



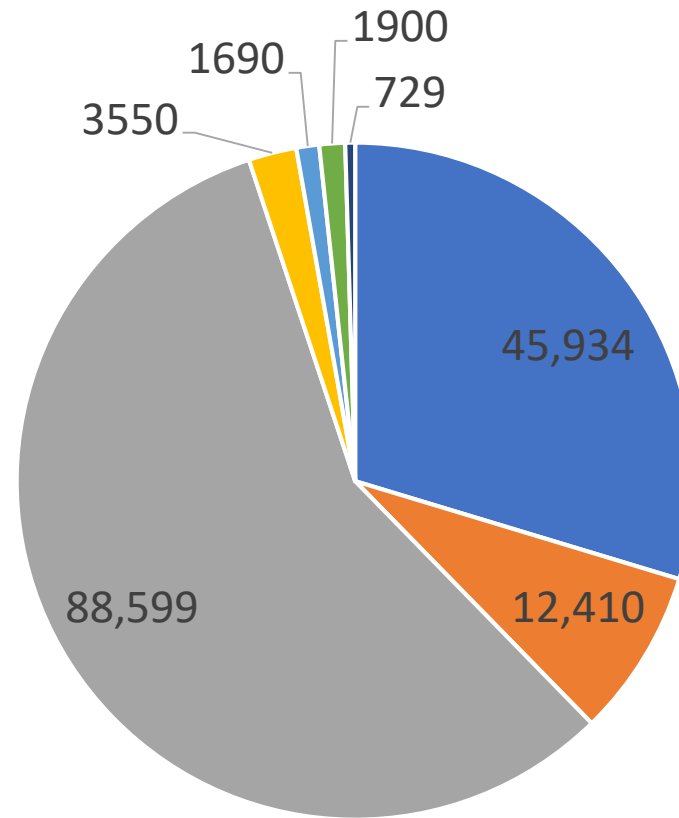
PAMA

Palestinian American Medical Association



2017 donations per cause

Total \$154,083

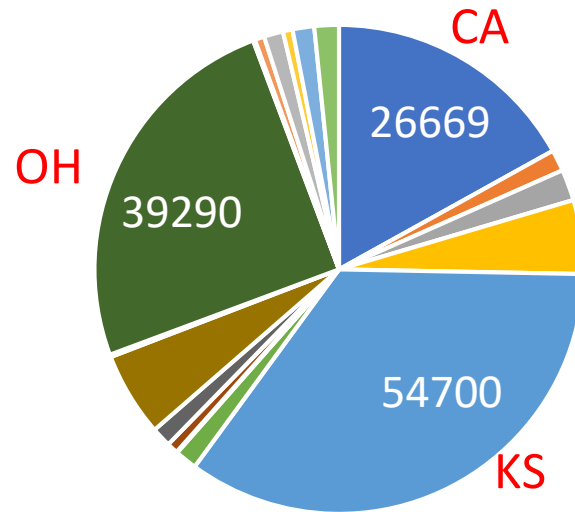


- Sudent Fund
- post graduate training
- Cornea project
- Congenital surgeries
- Teleconference project
- General
- Charity with US



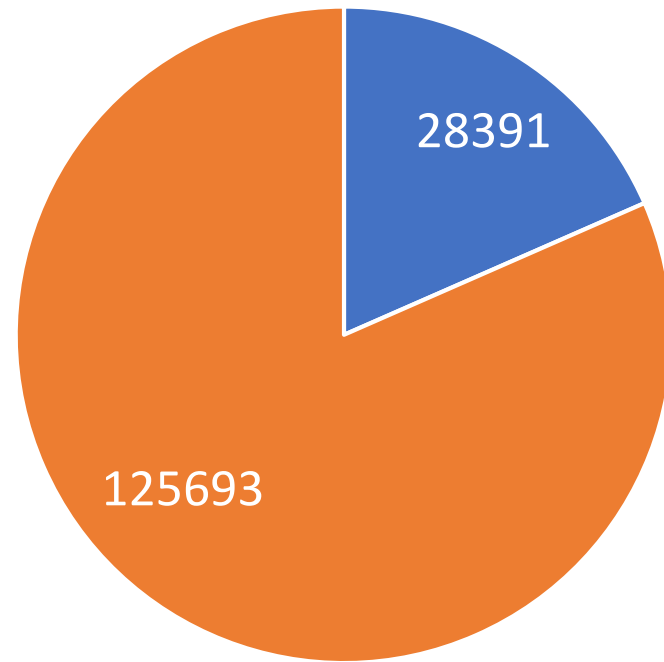
Donations per state

KS, OH and CA are top donors





Social media and crowd funding

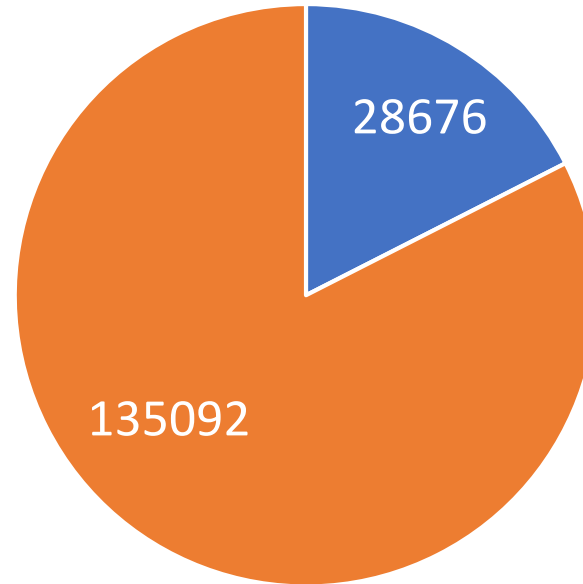


■ Crowd funding/Social media ■ Community funding



PAMA Board contributions

Donations



■ Board ■ Donors



PAMA administrative expenses

Overhead expenses	
Fundraising	874
Legal & Professional Services	165
Supply and Material	227
Office Supplies & Software	506
Other Business Expenses	421
Taxes and Licenses	50
Overhead expenses total	\$1943
Donations processing fees	
Bank Charges & Fees	284
PayPal Fees	979
QuickBooks Payments Fees	566
Total	\$1839

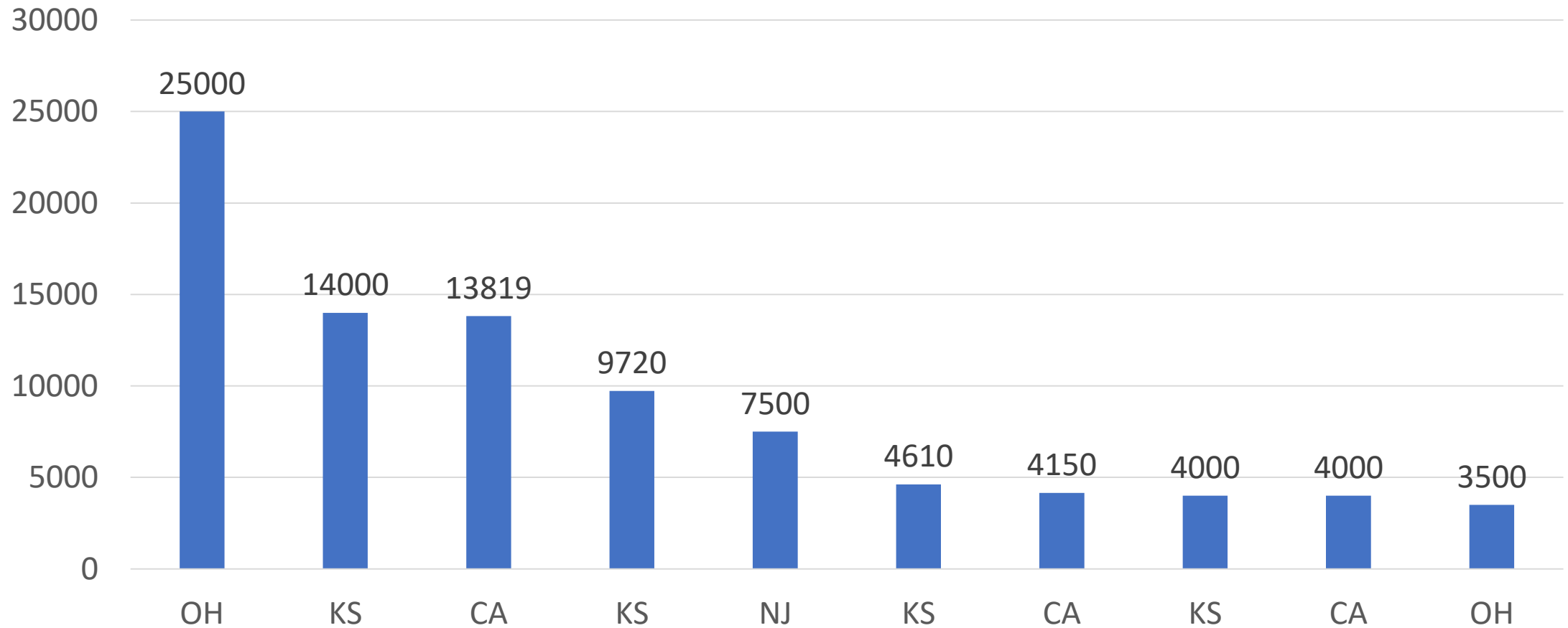


Our donors for 2017

- 197 donors gave between \$5 and \$25,000
- 180 donors gave > \$25
 - 160 donors gave > \$50
 - 135 donors gave > \$100
 - 80 donors gave > \$250
 - 60 donors gave > \$500
 - 40 donors gave > \$1000
 - 20 donors gave > \$2,000
 - 10 donors gave > \$2750



Top 10 donors “\$3,500-\$25,000”





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>



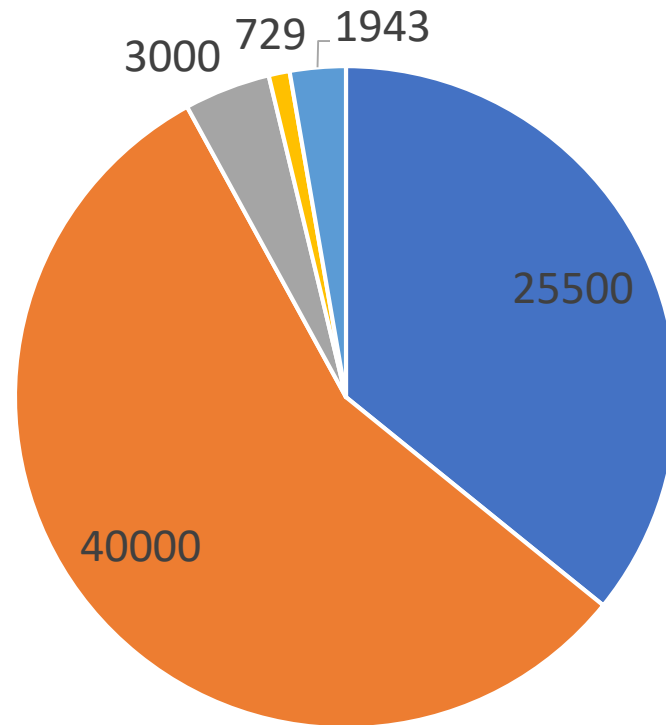
2017 Program vs overhead expenses

Program Expense

Percentage: \$ to cause/\$
to total expense is
 $69,229/71,172 = 97\%$,
charity navigator target is $\geq 85\%$

Administrative Expense

Percentage: \$ to Admin/\$
to cause is 2.8%, charity
navigator target is $< 15\%$



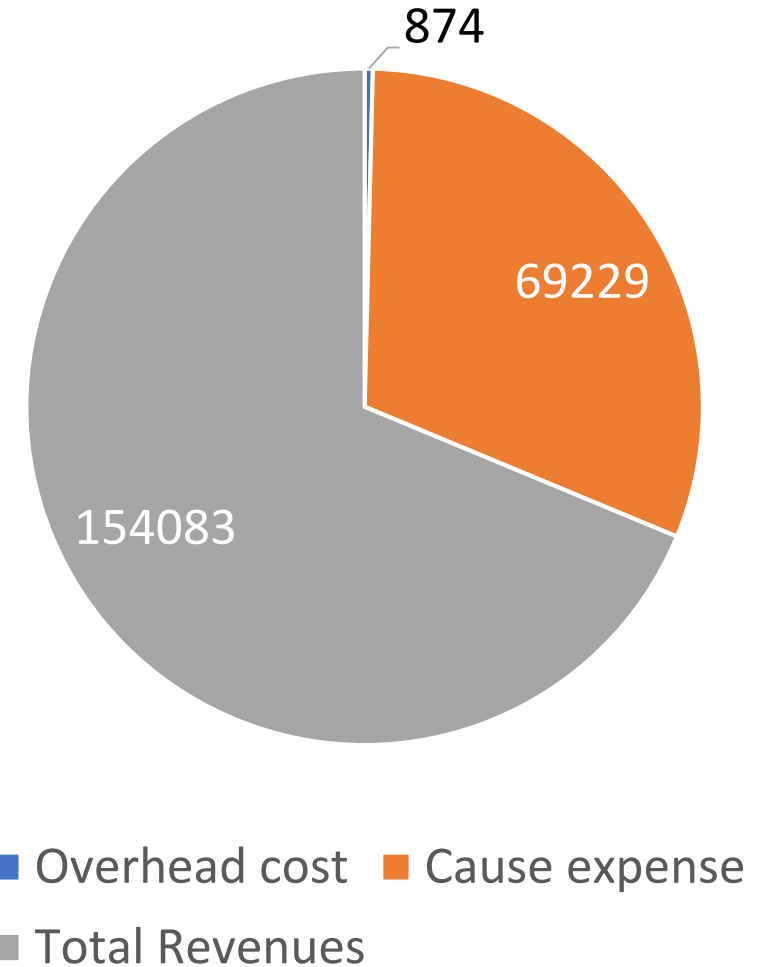
■ Cornea project ■ Student scholarships ■ Post graduate training ■ US charities ■ Overhead costs



Fundraising cost, each dollar generated \$200”

Fundraising Expense Percentage: \$ to fundraising/\$ to cause is 1.2% , charity navigator target is < 10%

Fundraising Efficiency: \$ to fundraising/\$ totally collected is 0.5% charity navigator target is < 10% “each dollar should generate 10\$, in PAMA’s case each dollar generated \$200”

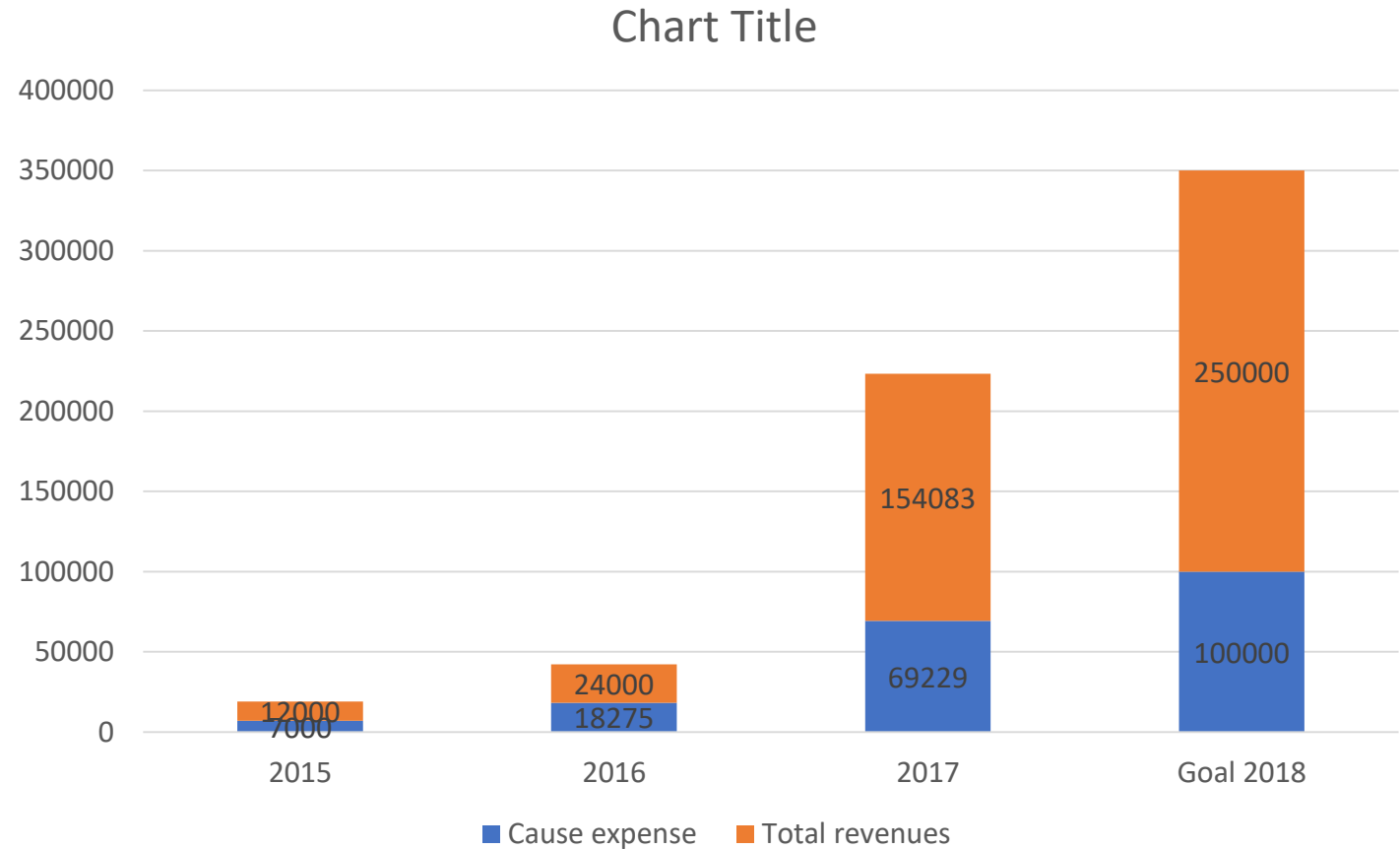




PAMA operations

Program Expenses Growth:

PAMA operations are growing way faster than charity navigator target of 3 % growth





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.
 - PAMA is very lean and has administrative financial obligation, we fundraise to our causes year by year and commit ourselves accordingly. PAMA can sustain itself for many years.
- **Liabilities to Assets Ratio**: total liabilities compared to total assets, goal < 5%
 - PAMA has liabilities to total assets doesn't exceed 1%

Thank you

Majdi Hamarshi, MD

PAMA President



How to donate

1. PAMA website: <http://palestinian-ama.org/donate/>
2. Mail your check to PAMA, 12475 S Greenwood st, Olathe, KS 66062
3. Direct deposit in PAMA Bank of America account using the email feature, our bank account details are: name: Palestinian American Medical Association, email: pamapalestinian@gmail.com
4. PAMA PayPal account: Pamapalestinian@gmail.com
5. PAMA Guide star account: <https://www.guidestar.org/profile/47-2227058>
6. PAMA Network for good account “**search by using Palestinian as keyword and 66062 as zip code**”:
<http://www.networkforgood.org/Partner/NFG/SearchLanding.aspx>
7. email us at pamapalestinian@gmail.com and we can send you an invoice.