OUR TOWER OF STRENGTH

450,000 Supporters
73,000 Online Actions
72,000 Facebook Fans
195,000 YouTube Views
317,000 Online Advocates
300 Storyteller Advocates

Revenue Totaling $13.5 Million
Top Ratings From 5 Charity Groups
Over $1.5 Million in Donated Pro Bono Hours
50 States With 6,000 Grassroots Volunteers
3,600 Donors Who Gave More Than $250 Yearly
113 Local Compassion & Choices Action Teams Across the Country
MESSAGE FROM THE CEO

Dear Friends,

On February 1, I was honored and humbled to succeed Barbara Coombs Lee as CEO of this extraordinary organization. For two decades, Barbara steered Compassion & Choices with wisdom, grace and fortitude, growing it from a nascent organization with a bold vision into a national catalyst of profound change.

Today, we stand strong with more than $13.5 million in annual revenue, 450,000 supporters and volunteers in every state. During FY18, our formidable size proved essential against opponents who worked relentlessly to slow us down, drain our resources, impede our staff and discourage our supporters. Driven by a noble and humane objective, we prevailed at every turn.

Yet our success did not stem from our size alone. It arose from the tremendous RESILIENCE and RESOLVE of our amazing network — staff, volunteers, donors, allies and supporters alike, united in common values and purpose.

Those qualities were evident in Hawai‘i, where 20 years of tenacity, hard work and unflagging belief in the rightness of our cause overcame multiple obstacles to bring the option of medical aid in dying to the people of the state.

They were evident in Washington, D.C., where opponents sought to make the D.C. Death with Dignity Act all but meaningless through burdensome regulations and congressional overreach.

And they were especially evident in California, where opponents vowed to invalidate the End of Life Option Act. Though they achieved a handful of procedural victories, they were no match for the resilience and resolve of this network.

As I look to the future, I am clear-eyed, yet optimistic. I see that, despite their persistent failures, our opponents will keep fighting, raising money, bringing more lawsuits, proposing destructive legislation, and looking for any way possible to stop or roll back our progress.

But I see beyond that, as well. With a diverse and growing majority of Americans clamoring to change our country’s outmoded approach to end-of-life care, we are on the brink of creating a seismic shift similar to the transformation in childbirth decades ago. We too will realize a transfer of power from the medical system to the individual, one that will eventually result in realizing the vision set forth in our newly adopted strategic plan:

A society that affirms life and accepts the inevitability of death, embraces expanded options for compassionate dying, and empowers everyone to choose end-of-life care that reflects their values, priorities, and beliefs.

So let me close by saying, simply, thank you. Thank you for your resilience and resolve. And thank you for trusting me to serve as your partner in realizing a world that embraces compassion, autonomy and dignity until our very last breath. I can think of no greater opportunity or honor.

With deep gratitude,

Kim Callinan
Chief Executive Officer
Compassion & Choices has been an invaluable community partner in helping to educate Hawai‘i residents about the importance of this end-of-life care option, and we look forward to working together to implement the Our Care, Our Choice Act, so that eligible individuals have access to the law and the ability to die peacefully as they choose.”

– Representative Della Au Belatti, Hawai‘i House of Representatives, District 24 (Makiki, Tantalus, Papakolea, McCully, Pawaa, Manoa)

“I am eternally grateful to Compassion & Choices for defending my husband’s preferences for end-of-life care after doctors said he would not recover from his persistent vegetative state and for funding my case. Winning it should help ensure that other people can die peacefully, not subjecting them to needless tests and treatments.”

– Ana Romero, Compassion & Choices legal client
The **IMPACT** of Your Investment

**Expanding End-of-Life Liberty**

After 20 years of persistent efforts by Compassion & Choices and local advocates, Hawai’i joined seven other U.S. jurisdictions in authorizing medical aid in dying. Within a week of the Our Care, Our Choice Act’s signing in March, we launched the Hawai’i Access Campaign to ensure all Hawai’i residents and healthcare professionals have the information they need to successfully navigate and apply the law when it goes into effect on January 1, 2019. Meanwhile, in 22 other states, Compassion & Choices organized public education efforts and advanced medical aid-in-dying legislation.

We won a landmark “Terri Schiavo-like” court case in California, defending the spousal healthcare surrogacy rights of Ana Romero. Ana’s ability to honor her husband’s stated wishes was challenged by Juan Fernando Romero’s sister with support from Life Legal Defense Foundation. The judge agreed with us that Ana’s rights were abundantly clear under the California Health Care Decisions Law.

We continue to create a culture within medicine that accepts the patient’s voice in end-of-life care. Through our Access Campaigns, we inspired an additional 44 health systems and 230 healthcare facilities to adopt supportive policies, and 302 physicians to prescribe in authorized states.

Furthermore, our Doctors for Dignity program continued its transformational efforts to reduce opposition to medical aid in dying within the medical profession. The Massachusetts Medical Society became the 10th state entity to shift its official policy from opposed. Supporters blocked efforts by the American Medical Association Council on Ethical and Judicial Affairs to reaffirm the AMA’s longtime opposition. And we celebrated the American Academy of Neurology’s move toward neutrality.
I am fortunate to work with Compassion & Choices and get to know such a committed, compassionate and determined group of people. I have always been very active as a journalist and an artist ... But becoming an advocate for medical aid in dying has given me a sense of purpose that I wouldn’t have right now. It would not have happened without Compassion & Choices.”

– Mary Klein, terminally ill Compassion & Choices volunteer supporter in Washington, D.C., said on Apr. 5, four months before she died on Aug. 7, 2018

Californians like me breathed a sigh of relief when we learned that a suspended healthcare law had been reinstated that gives us the option to end our needless suffering and die peacefully. It was wonderful to find such a perfect team and organization to help me have a voice and possibly make a difference. I wish you guys the best in this cause.”

– Christine Whaley, terminally ill Compassion & Choices volunteer supporter in San Luis Obispo, California, said on Aug. 24, 2018, the day before she utilized the California End of Life Option Act
Defending Our Progress and Ensuring Access

Our successful efforts to exclude the Harris Amendment — designed to overturn and defund the D.C. Death with Dignity Act — from the federal appropriations process included hosting a Capitol Hill briefing and meeting with more than 65 congressional offices from 30 states. Following our victory over this harmful amendment and other attempts by Congress to override the wishes of District of Columbia residents, we turned our attention to securing access to the year-old law.

We launched a Week of Compassion in Washington, D.C., to raise awareness of needlessly burdensome regulations to patient and physician participation in the law, sparking a significant and reasonable streamlining of the regulatory process created by the department of health. As a result, doctors are now prescribing, and several health systems have adopted supportive policies.

Within one week of a Riverside County judge’s reckless ruling to invalidate the California End of Life Option Act, we filed a motion with the judge to vacate (cancel) the decision. When he rejected our motion, we immediately filed a notice of appeal with the appellate court on behalf of two terminally ill patients and a doctor. Our actions resulted in the law’s reinstatement — potentially for the duration of the cynical and unpopular lawsuit to repeal the law.

That court victory came on the heels of Compassion & Choices’ successful defense of the California law when opponents of medical aid in dying sought to bring legislation to increase the reporting requirements, making it more difficult for dying Californians to access this option. The additional reporting requirements would have significantly discouraged doctors from practicing medical aid in dying. We also beat back similar legislative attempts to weaken laws or restrict access in Colorado and Vermont.

We also rallied supporters to submit comments on proposed federal regulations that would empower a division of the U.S. Department of Health and Human Services to facilitate physicians’ ability to impose religious beliefs on their patients by denying information and access to lawful end-of-life care options. More than 2,400 people acted on our email request to submit comments.
# BUILDING From the Ground Up

For more than 30 years, Compassion & Choices has invested wisely and heavily in organizing and building grassroots support for end-of-life liberty. In 2018, these efforts reached full fruition when our network of volunteer leaders pushed the movement forward in almost every state! Some 113 of these amazing volunteer leaders have stepped up to lead their local and statewide Compassion & Choices Action Teams.

Their efforts run the gamut and are geared specifically to the unique legal and political climate within their state. In some, movement leaders raise awareness about end-of-life issues or promote our Truth in Treatment® patient empowerment tools. In others, they promote legislation to authorize medical aid in dying or serve as plaintiffs in litigation to expand patient rights.

In authorized states, volunteer leaders and staff ensure that laws are implemented successfully and defended from constant attacks by opponents to limit access or insert additional regulatory burdens. Their efforts do nothing to improve the careful safeguards embedded in each statute, but instead are designed to limit dying people’s access to the law or discourage doctors from practicing medical aid in dying. In so doing, we play a critical role in ensuring that medical aid in dying becomes a secure and permanent fixture in our medical landscapes.

In fiscal year 2018, using our comprehensive, multilingual and high-impact training, tools and resources, our local volunteer leaders and Compassion & Choices staff collectively ...
All 50 states have Compassion & Choices Volunteers leading a coast-to-coast effort to advance end-of-life options.
LIFTING the Voices of Storytellers and Advocates

The heart and soul of our movement are the brave, big-hearted individuals and their families who give so much of themselves to advance our cause — even when their own time is more precious than ever.

In the spirit of Brittany Maynard and her husband, Dan Diaz, more than 300 people put their trust in Compassion & Choices to bring their stories of struggle and optimism in the face of terminal illness to the wider public. Their courageous willingness to put a human face on the failures of our healthcare system to adequately support and empower patients confronting a terminal illness changes hearts and minds in astonishing ways.

Maria Otero
Albuquerque, NM
Co-founder, Nuestra Salud; Compassion & Choices storyteller; member of our Latino Leadership Council and Strategic Impact Committee

Maria’s testimony helped persuade the Albuquerque City Council to unanimously support a medical aid-in-dying law drafted by Compassion & Choices in her state. Maria also published a high profile op-ed in the Albuquerque Journal.

“My suegro (father-in-law), Pablo, was diagnosed with an aggressive cancer in February. He died a month later after extreme suffering. A devout Catholic, he was grounded in his faith to the last, but he wanted to die peacefully without needless suffering. ‘This is not living,’ he said to me. ‘Please give me something to stop the pain and end my suffering.’”

John Radcliffe
Honolulu, HI
Retired lobbyist, diagnosed with terminal stage 4 colon and liver cancer; Compassion & Choices campaigner, storyteller and plaintiff in our Hawai’i lawsuit

One of the most visible advocates for Hawai’i’s Our Care, Our Choice Act, John testified before the legislature and told his story — which includes 66 rounds of chemotherapy — before legislative panels and the media. When the law passed in March, he was its most prominent public face.

“I am grateful that I have lived to see this day. I, along with the overwhelming majority of people in Hawai’i, want this end-of-life care option to ensure I do not have to suffer needlessly in my last months, weeks or days of life.”
Debra Dunn
Paramus, NJ
Nurse who lost her husband to pancreatic cancer; Compassion & Choices campaigner and storyteller

Debra’s testimony as a grieving widow and credibility as a healthcare professional helped persuade a key New Jersey state assembly committee to pass the Aid in Dying for the Terminally Ill Act, bringing her state closer to enacting this broadly supported law.

“I know my husband was with me in spirit today as I advocated for others to seek passage of the medical aid-in-dying bill so that other terminally ill New Jerseyans can have peace of mind knowing they can die on their own terms, should their suffering become unbearable.”

Myra Shulman
Ithaca, NY
Retired Cornell University researcher; Compassion & Choices campaigner and storyteller

Myra’s mother was one of the first people to use the California End of Life Option Act after it took effect in 2017. Her testimony before the New York State Legislature moved our medical aid-in-dying bill many steps forward in our long-term campaign to win.

“When the time came, [my mother] lay on her own bed, in her own home, with her daughters at her side holding her — and swallowed the life-ending prescription. Within a few minutes, she slipped gently into unconsciousness. For the following five hours my sister and I, and our husbands, were at her side.”

Gene Hughes
Utica, NY
Disability rights advocate; member of the Compassion & Choices Strategic Impact Committee

Gene’s longstanding support to secure complete agency for people with disabilities throughout their lifetimes has helped overcome persistent and false claims that medical aid in dying is somehow a threat to people with disabilities.

“‘I’ve spent 30 years advocating for individuals with disabilities and our right to make choices in life. I hope I won’t have to devote that much time advocating for our right to end-of-life choice. I and others living with disabilities deserve to make our own decisions about dying as we do about the lives we live.’”

Shawn Perry
Washington, D.C.
Advocate for senior citizens; member of the Compassion & Choices African American Leadership Council

Shawn is dedicated to sharing issues, programs, services, tools and resources, including end-of-life care options that improve and impact the quality of life for the elderly through his radio show, The Senior Zone.

“How do we start the conversations, and how do we prepare for death? Wills, power of attorney, advance directives ... begin to put these paths in place. We are grateful to be partnering with Compassion & Choices to support and encourage individuals, families and caregivers to navigate some of life’s most important decisions.”
Compassion & Choices continues to provide key resources for our National Capital Baptist Convention ministers and the communities we serve. The toolkits help foster these difficult discussions while also empowering us all to make informed end-of-life decisions.”

– Reverend Charles W. McNeill Jr., President, National Capital Baptist Convention and Senior Pastor at Unity Baptist Church in Washington, D.C.

“Every day, the National Hispanic Council on Aging works to improve the lives of older Hispanic adults, their families and their caregivers. That is why we joined Compassion & Choices — to help educate our members about the tools needed to manage their end-of-life care.”

– Dr. Yanira Cruz, President and Chief Executive Officer, National Hispanic Council on Aging
EXPANDING Partnerships

Throughout fiscal year 2018, we expanded and engaged a diverse array of constituents. Most notably, we formed a Latino Leadership Council and African American Leadership Council, each with more than a dozen members, including activists, advocates, chief executive officers, physicians and religious leaders from prominent organizations throughout the United States. We also expanded efforts with faith leaders, including releasing a letter to Congress signed by 59 diverse religious leaders from more than 20 states and denominations pressing members to support medical aid in dying and to oppose H.Con.Res.80, a resolution that condemns the legalization of medical aid in dying, and the Harris Amendment to repeal the D.C. law.

Highlights

» Compassion & Choices secured endorsements for medical aid in dying from the National Hispanic Council on Aging, the Latino Commission on AIDS and the Hispanic Health Network. We announced the endorsements at a Valentine’s Day event of Love, Compassion & Faith in New York and held a similar event in Colorado.

» After a superior court justice invalidated the California End of Life Option Act, Compassion & Choices launched a video and social media campaign featuring Latino Leadership Council members Mauricio Ochmann and Dolores Huerta.

» During the Compassion & Choices African American Leadership Council lobby day, the council advocated on Capitol Hill for end-of-life choice to members of the Congressional Black Caucus.

» Compassion & Choices staff presented or exhibited at several national conferences this past summer, including: National Black Nurses Association, National Newspaper Publishers Association, NAACP, National Urban League and African American Mayors Association. These and other events provided the opportunity to expand end-of-life discussions with African Americans to include advance care planning and the importance of making informed healthcare decisions.

SERVING as Thought Leaders

With more than three decades of leadership on patient rights and expanding and improving healthcare options at life’s end, Compassion & Choices was again the go-to source of authoritative information, comment, perspective and stories about end-of-life care options.

Our media team facilitated more than 816 news articles reaching millions of readers. Our leaders are regularly featured in the news media, invited to present at conferences, and write commentaries or reports related to end-of-life care and choice. These collective efforts result in greater awareness of end-of-life options among policymakers, the media and the public; help to debunk common myths; and de-stigmatize the practice of medical aid in dying. Ultimately, these efforts result in a growing recognition that medical aid in dying is a key element of patient-directed care.

Dozens of Compassion & Choices staff and board members are pounding the pavement, creating a steady drumbeat of media coverage and bringing the topic into the homes of Americans. To see the contributions our staff made this year, visit CompassionAndChoices.org/news.

CEO Kim Callinan wrote nine op-eds on a range of topics related to end-of-life choice, appeared in 276 media stories and spoke at dozens of events, including the closing panel of the National Academies of Sciences, Engineering, and Medicine’s two-day workshop entitled “Physician-Assisted Death: Scanning the Landscape,” and at a packed congressional briefing on medical aid in dying. She also spoke passionately at our D.C. Week of Compassion and New York Love, Compassion & Faith news conferences.

Chief Legal Advocacy Officer Kevin Díaz became the go-to spokesperson to clarify matters of law on an array of end-of-life liberty issues and lawsuits, resulting in more than 306 media stories. Kevin and his team have been instrumental in fighting efforts to invalidate the California End of Life Option Act.
National Director of Policy and Programs Kat West used her expertise in the healthcare laws around the country to testify about the passage of the Hawai‘i law and at the first annual California hearing, and appeared in more than 268 media stories demonstrating how to effectively practice medical aid in dying.

National Constituency Director Brandi Alexander is a sought-after speaker and author about African Americans and end-of-life care. In September 2017, she spoke at the annual Congressional Black Caucus legislative briefing, and in April she spoke at the Black Women’s Health and Wellness panel during the African American Mayors Association Annual Conference.

As a practicing physician in Oregon for 30 years, Dr. David Grube provides relevant clinical experience on medical aid in dying to lawmakers, healthcare providers and the media. This past year, he testified at two hearings, conducted dozens of media interviews, authored a half dozen letters to the editor and spoke at numerous conferences, including debating medical aid in dying at the American Nurses Association meeting.

New York and New Jersey Campaign Director Corinne Carey traveled throughout both states to elevate the issue of end-of-life options among lawmakers, the media, medical societies and the public, speaking at dozens of engagements and appearing in more than 55 news articles.
The pace at which we are advancing end-of-life choice is accelerating. In the past three years, we doubled the number of jurisdictions where medical aid in dying is authorized from four to eight. The first four states took 20 years. Now that’s progress! The Compassion & Choices board of directors decided to accelerate the development of our new strategic plan by one year.

So we embarked on an inclusive and collaborative strategic planning process that capitalized on the skills and talents of our increasingly motivated supporters, whose numbers are growing. We formed a demographically and professionally diverse strategic impact committee, tapped into our African American and Latino leadership councils, conducted a nationwide listening tour and fielded two long-form surveys of our network.

In all, thousands eagerly participated in the development of a bold new vision for the future of end-of-life choice and care. Our strategic plan asserts a sharpened vision, an inspiring mission and avowedly big objectives that are entirely realistic — if we raise the resources necessary to fully fund our efforts.

The Vision
A society that affirms life and accepts the inevitability of death, embraces expanded options for compassionate dying, and empowers everyone to choose end-of-life care that reflects their values, priorities, and beliefs.

Our Mission
Compassion & Choices improves care, expands options and empowers everyone to chart their end-of-life journey.

The Strategies
Educate / Empower / Advocate / Defend

The Objectives
» Within 10 years, ensure that half the U.S. population is authorized and can access medical aid in dying.

» Establish a culture within medicine to reduce the flood of unwanted and uninformed medical treatment that is foisted upon people with dementia, so they suffer less and die more peacefully.

» Continue to grow the diversity of the movement in race, religion, party affiliation and age.
California’s medical aid-in-dying law allows me to minister to the final, most sacred needs of my congregation. Participating in Compassion & Choices’ collaborative, visionary strategic planning process inspired me to join its board of directors to take this blessing nationwide.”

– Reverend Madison T. Shockley II, Pastor, Pilgrim United Church of Christ, Carlsbad, California; joined Compassion & Choices board in FY19
# Combined Statement of Financial Position

**JUNE 30, 2018**

## Assets

### Current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents:</td>
<td></td>
</tr>
<tr>
<td>Operating</td>
<td>1,440,865</td>
</tr>
<tr>
<td>Investments</td>
<td>1,416,320</td>
</tr>
<tr>
<td>Pledges receivable-current portion</td>
<td>1,592,500</td>
</tr>
<tr>
<td>Investments</td>
<td>11,693,055</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>193,979</td>
</tr>
<tr>
<td>Beneficial interest in charitable remainder trusts</td>
<td>73,573</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>16,410,292</strong></td>
</tr>
</tbody>
</table>

### Property, Equipment and Improvements, at Cost

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture, fixtures and equipment</td>
<td>377,683</td>
</tr>
<tr>
<td>Leasehold improvements</td>
<td>34,117</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>411,800</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less accumulated depreciation and amortization</td>
<td>360,396</td>
</tr>
<tr>
<td><strong>Total property, equipment and improvements</strong></td>
<td><strong>51,404</strong></td>
</tr>
</tbody>
</table>

### Other Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pledges receivable net of current portion</td>
<td>422,500</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>12,097</td>
</tr>
<tr>
<td>Deposits</td>
<td>31,797</td>
</tr>
<tr>
<td><strong>Total other assets</strong></td>
<td><strong>466,394</strong></td>
</tr>
</tbody>
</table>

**Total Assets**                                        **16,928,090**

## Liabilities and Net Assets

### Current Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>305,076</td>
</tr>
<tr>
<td>Accrued payroll and vacation</td>
<td>561,267</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>866,343</strong></td>
</tr>
</tbody>
</table>

### Long-Term Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gift annuity payments due</td>
<td>415,944</td>
</tr>
<tr>
<td><strong>Total long-term liabilities</strong></td>
<td><strong>415,944</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities**                                    **1,282,287**

### Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted:</td>
<td></td>
</tr>
<tr>
<td>Operating</td>
<td>15,045,907</td>
</tr>
<tr>
<td>Net investment in property, equipment and improvements</td>
<td>51,404</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>548,492</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td><strong>15,645,803</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities and Net Assets**                     **16,928,090**
COMBINED STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS*

FOR THE YEAR ENDED JUNE 30, 2018

Revenue and Other Support

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conferences and events</td>
<td>--</td>
</tr>
<tr>
<td>Contributions</td>
<td>12,126,231</td>
</tr>
<tr>
<td>Membership fees</td>
<td>110,784</td>
</tr>
<tr>
<td>Foundation revenue</td>
<td>292,000</td>
</tr>
<tr>
<td>Investment income, net of expenses</td>
<td>167,198</td>
</tr>
<tr>
<td>Realized and unrealized gain on investments</td>
<td>267,755</td>
</tr>
<tr>
<td>Loss on sale of asset</td>
<td>(26,083)</td>
</tr>
<tr>
<td>Other income</td>
<td>637,148</td>
</tr>
<tr>
<td><strong>Total revenue and other support</strong></td>
<td><strong>13,575,033</strong></td>
</tr>
</tbody>
</table>

Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs</td>
<td>11,494,300</td>
</tr>
<tr>
<td>General and administrative</td>
<td>1,324,000</td>
</tr>
<tr>
<td>Fundraising</td>
<td>1,172,629</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>13,990,929</strong></td>
</tr>
</tbody>
</table>

Net Assets, Beginning

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total net assets, beginning</td>
<td>16,061,699</td>
</tr>
<tr>
<td><strong>NET ASSETS, ENDING</strong></td>
<td><strong>15,645,803</strong></td>
</tr>
</tbody>
</table>

ALL COSTS*

FOR THE YEAR ENDED JUNE 30, 2018

<table>
<thead>
<tr>
<th>Description</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Education</td>
<td>23%</td>
</tr>
<tr>
<td>Advocacy</td>
<td>30%</td>
</tr>
<tr>
<td>Legal and Litigation</td>
<td>15%</td>
</tr>
<tr>
<td>Policy and Access</td>
<td>10%</td>
</tr>
<tr>
<td>Administration</td>
<td>8%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>10%</td>
</tr>
<tr>
<td>Direct Lobbying</td>
<td>2%</td>
</tr>
<tr>
<td>End-of-Life Consultation</td>
<td>1%</td>
</tr>
<tr>
<td>Grassroots Lobbying</td>
<td>1%</td>
</tr>
</tbody>
</table>

* Compassion & Choices and Compassion & Choices Action Network
PROGRAM EXPENSES AND RATIOS*
FOR THE YEAR ENDED JUNE 30, 2018

This pie chart and table offer a detailed look at how Compassion & Choices’ expenses are distributed by program area.

<table>
<thead>
<tr>
<th>Program Area</th>
<th>Compassion &amp; Choices</th>
<th>Compassion &amp; Choices Action Network</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct Lobbying</td>
<td>240,913</td>
<td>30,916</td>
<td>271,829</td>
</tr>
<tr>
<td>Grassroots Lobbying</td>
<td>79,151</td>
<td>–</td>
<td>79,151</td>
</tr>
<tr>
<td>Legal and Litigation</td>
<td>2,049,827</td>
<td>–</td>
<td>2,049,827</td>
</tr>
<tr>
<td>Policy and Access</td>
<td>1,410,291</td>
<td>–</td>
<td>1,410,291</td>
</tr>
<tr>
<td>Advocacy</td>
<td>3,258,894</td>
<td>2,508</td>
<td>3,261,402</td>
</tr>
<tr>
<td>Public Education</td>
<td>4,210,206</td>
<td>47,916</td>
<td>4,258,122</td>
</tr>
<tr>
<td>End-of-Life Consultation</td>
<td>163,678</td>
<td>–</td>
<td>163,678</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>11,412,960</td>
<td>81,340</td>
<td>11,494,300</td>
</tr>
</tbody>
</table>

* Compassion & Choices and Compassion & Choices Action Network

This pie chart and table offer a detailed look at how Compassion & Choices' expenses are distributed by program area.
Thank you

Our success is made possible by a generous and dedicated corps of Compassion & Choices donors. We are deeply grateful to each and every supporter, whose gifts of any amount propel our movement forward and fund the work of Compassion & Choices and the Compassion & Choices Action Network. As we face another year of opportunity and challenge, we invite you to join or renew your place in our donor community. One-time gifts, monthly gifts, planned gifts and other expressions of your values make a profound difference. Thank you in advance for being part of next year’s successes.

“I am happy to contribute monthly to such an important mission and effective organization. Compassion & Choices has been successful in making this a reality in several states and is striving to authorize this humane and compassionate practice in more states.”
– Susan Woods, monthly giver, Legacy Circle member and activist

“From the beginning it just made sense. People should have control at the end of life. When Compassion & Choices succeeds, everyone will have access to medical aid in dying — people like Brittany Maynard should never have to relocate to find help. Unfortunately, creating this change is costly and requires unrelenting effort, which is why I support Compassion & Choices, and why others should too.”
– Margot Mazeau, longtime donor and charity gift annuity contributor

“Stewarding Your Resources Efficiently and Effectively

In 2018, Compassion & Choices earned a 4-star rating from Charity Navigator, America’s largest independent evaluator of charities, for the eighth straight year!

Only 3 percent of charities Charity Navigator evaluates receive at least eight consecutive 4-star evaluations.

RECOGNIZING OUR DONORS

““The right-to-die issue is very personal to me, with a mother who went blind and encountered very serious COPD breathing issues, and died at the age of 94 with absolutely no quality of life. This experience led me to see how valuable the Compassion & Choices initiatives are for all Americans.”
– Peter Wright, major donor and Legacy Circle member

“From the beginning it just made sense. People should have control at the end of life. When Compassion & Choices succeeds, everyone will have access to medical aid in dying — people like Brittany Maynard should never have to relocate to find help. Unfortunately, creating this change is costly and requires unrelenting effort, which is why I support Compassion & Choices, and why others should too.”
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Only 3 percent of charities Charity Navigator evaluates receive at least eight consecutive 4-star evaluations.
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The Deane Family Fund
Ms. Harriet Denison
Denver Foundation
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Daniel Deutsch Fund of the Oregon Community Foundation
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Jaren and Bruce Ducker
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Hut Family Fund
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