

**THE MEDICAL LETTER, INC.**  
**FINANCIAL STATEMENTS**  
**YEARS ENDED JUNE 30, 2023 AND 2022**

**THE MEDICAL LETTER, INC.**  
**STATEMENTS OF FINANCIAL POSITION**

| <b><u>ASSETS</u></b>                                                                                              | <b>June 30,</b>     |                     |
|-------------------------------------------------------------------------------------------------------------------|---------------------|---------------------|
|                                                                                                                   | <b>2023</b>         | <b>2022</b>         |
| <b>Current assets:</b>                                                                                            |                     |                     |
| Cash                                                                                                              | \$ 1,155,886        | \$ 1,252,733        |
| Investments                                                                                                       | 2,139,211           | 2,063,353           |
| Subscriptions and other receivables (less allowance for doubtful accounts of \$2,000 in 2023 and 2022)            | 22,268              | 35,369              |
| Royalties receivable                                                                                              | 7,759               | 8,749               |
| Prepaid expenses and other                                                                                        | 74,739              | 59,869              |
| <b>Total current assets - unrestricted</b>                                                                        | <b>3,399,863</b>    | <b>3,420,073</b>    |
| <b>Property and equipment</b> (at cost, less accumulated depreciation of \$361,921 in 2023 and \$356,890 in 2022) | <b>6,427</b>        | <b>11,458</b>       |
| <b>Right-of-use asset</b>                                                                                         | <b>281,466</b>      | <b>-</b>            |
| <b>Other assets</b>                                                                                               | <b>775,063</b>      | <b>762,715</b>      |
| <b>TOTAL UNRESTRICTED ASSETS</b>                                                                                  | <b>\$ 4,462,819</b> | <b>\$ 4,194,246</b> |
| <b><u>LIABILITIES</u></b>                                                                                         |                     |                     |
| <b>Current liabilities:</b>                                                                                       |                     |                     |
| Accounts payable                                                                                                  | \$ 109,154          | \$ 57,272           |
| Operating lease liability                                                                                         | 148,740             | 3,589               |
| Accrued liabilities                                                                                               | 140,484             | 107,823             |
| Unearned subscription revenue                                                                                     | 2,983,688           | 3,114,638           |
| <b>Total current liabilities</b>                                                                                  | <b>3,382,066</b>    | <b>3,283,322</b>    |
| <b>Operating lease liability</b>                                                                                  | <b>140,639</b>      | <b>20,350</b>       |
| <b>Total liabilities</b>                                                                                          | <b>3,522,705</b>    | <b>3,303,672</b>    |
| <b>Commitments and Contingency</b>                                                                                |                     |                     |
| <b><u>NET ASSETS</u></b>                                                                                          |                     |                     |
| <b>Without donor restrictions:</b>                                                                                |                     |                     |
| Designated by board                                                                                               | 300,000             | 300,000             |
| Undesignated                                                                                                      | 640,114             | 590,574             |
| <b>Total net assets without donor restrictions</b>                                                                | <b>940,114</b>      | <b>890,574</b>      |
| <b>TOTAL LIABILITIES AND NET ASSETS</b>                                                                           | <b>\$ 4,462,819</b> | <b>\$ 4,194,246</b> |

See accompanying notes

**THE MEDICAL LETTER, INC.  
STATEMENTS OF ACTIVITIES**

|                                                              | <b>Year Ended<br/>June 30,</b> |                     |
|--------------------------------------------------------------|--------------------------------|---------------------|
|                                                              | <b>2023</b>                    | <b>2022</b>         |
| <b>Revenue:</b>                                              |                                |                     |
| Subscriptions, handbooks and royalties                       | <b>\$ 4,234,183</b>            | <b>\$ 4,434,023</b> |
| Investment income (loss)                                     | <b>83,290</b>                  | <b>(196,171)</b>    |
| Other income                                                 | <b>98,426</b>                  | <b>88,629</b>       |
| <b>Total revenue</b>                                         | <b>4,415,899</b>               | <b>4,326,481</b>    |
| <b>Expenses:</b>                                             |                                |                     |
| Program services                                             | <b>3,840,935</b>               | <b>3,755,881</b>    |
| General and administrative expenses                          | <b>525,424</b>                 | <b>531,790</b>      |
| <b>Total expenses</b>                                        | <b>4,366,359</b>               | <b>4,287,671</b>    |
| <b>Net increase in net assets without donor restrictions</b> | <b>49,540</b>                  | <b>38,810</b>       |
| <b>Net assets without donor restrictions - July 1</b>        | <b>890,574</b>                 | <b>851,764</b>      |
| <b>NET ASSETS WITHOUT DONOR<br/>RESTRICTIONS - JUNE 30</b>   | <b>\$ 940,114</b>              | <b>\$ 890,574</b>   |

See accompanying notes