2011 Annual Report
From the Executive Director

One of the many highlights of 2011 was STRAW + 10. The original landmark Stages of Reproductive Aging in Women (STRAW) was published in 2001. Now, 10 years later, The North American Menopause Society (NAMS) invited key organizations and experts from around the world to participate in a 2-day workshop to reassess and update the 2001 staging criteria. The workshop was supported by a grant from the National Institute on Aging and The Office of Research on Women’s Health and was held just prior to the NAMS 2011 Annual Meeting in Washington, DC. NAMS and the other participating organizations published the results of this workshop simultaneously in 2012.

Another significant effort in 2011 was the extensive update of our widely popular consumer booklet, The Menopause Guidebook. This project involved many experts from the Consumer Education Committee, members of the Board of Trustees, and the Central Office Staff. The resulting educational booklet was supported by a generous grant from Tara Allmen, MD, NCMP, and the Allmen Foundation.

Other important accomplishments this year included a highly successful Annual Meeting, sellout attendance at the Pre-Meeting Symposium, a growing NAMS membership, expanded publication of our journal Menopause to 12 issues per year, and delivery of our message to 60,000 readers through a new collaboration with The Female Patient.

I sincerely thank all of our members, generous donors and supporters, and our staff in the Central Office for making 2011 such an outstanding year.

Best regards,

Margery Gass, MD, NCMP
Executive Director
Our Mission

To promote the health and quality of life of all women during midlife and beyond through an understanding of menopause and healthy aging.

The NAMS Mission is being fulfilled through the work of dedicated health professionals from multiple disciplines who comprise the membership of the Society. At year-end 2011, our 1,968 members from 50 countries included primarily physicians (72%), with most being obstetrician-gynecologists or reproductive endocrinologists, followed by nurse practitioners (13%) and many other healthcare specialists and research scientists focused on the field of menopause.

Highlights of 2011

NAMS continued to serve as a unique forum where our members, including clinicians and research scientists, work together to translate the latest findings into clinical practice answers for their peers and the more than 45.6 million postmenopausal women in the United States alone. In 2011, many educational programs were initiated or expanded.

- The NAMS collaboration with *The Female Patient* published six articles for “Menopause Matters” with Patient Handouts in English and Spanish
- *Menopause*, the official journal of NAMS, completed its first year of monthly, not bimonthly, issues
- *The Role of Soy Isoflavones in Menopausal Health* was published in July in *Menopause*
- The 2012 Hormone Therapy Position Statement was submitted to *Menopause* for publication
- The STRAW + 10 Workshop report was submitted to *Menopause* for publication
- A full-color bookmark featuring the *NAMS Sexual Health Module* and website went on sale in the webstore
- The digital edition of *Menopause Practice: A Clinician’s Guide* was updated with the latest scientific research and guidelines
- The Mentor/Mentee Program fostered four new pairs of experts and young researchers
- NAMS followers on Twitter and Facebook continued to grow
Our Donors

NAMS extends its sincere appreciation to the following donors who have generously supported the NAMS Mission. You have touched the lives of many women. **NAMS is a $501(c)(3) nonprofit scientific organization.**

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Every attempt has been made to accurately list all supporters. Please accept our apologies for any errors or omissions and notify the NAMS Central Office so that we may correct our records.
Our Financial Performance

NAMS Statement of Activities

<table>
<thead>
<tr>
<th></th>
<th>For the year ended December 31, 2011</th>
<th>For the year ended December 31, 2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membership Fees</td>
<td>$440,663</td>
<td>$401,115</td>
</tr>
<tr>
<td>Contributions and Grants</td>
<td>1,881,404</td>
<td>1,123,427</td>
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<tr>
<td>Meeting Fees and Exhibits</td>
<td>802,186</td>
<td>856,548</td>
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<tr>
<td>Competency Exam Fees</td>
<td>90,500</td>
<td>65,625</td>
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<tr>
<td>Royalty Income</td>
<td>283,740</td>
<td>287,359</td>
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<tr>
<td>Sales of Educational Materials</td>
<td>99,723</td>
<td>70,597</td>
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<td>Investment/Interest Income</td>
<td>132,616</td>
<td>126,328</td>
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<tr>
<td>Net Realized and Unrealized Gains on Investments</td>
<td>(215,615)</td>
<td>244,238</td>
</tr>
<tr>
<td>Other</td>
<td>684,161</td>
<td>59,447</td>
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<tr>
<td><strong>Revenue and Support</strong></td>
<td><strong>$4,199,378</strong></td>
<td><strong>$3,234,684</strong></td>
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<tr>
<td>Membership Activities</td>
<td>$251,653</td>
<td>$248,912</td>
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<tr>
<td>Educational Activities</td>
<td>1,896,181</td>
<td>1,727,909</td>
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<tr>
<td>Management and General</td>
<td>671,406</td>
<td>708,847</td>
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<tr>
<td>Fundraising</td>
<td>155,293</td>
<td>179,069</td>
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<tr>
<td><strong>Expenses</strong></td>
<td><strong>$2,974,533</strong></td>
<td><strong>$2,864,737</strong></td>
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<tr>
<td><strong>Change in Net Assets</strong></td>
<td><strong>$1,224,845</strong></td>
<td><strong>$369,947</strong></td>
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</table>

This financial information is extracted from the audited financial statements available at the NAMS Central Office.

Distribution of Revenue and Expenses
Statement of Activities

As of December 31, 2011

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Contributions &amp; grants 42.6%</th>
<th>Fees &amp; royalties 36.6%</th>
<th>Other 15.5%</th>
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</thead>
<tbody>
<tr>
<td>Revenue and Support</td>
<td>$4,199,378</td>
<td>$3,234,684</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th>Sales 2.3%</th>
<th>Investment &amp; Interest income 3.0%</th>
<th>Fundraising 5.2%</th>
<th>Membership Activities 8.5%</th>
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</thead>
<tbody>
<tr>
<td>Expenses</td>
<td>$2,974,533</td>
<td>$2,864,737</td>
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NAMS Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>December 31, 2011</th>
<th>December 31, 2010</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$1,259,180</td>
<td>$366,614</td>
</tr>
<tr>
<td>Investments (at fair value)</td>
<td>3,876,698</td>
<td>3,438,436</td>
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<tr>
<td>Other</td>
<td>116,650</td>
<td>161,098</td>
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<tr>
<td><strong>Assets</strong></td>
<td><strong>$5,252,528</strong></td>
<td><strong>$3,966,148</strong></td>
</tr>
<tr>
<td>Liabilities</td>
<td>$236,087</td>
<td>$174,552</td>
</tr>
<tr>
<td>Net Assets</td>
<td>$5,016,441</td>
<td>$3,791,596</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$5,252,528</strong></td>
<td><strong>$3,966,148</strong></td>
</tr>
</tbody>
</table>
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