auction	212,381	145,776	358,157	256,021	591,145	253,832
Other event revenue	76,448	50,375	126,823	40,943	106,015	292,680
Total October event revenue	930,128	591,714	1,521,842	1,353,136	3,361,040	1,255,516
Community events	105,866	24,692	130,558	48,680	216,354	87,204
General donations	51,029	5,490	56,519	45,176	116,053	25,392
Grants	21,000	-	21,000	2,500	92,000	5,000
Donated services and rent	2,600	200	2,800	3,510	33,000	-
Investment income	234	-	234	-	-	-
Total support and revenue	1,110,857	622,096	1,732,953	1,453,002	3,818,447	1,373,112
Expenses						
Grants to other organizations	568,662	388,238	956,900	930,500	2,086,327	965,771
Pink Purse individual grants	247,387	45,582	292,969	295,418	326,397	-
October event expenses	120,226	87,484	207,710	190,176	550,404	219,789
Other operating expenses	142,560	49,764	192,324	188,173	286,923	72,123
Total expenses	1,078,835	571,068	1,649,903	1,604,267	3,250,051	1,257,683
Change in net assets	\$ 32,022	\$ 51,028	\$ 83,050	\$ (151,265)	\$ 568,396	\$ 115,429

PINK AID, INC.

HISTORICAL GRANTS ALLOCATION

YEARS ENDED MARCH 31, 2015 - 2019
YEARS ENDED MARCH 31, 2012 - 2014 - UNAUDITED

	Audited 2019	Audited 2018	Audited 2015 - 2017	Unaudited 2012 - 2014
Grants to other organizations				
Connecticut grants:				
American Cancer Society	\$ 5,000	\$ 5,000	\$ -	\$ 7,968
Ann's Place, Inc.	20,000	23,800	72,377	-
Breast Cancer Emergency Aid Foundation Inc.	65,000	70,000	215,000	65,000
Cancer Care, Inc.	13,500	13,500	40,500	2,500
Charlotte Hungerford Hospital	5,138	-	-	-
Connecticut Sports Foundation Against Cancer, Inc.	30,000	35,000	110,000	-
Danbury Hospital	13,570	25,683	33,839	-
Day Kimball Healthcare, Inc.	-	8,000	(15,525)	25,000
Gardner House	6,000	-	-	-
Greenwich Hospital	4,000	-	-	-
Gilda's Club Westchester, Inc.	-	-	9,975	-
Griffin Hospital	10,000	10,000	10,000	-
Hartford Hospital	36,000	36,160	108,870	-
Hospital of Central Connecticut	20,000	-	-	-
Middlesex Hospital	11,727	8,659	13,224	-
Necessities, Inc.	5,000	5,000	17,000	9,000
Norma Pfriem Breast Center at Bridgeport Hospital	65,000	70,540	179,883	92,938
Norwalk Hospital Foundation, Inc.	50,400	43,200	58,632	344,865
Saint Francis Hospital and Medical Center	25,000	26,000	65,125	10,000
Saint Mary's Hospital Foundation	5,000	-	-	-
Saint Vincent's Medical Center Foundation	66,470	68,000	186,500	294,500
Stamford Hospital	63,600	62,000	196,000	65,000
Support Connection, Inc.	7,000	7,000	7,000	-
Triple Negative Breast Cancer Foundation, Inc.	-	-	-	7,000
Western Connecticut Health Network, Inc.	-	-	40,000	-
Witness Project of Connecticut, Inc.	-	-	60,348	5,000
Yale Cancer Center: Discovery to Cure	-	-	-	5,000
Yale-New Haven Hospital	41,257	48,000	144,926	32,000
Connecticut grants total	568,662	565,542	1,553,674	965,771
Long Island grants:				
Above C Level Foundation	-	-	5,775	-
Adelphi New York Statewide Breast Cancer Hotline & Support Program	43,000	40,000	40,000	-
Babylon Breast Cancer Coalition, Inc.	24,730	20,000	15,000	-
Brentwood Bay Shore Breast Cancer Coalition, Inc.	-	15,000	32,000	-
Brookhaven Memorial Hospital Medical Center Breast Cancer Survivorship Center	-	24,740	70,780	-
Casting for Recovery, Inc.	6,000	5,000	5,000	-
Eastern Long Island Hospital Foundation	2,811	14,400	-	-
Islip Breast Cancer Coalition, Inc.	11,804	20,000	16,670	-
Lean On Me Breast Cancer Network, Inc.	-	-	500	-
Long Island Community Hospital Foundation	25,000	-	-	-
Lucia's Angels, Inc.	23,000	15,657	29,016	-
Maurer Foundation for Breast Health Education, Inc.	22,000	18,000	35,200	-
Mercy Medical Center	30,000	30,000	15,000	-
Nassau Health Care Corporation	30,000	-	-	-
North Shore Neighbors Breast Cancer Coalition, Inc.	-	12,000	14,925	-
Northwell Health Cancer Institute Breast Cancer Hardship Fund	30,000	28,503	52,155	-
Northwell Health Dolan Family Health Center	45,000	40,579	82,000	-
NYU Winthrop Hospital	-	9,745	-	-
Peconic Bay Medical Center	30,000	23,255	12,400	-
Rockville Centre Breast Cancer Coalition, Inc.	4,000	-	-	-
Southampton Hospital Foundation	25,382	23,689	26,232	-
Stony Brook Foundation	2,011	-	-	-
Strength for Life, Inc.	18,500	14,390	10,000	-
West Islip Breast Cancer Coalition for Long Island, Inc.	15,000	10,000	70,000	-
Long Island grants total	388,238	364,958	532,653	-
Total grants to other organizations	956,900	930,500	2,086,327	965,771
Pink Purse grants by location				
Connecticut	247,387	279,706	325,088	-
Long Island	45,582	15,712	1,309	-
Total Pink Purse grants	292,969	295,418	326,397	-
Total grants	\$ 1,249,869	\$ 1,225,918	\$ 2,412,724	\$ 965,771

PINK AID, INC.
GRANT SUPPORT AREA GRAPH
YEAR ENDED MARCH 31, 2019

