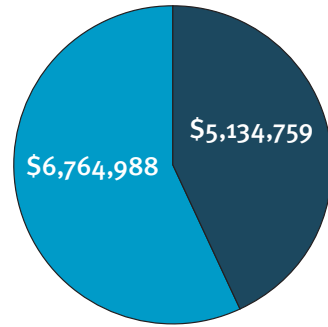


Financials

Whitman-Walker Health finished 2011 in a strong financial position. For the second consecutive year, Whitman-Walker produced an operating gain. For 2011, the gain was approximately \$2.35 million, a 10 percent gain on approximately \$26 million in revenue. Since 2007, Whitman-Walker has seen a nearly \$6.3 million turnaround.

ASSETS

| | |
|---------------------------|-------------------|
| Current assets | \$ |
| Current/Other assets | 5,134,759 |
| Property & equipment, net | 6,764,998 |
| Total assets | 11,899,757 |



LIABILITIES

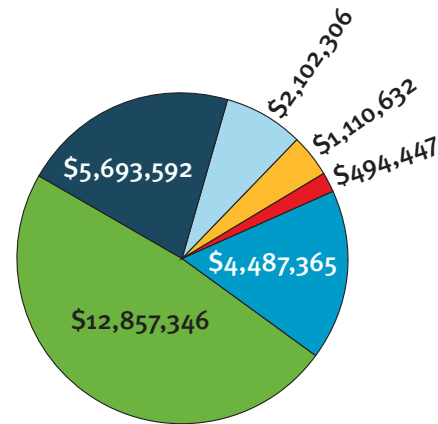
| | |
|--------------------------|------------------|
| Current liabilities | 3,301,648 |
| Long-term liabilities | 268,872 |
| Total liabilities | 3,570,520 |

NET ASSETS

| | |
|--------------------------------|------------|
| Total net assets | 8,329,237 |
| Total liabilities & net assets | 11,899,757 |

REVENUE

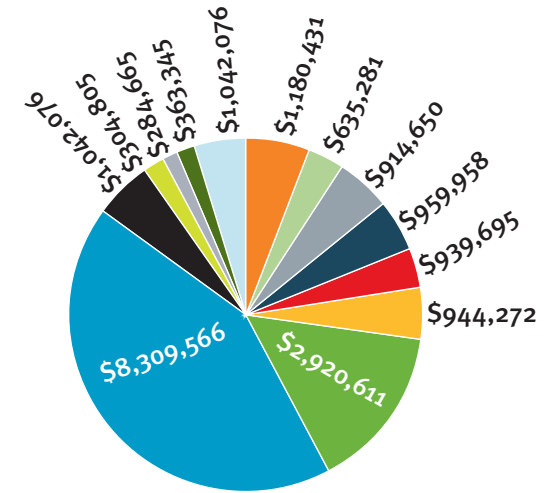
| | |
|---|-------------------|
| Contracts & grants | 5,693,592 |
| Contributions/Program donations less fees | 2,102,306 |
| Special events | 1,110,632 |
| Less cost of direct donor benefits | (60,237) |
| CFC/United Way | 494,447 |
| Medicaid, third party payments & other, net | 4,487,365 |
| Other revenue | 12,857,346 |
| Total revenue | 26,685,451 |



EXPENSES

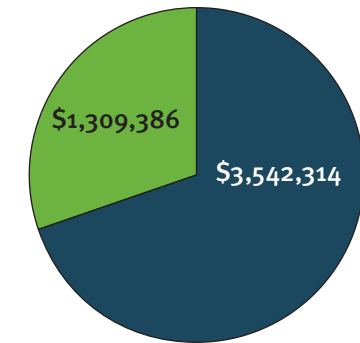
Program services

| | |
|-------------------------------|-------------------|
| Clinic Operations | 1,042,076 |
| Public Benefits | 363,345 |
| Dental Health | 635,281 |
| Medical Services | 2,920,611 |
| Medical Adherence | 944,272 |
| STD Services | 304,805 |
| Community Health | 687,729 |
| Behavioral/Mental Health | 1,180,431 |
| Addictions/Substance Abuse | 284,665 |
| Day Treatment | 914,650 |
| Research | 939,695 |
| Legal Services | 959,958 |
| Pharmacy | 8,309,566 |
| Total program services | 19,487,084 |



Support services

| | |
|-------------------------------|-------------------|
| Management & general | 3,542,314 |
| Development | 1,309,386 |
| Total support services | 4,851,700 |
| Total expenses | 24,338,784 |



| | |
|---------------------------------------|-----------|
| Changes in net assets from operations | 2,346,667 |
| Net assets at beginning of year | 5,982,570 |
| Net assets at end of year | 8,329,237 |