

The background image shows an acupuncture studio. In the foreground, there are several treatment tables covered with blue and green linens. In the background, a person is lying on a table. A sign on the wall reads "ACUPUNCTURE STUDIO" and "ACUPUNCTURE WHEN YOU NEED IT". There are also some blue seahorse decorations hanging from the ceiling.

EXECUTIVE SUMMARY 2020

Manchester Acupuncture Studio

MAS REMAINS RESILIENT THROUGH THE PANDEMIC

Unlike previous annual summaries that have trumpeted reliable budgetary and operational growth over thirteen consecutive years, this one will not.

Instead, this year the organization would like to celebrate the extraordinary social capital that kept MAS afloat through the pandemic in Manchester & Nashua.

Despite being closed for almost 1/3 of the year, and re-opening under necessary restrictions that reduced available capacity by 50%, both clinics remained viable, returning to operation when allowed to do so by the State of NH. The reason for this is largely due to three factors:

- 1) People returning to clinic to receive treatments.
- 2) Generous individual donations offered to support operations, and
- 3) Financial aid in the form of federal and state grants and loans.

Let me make no bones about this; if not for our patients and supporters, MAS would have had to cease operations in some manner.

On behalf of the Staff, The Board of Directors and myself, *thank you* for sticking together this past year.

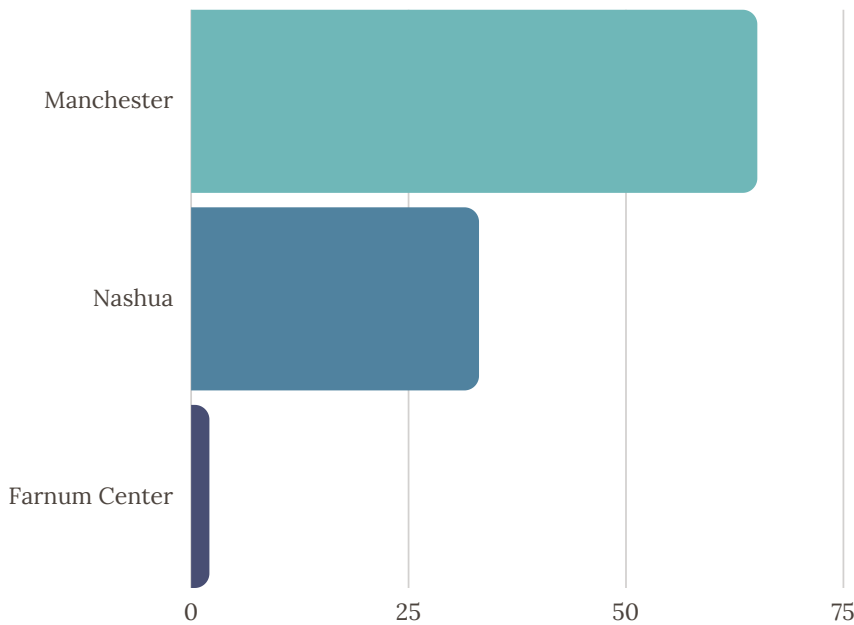
Onward!

- Andy Wegman, executive director & LAc.



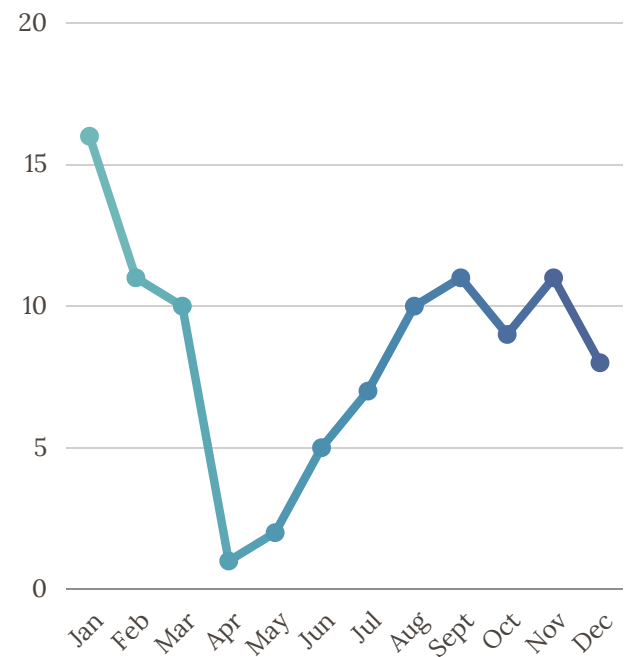
TREATMENTS BY LOCATION

PERCENTAGE *BY LOCATION* OUT OF A TOTAL OF 9748 INDIVIDUAL ACUPUNCTURE TREATMENTS PROVIDED IN 2020 BY MAS ACUPUNCTURISTS



REVENUE

PERCENTAGE *BY MONTH*, INCLUDING TREATMENT FEES, DONATIONS AND GOVERNMENT AID



60%

reduction in the number of treatments provided in 2020 vs 2019