

MANCHESTER ACUPUNCTURE STUDIO

EXECUTIVE SUMMARY 2018



WHERE WE ARE TODAY

Manchester Acupuncture Studio (MAS) is a 501(c)3 non-profit organization that promotes and provides low-cost acupuncture to the community as a group practice. Our goal is to remove financial, social, and educational barriers to acupuncture-centered healthcare. This way people can have access to as much acupuncture as they want, in support of whatever goals they may have.

This past year provided unique challenges to MAS operations, while each clinic location and its supporters responded beautifully, in turn.

- Despite the departure of a long-time, respected acupuncturist co-worker, MAS was fortunate enough to find the opportunity to hire a terrific, experienced full-time licensed acupuncturist to join the team by year's end.

- 2018 also marked the passing of a group of regular patients who the staff got to know and love over the past dozen years or so. They are all missed.

- Actively defending for adequate parking at our Manchester facility continued to be a necessary organizational priority last year as well.

- MAS began active fundraising and grant-writing activities last year, initiating the start of new relationships and the strengthening of long-standing ones as well.

- The Board of Directors graciously remained in place from the previous year, providing thoughtful and decisive leadership.

- Continued growth at MAS-Nashua and a sturdy resilience in Manchester defined a year that simply demanded it.

- MAS also continued its fruitful relationships with local VA chapters and the Farnum Center in Manchester.

By the end of 2018, MAS had planted seeds for exciting future endeavors.

A sincere thank you to the following people and organizations who provided valuable support through donations and grants in 2018. We are grateful, to say the least.

- Andy Wegman, executive director & licensed acupuncturist

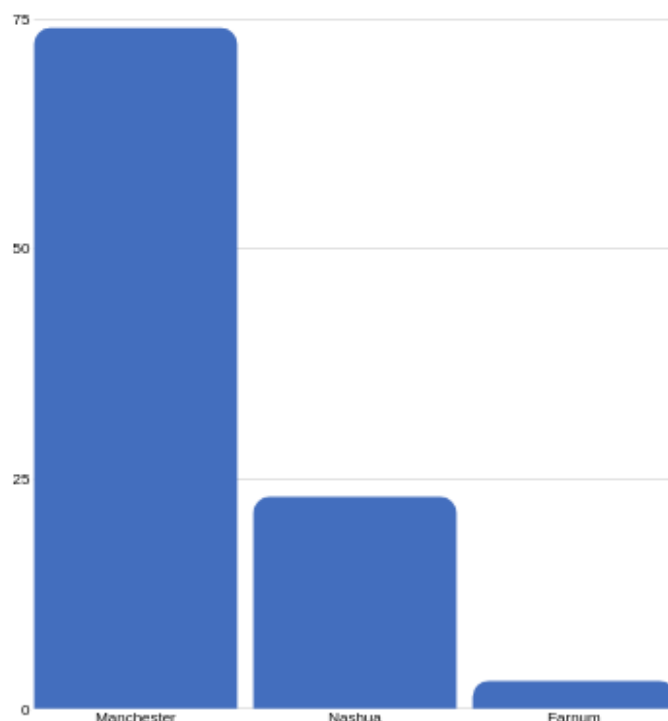
Elizabeth & Eric Zuroppski, Priscilla Ledoux, Gayle & Paul Ropp, Oleonda Jameson Trust, Julie Introcaso, Billings Trust, Brenda French, Carol Derosia, Muriel Maynard, Steven Vuture, Donna Roy, Donna Archambeault, Deborah Donlick, Brian Bovyn, Jeannine Plante, Simone McKeon, Jan Sippel, Joan Doty, Karen Bessette, Elizabeth Coville, Lucy Edwards, Jan Donahue, Tara & Russell Silverman, Mary Ann Pantedosi, Steven Friedman & John Paduchak.

TREATMENTS GIVEN IN 2018

*at MAS Manchester, Nashua &
off-site facilities*

24,040

TOTAL NUMBER OF INDIVIDUAL
ACUPUNCTURE TREATMENTS
GIVEN IN 2018



Words From MAS Patients

Jill G. - Excellent treatment, caring professionals, super-convenient and you pay what you can, no questions asked. It is a wonderful community resource.

Kathleen H. - Hands down the best thing Manchester has to offer.

LKJ - I'm very satisfied with the studio's great blend of professionalism and personable-ness. Very attentive, knowledgeable staff. Even though there are likely many other people enjoying acupuncture in the same room, the staff are well-organized, no-stress, and attuned to each special customer. The acupuncture itself is highly relaxing and anxiety/stress-relieving. Come prepared to take the best nap you've had in a while.

Scott B. - I was apprehensive of the idea of a shared treatment space but ... the team made it very calming and easy. Now I actually enjoy seeing the other patients. Everyone keeps to themselves but it is good to know that there are others going through the same issues as you.

Lisa B. - I'm so glad I found out about this place. I have only been going for a couple of months now and my stress has been reduced, migraines are gone and feeling like a new person.

Christine H. - I can knit again! Thanks to the whole staff for their attention and care.

Kevin G. - Wonderful people. Wonderful practice. Great experience. Do not hesitate to try acupuncture here, you won't regret it. We are from out of the area and normally get treated elsewhere, but will stop for acupuncture here any time we are close by.

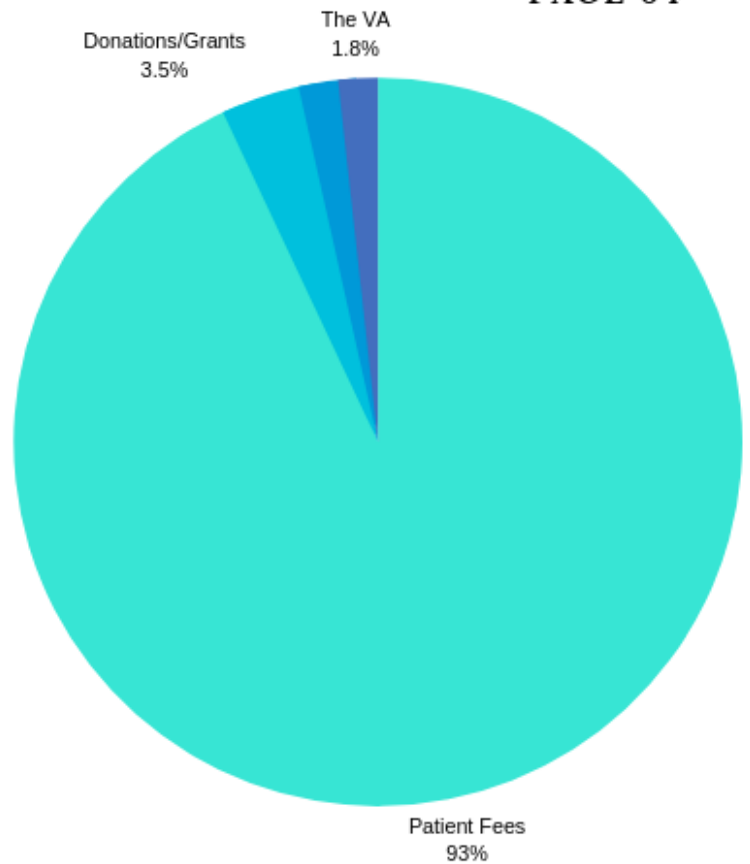
2018 INCOME & EXPENSES

\$414,000

TOTAL INCOME

Income includes patient fees, payment for services through the Veteran's Administration and Easter Seal's Farnum Center, a Manchester-based drug and alcohol rehabilitation facility.

This also includes all donations and grants offered in 2018; the first year we've invited both.



\$402,000

TOTAL EXPENSES

Like most community acupuncture businesses, MAS' largest expense remains capable and licensed labor. This past year found necessary legal expenses expanding, while credit card processing costs reduced from 2017.

