

MANCHESTER  
ACUPUNCTURE STUDIO

MANCHESTER &  
NASHUA, NH



# EXECUTIVE SUMMARY 2019

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DIRECTOR & L.A.C.



Manchester Acupuncture Studio 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 year we moved ahead, together.**

2019 gave us all a run for our money. Saying goodbye to dear friends, navigating unexpected staffing changes and one big clinic move were among the challenges MAS faced and moved through. Meanwhile, a terrific colleague moved East to work alongside us, and MAS - Nashua proved a strong stabilizing force, expanding its clinic schedule all the while.

Much of the first half of the year, outside of clinic-time, was spent searching and preparing for, and finally executing a relocation of MAS - Manchester in the early summer. Landing in the East Side Plaza on Hanover Street has afforded staff and clinic-goers alike access to adequate parking lacking during final years on Canal Street, along with a larger space allowing for us all to stretch out inside. We are quite grateful to now be thoroughly re-settled, with newer staff among us.

MAS - Nashua grew throughout this past year with incredible consistency and gusto. By year's end 30% of all treatments offered at MAS were performed here, adding up to an overall increase of 2500+ treatments over last year's totals. Read on for more end-of-year totals.

The MAS Board and Staff are especially grateful for our colleagues, patients, friends, family and donors whose support we leaned on this past year. MAS remains vital but for your work, shared resources and decisions to get treated in our chairs. Onward!



Thank you so very much to all who donated time, talents and resources in 2019. The clinic spaces are made more warm & personal with the inclusion of your art, your comfortable recliners and your green plants passed on to all who visit the clinics. Our doors are now open on Hanover Street because of your remarkably generous financial support.

Elizabeth & Eric Zuroppski, Nancy Berry & Bill Fine, Charlotte Ashburner, Sally Morgan, Jo Lemery, Sandy Pugsley, Jim Lombardi, Andy Levy, Ben Baroody, Acu-Market, Dave DiPinto, Kathy & Arlene Gaffney, Terry Splaine, Karen Bryant, Cris Monteiro, Ed Epstein, Chuck Sullivan, Adam Genovese, Frank Buhl, Libby Collins, Ann Paris, Lucia & Ray Cote, Melissa Tiernan, Brenda Belliveau, Gayle & Paul Ropp, The Arthur Getz Trust, Brenda French, Carol Derosia, Donna Archambeault, George Furrow, Guy Lessard, Cheryl Taylor, Brian Hansen, Tricia & Dennis Hanson, Diane & Roger Desmarais, Colette Farland-Vogt and Richard, Jeannine Plante, Simone McKeon, Kaitlyn Llewellen, Steven Friedman, John Beard, Mike Skinner, Mary Taft, Nickie Wright, Barbara Howard, Pauline Marcq, Jeff Smarse, Lucy Edwards, Kristi Bouchard, Jennifer Woolf, Sylvia Lopez, Tara & Russell Silverman, Mary Ann Pantedosi & John Paduchak.

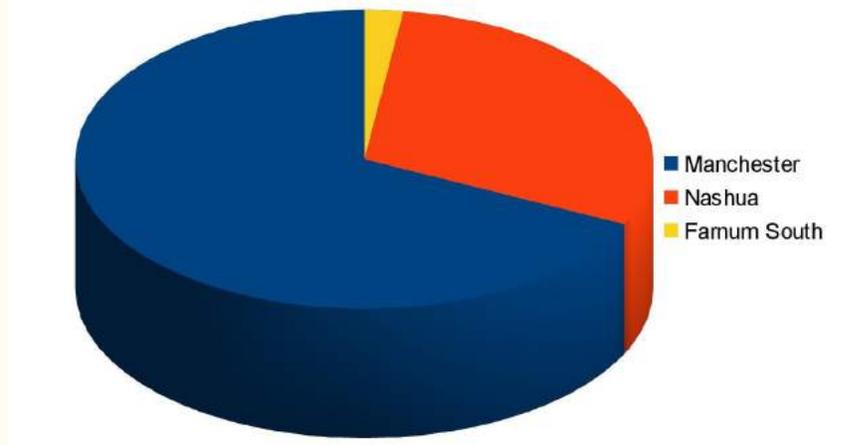


# TREATMENTS GIVEN, 2019

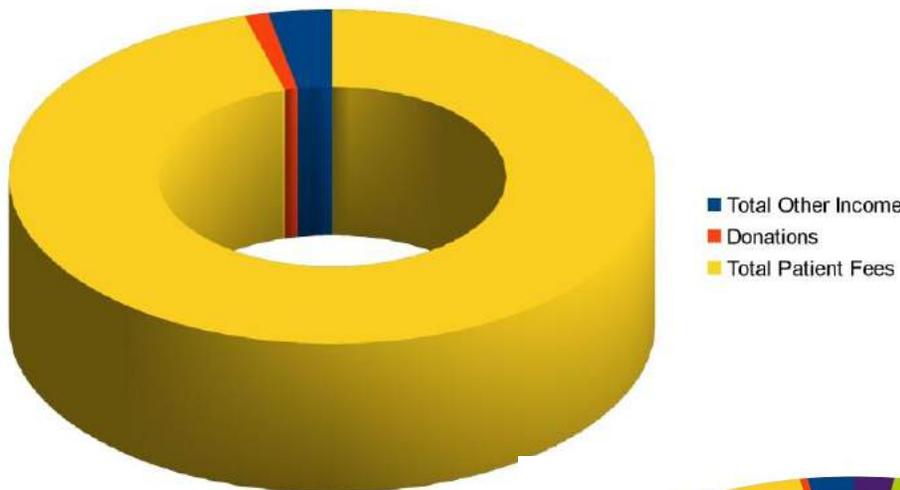
## 24,438

Total number of individual acupuncture treatments given in 2019, an increase of 1.6% over 2018

Manchester, 68%  
Nashua, 30%  
Farnum South, 2%



# INCOME & EXPENSES, 2019



## Total Income \$441,500

Includes patient fees, donations and grants received, as well as payments from the Veteran's Administration and Easter Seal's Farnum Center.

## Total Expenses \$448,600

MAS' largest expense remains capable and licensed labor. This past year legal expenses were paid in full from 2018's effort to vacate Canal Street, leading to expenses outweighing income.

