

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 3 Months Ended April 30, 2022

HIGHLIGHTS

\$232K in Events

In April, a total of \$232K was received for Events and Walks.

Total Revenue is \$713K more than this time last year.

Due to increases in Total Events, Contributions, Major Gifts, and Government Funding.

Overall, Total Expenses are \$104K less than expected

Through April, Care Services, Research and Education continue to run at a deficit.

Year-to-date, the deficits in Care Services, Research and Education are being subsidized by unrestricted donations of \$1M.

Care Services	
Revenue	\$262K
Expenses	\$619K
Net Surplus/(Deficit)	-\$358K
Research	
Revenue	\$41K
Expenses	\$84K
Net Surplus/(Deficit)	-\$43K
Education	
Revenue	\$0
Expenses	\$136K
Net Surplus/(Deficit)	-\$136K
Development	
Revenue	\$1M
Expenses	\$172K
Net Surplus/(Deficit)	\$841K
Admin	
Revenue	\$0
Expenses	\$310K
Net Surplus/(Deficit)	-\$310K

Chart: Angelo DeSantis /YPTC • Source: Financial Edge • Created with Datawrapper

EXECUTIVE SUMMARY AND OTHER NOTES

Compared to Budget, there is a favorable variance of \$688K in Revenue from Operations. This due to greater than expected in Total Events, Contributions, Appeals, Memorials and Tributes, Major Gifts, and Government Funding. Compared to Budget, there is a favorable variance of \$104K in Total Expenses. Except for Total Development, all expenses categories are less than expected.

The FY2022 Audit is in progress.

FINANCIAL DISCUSSIONS

Statements of Financial Position



Cash increased \$119K compared to this time last year, attributable to the less than expected expenditures.

Compared to this time last year, Total Liabilities are a favorable \$1.2M, due to the forgiveness of the 1st and 2nd PPP Loan and the balance owed to the National Office for Revenue Share and Research.

The Cash balance of \$3.7M is enough to cover expenses for about 8 months.

Through April 30, 2022, Total Liabilities are about 5% of Assets.

Statements of Operations



Total Revenue continues to keep ahead of expectations due to favorable results in Total Events, Total Annual Giving, Development and Government Funding.

Compared to Actual results for this time last year, Total Revenue is \$713K more and Total Expenses are \$207K more. The increase in Total Revenue is due to greater Total Events, Total Annual Giving, Total Development and Government Funding. However, Grants, Memorials and Tributes, and Workplace Giving are a total of \$60k less than this time last year. The \$207K unfavorable result in Total Expenses is due higher costs for Care Services, Education, Development, and Administration.

Rolling Forecast



Through April, it is projected \$7M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be \$104K less than budgeted for FY2023.

Please let me know if you have any questions on the attached reports.

ATTACHMENTS

- Statements of Financial Position as of April 30, 2022 and 2021
- Statements of Operations for the three months ended April 30, 2022 and 2021
- Statement of Operations with General & Administration Expenses by Month for the three months ended April 30, 2022
- Statements of Operations for the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and three month ended April 30, 2022.
- Statement of Cash Flows for the three months ended April 30, 2022
- Rolling Forecast for the twelve months ending January 31, 2023

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of April 30, 2022 and April 30, 2021

	2022	2021	Variance
Assets			
Cash and Cash Equivalents	\$ 3,687,334	\$ 3,568,425	\$ 118,909
Pledges Receivable	408,769	414,821	(6,053)
Less: Allowance for Uncollectible Pledges	(44,694)	(50,059)	5,365
Less: Discount Pledged Receivables	(3,994)	(1,773)	(2,221)
Grants and Other Receivables	75,073	470,952	(395,879)
Prepaid Expenses	51,255	46,273	4,981
Property & Equipment, Net	103,313	23,833	79,480
Beneficial Interest in Perpetual Trust	468,227	459,957	8,269
Total Assets	4,745,283	4,932,430	(187,147)
Liabilities			
Accounts Payable	80,143	227,443	(147,300)
Accrued Liabilities	25,363	(27,803)	53,165
Loan Payable-SBA	-	722,235	(722,235)
National - Revenue Sharing	90,044	302,320	(212,275)
National - Research (Revenue Restricted)	40,524	198,997	(158,473)
Deferred Rent	19,837	27,471	(7,634)
Total Liabilities	255,911	1,450,663	(1,194,752)
Net Assets			
Without Donor Restrictions	2,848,361	2,413,790	434,571
With Donor Restrictions	1,641,010	1,067,977	573,033
Total Net Assets	4,489,372	3,481,767	1,007,604
Total Liabilities and Net Assets	4,745,283	4,932,430	(187,147)

**The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the three months ended April 30, 2022 and 2021**

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 199,505	\$ 46,317	\$ 153,188	\$ 36,571	\$ 162,934
Walks	134,275	126,039	8,235	108,168	26,107
Total Events	333,780	172,356	161,423	144,739	189,041
Annual Giving					
Contributions	189,306	67,239	122,067	92,770	96,536
Grants	25,000	63,372	(38,372)	71,500	(46,500)
Appeals	69,637	57,295	12,342	45,951	23,686
Memorials and Tributes	67,044	57,321	9,723	74,144	(7,100)
Workplace Giving	22,230	27,147	(4,917)	28,648	(6,418)
Total Annual Giving	373,217	272,374	100,843	313,013	60,204
Development					
Major Gifts	131,645	35,867	95,778	30,485	101,160
Bequests	2,500	-	2,500	-	2,500
Total Development	134,145	35,867	98,278	30,485	103,660
Government Funding	500,264	172,377	327,887	135,043	365,221
REVENUE FROM OPERATIONS	1,341,406	652,974	688,431	623,279	718,126
Unrealized (Loss) Gain	(27,415)	-	(27,415)	(21,164)	(6,251)
Interest Income	1,082	2,481	(1,399)	199	883
TOTAL REVENUE	1,315,073	655,456	659,618	602,314	712,759
EXPENSES					
Care Services					
Salaries and Benefits	396,735	329,333	67,403	326,607	70,128
ALS Clinic Centers	68,735	73,033	(4,299)	74,337	(5,603)
Abrams Program	112,628	160,058	(47,430)	109,685	2,943
Other Service Expenses	41,119	60,874	(19,756)	32,408	8,711
Allocated Overhead	42,573	53,300	(10,727)	31,724	10,849
Total Care Services	661,790	676,598	(14,809)	574,761	87,029
Research					
Research Payments to NTL	40,524	106,451	(65,927)	65,168	(24,644)
Research Coordinators	31,027	28,841	2,186	33,127	(2,100)
Other Research Expense	11,997	7,560	4,437	9,648	2,350
Allocated Overhead	39,215	49,096	(9,881)	29,222	9,993
Total Research	122,763	191,948	(69,185)	137,164	(14,401)
Education					
Education	136,312	138,873	(2,561)	115,717	20,595
Allocated Overhead	12,614	15,793	(3,178)	9,400	3,214
Total Education	148,926	154,665	(5,739)	125,116	23,809
Development					
Fundraising	143,530	121,053	22,478	104,536	38,994
Events	28,696	11,154	17,541	12,471	16,225
Allocated Overhead	15,768	19,741	(3,973)	11,750	4,018
Total Development	187,994	151,948	36,046	128,757	59,237
Administrative & Board	200,306	250,778	(50,472)	149,263	51,043
TOTAL EXPENSES	1,321,778	1,425,937	(104,159)	1,115,062	206,717
NET SURPLUS/(DEFICIT)	\$ (6,705)	\$ (770,481)	\$ 763,776	\$ (512,747)	\$ 506,042

* Revenue Sharing for the three months ended April 30, 2022 allocated across all departments is: \$90,044

** Restricted Income: Care Services: \$261,643 Research: \$40,524 Education: \$0

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administrative Expenses by Month
for the three months ended April 30, 2022

	Feb-2022	Mar-2022	Apr-2022	Total	% of Revenue
REVENUE					
Events					
Special Events	\$ 7,350	\$ 28,359	\$ 163,797	\$ 199,505	15.2%
Walks	23,134	42,627	68,514	134,275	10.2%
Total Events	30,484	70,986	232,311	333,780	25.4%
Annual Giving					
Contributions	131,545	14,196	43,565	189,306	14.4%
Grants	-	-	25,000	25,000	1.9%
Appeals	11,819	4,140	53,678	69,637	5.3%
Memorials and Tributes	28,002	26,769	12,273	67,044	5.1%
Workplace Giving	13,331	3,179	5,719	22,230	1.7%
Total Annual Giving	184,697	48,284	140,235	373,217	28.4%
Development					
Major Gifts	1,890	123,500	6,255	131,645	10.0%
Bequests	-	2,500	-	2,500	0.2%
Total Development	1,890	126,000	6,255	134,145	10.2%
Government Funding					
	463,433	36,831	-	500,264	38.0%
REVENUE FROM OPERATIONS					
	680,504	282,101	378,801	1,341,406	102.0%
Unrealized (Loss) Gain	(1,187)	(21,926)	(4,301)	(27,415)	-2.1%
Interest Income	25	590	468	1,082	0.1%
TOTAL REVENUE	679,341	260,764	374,968	1,315,073	100.0%
EXPENSES					
Care Services					
Salaries and Benefits	83,561	137,034	176,141	396,735	30.2%
ALS Clinic Centers	23,121	23,662	21,952	68,735	5.2%
Abrams Program	29,167	51,073	32,389	112,628	8.6%
Other Service Expenses	11,864	15,246	14,009	41,119	3.1%
Total Care Services	147,712	227,015	244,491	619,217	47.1%
Research					
Research Payments to NTL	1,495	14,023	25,006	40,524	3.1%
Research Coordinators	10,342	10,342	10,342	31,027	2.4%
Other Research Expense	2,601	4,153	5,244	11,997	0.9%
Total Research	14,438	28,518	40,592	83,548	6.4%
Education					
Education	26,989	46,071	63,252	136,312	10.4%
Total Education					
Development					
Fundraising	30,072	48,202	65,256	143,530	10.9%
Events	9,661	4,383	14,652	28,696	2.2%
Total Development	39,733	52,585	79,908	172,226	13.1%
General & Administration					
Salaries and Benefits	15,453	23,708	31,889	71,049	5.4%
Office Rent	10,648	12,033	10,404	33,085	2.5%
Office Expense	1,312	127	2,464	3,903	0.3%
Dues, Books, & Subscriptions	-	170	356	526	0.0%
Postage	3,007	998	19	4,024	0.3%
Printing & Copying	42	936	1,251	2,229	0.2%
IT & Related Expenses	23,775	15,747	13,486	53,007	4.0%
Insurance	2,598	1,270	708	4,576	0.3%
Telephone	2,290	2,390	1,482	6,162	0.5%
Meals & Entertainment	-	2,155	(60)	2,095	0.2%
Travel Expense	-	-	36	36	0.0%
Bank Charges	1,133	1,431	3,966	6,530	0.5%
Professional Fees	4,427	13,174	8,603	26,203	2.0%
Revenue Sharing	29,318	20,674	40,052	90,044	6.8%
Miscellaneous	111	248	79	437	0.0%
Depreciation	2,190	2,190	2,190	6,569	0.5%
Total General & Administration Expenses	96,304	97,250	116,922	310,476	23.6%
TOTAL EXPENSES	325,175	451,439	545,164	1,321,778	100.5%
NET SURPLUS/(DEFICIT)	\$ 354,166	\$ (190,675)	\$ (170,196)	\$ (6,705)	-0.5%

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and three months ended April 30, 2022

	FY ended January 31, 2018	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	FY ended January 31, 2022	For the three months ended April 30, 2022
REVENUE						
Events						
Special Events	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 199,505
Walks	1,372,352	1,439,061	1,405,110	636,575	1,004,103	134,275
Total Events	3,158,342	2,888,353	2,957,765	1,343,482	1,874,610	333,780
Annual Giving						
Contributions	312,128	260,659	418,874	482,917	551,885	189,306
Grants	664,250	465,250	515,916	438,297	799,375	25,000
Appeals	231,804	265,477	210,780	370,388	264,660	69,637
Memorials and Tributes	214,775	283,523	208,545	260,535	323,371	67,044
Workplace Giving	121,260	112,629	136,125	101,838	79,146	22,230
Total Annual Giving	1,544,217	1,387,537	1,490,240	1,653,975	2,018,437	373,217
Development						
Major Gifts	487,221	246,857	710,520	687,779	509,969	131,645
Bequests	290,881	1,515,412	197,355	394,903	151,541	2,500
Total Development	778,102	1,762,269	907,875	1,082,681	661,510	134,145
Government Funding	403,194	384,543	582,070	817,437	1,092,155	500,264
REVENUE FROM OPERATIONS	5,883,854	6,422,702	5,937,949	4,897,576	5,646,712	1,341,406
Unrealized (Loss) Gain	68,524	(40,612)	32,883	27,011	11,795	(27,415)
Interest Income	3,574	26,416	57,287	10,696	2,085	1,082
TOTAL REVENUE	5,955,952	6,408,507	6,028,119	4,935,282	5,660,592	1,315,073
EXPENSES						
Care Services						
Salaries and Benefits	1,403,782	1,483,299	1,565,690	1,507,009	1,520,402	396,735
ALS Clinic Centers	283,045	286,232	289,687	283,478	298,333	68,735
Abrams Program	464,385	607,649	623,034	451,952	353,604	112,628
Other Service Expenses	316,679	256,618	298,724	149,085	185,117	41,119
Allocated Overhead	253,174	282,893	320,125	252,643	199,740	42,573
Total Care Services	2,721,065	2,916,691	3,097,259	2,644,167	2,557,197	661,790
Research						
Research Payments to NTL	458,000	250,000	44,340	398,124	218,165	40,524
Research Coordinators	132,506	132,506	127,997	132,506	134,606	31,027
Other Research Expense	47,858	57,641	70,114	47,911	53,877	11,997
Allocated Overhead	225,408	251,868	285,017	224,936	177,834	39,215
Total Research	863,773	692,016	527,468	803,477	584,482	122,763
Education						
Education	618,431	673,092	718,917	526,297	569,733	136,312
Allocated Overhead	75,014	83,820	94,852	74,857	59,182	12,614
Total Education	693,446	756,913	813,769	601,154	628,916	148,926
Development						
Fundraising	469,852	483,397	522,262	542,522	498,947	143,530
Events	354,073	273,634	339,305	59,663	187,465	28,696
Allocated Overhead	93,768	104,775	118,565	93,571	73,978	15,768
Total Development	917,694	861,806	980,132	695,756	760,390	187,994
Administrative & Board	723,295	808,200	914,567	721,778	570,638	200,306
TOTAL EXPENSES	5,919,272	6,035,625	6,333,195	5,466,332	5,101,622	1,321,778
NET SURPLUS/(DEFICIT)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 558,970	\$ (6,705)

**The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the three months ended April 30, 2022**

Net Surplus/(Deficit) for Period	\$ (6,705)
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	6,569
Decrease (Increase) in Pledged Receivables	(1,350)
(Increase) Decrease in Grant Receivables	314,548
(Increase) Decrease in Receivables - Other	198,495
Decrease (Increase) in Prepaids	4,624
Decrease (Increase) in Beneficial Interest in Perpetual Trust	22,868
Increase (Decrease) in Accounts Payable	(234,457)
Increase (Decrease) in Accrued Liabilities	(56,011)
Increase (Decrease) in Accrued National - Revenue Sharing	(3,996)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(53,751)
Increase (Decrease) in Deferred Rent	<u>(2,249)</u>
Net Cash Provided (Used) by Operating Activities	<u>188,585</u>
Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(959)</u>
Net Cash Provided (Used) by Investing Activities	<u>(959)</u>
Cash Provided (Used) by Financing Activities	
Increase (Decrease) in Loan Payable	<u>(416,340)</u>
Net Cash Provided (Used) by Financing Activities	<u>(416,340)</u>
Net Surplus/(Deficit) in Cash	<u>(228,714)</u>
Cash and Cash Equivalents Beginning	<u>3,916,048</u>
Cash and Cash Equivalents Ending	<u>\$ 3,687,334</u>

The ALS Association Greater Philadelphia Chapter
 Unaudited Rolling Forecast
 for the twelve months ending January 31, 2023

	Forecast										Annual		
	Actual YTD Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Oct-2022	Nov-2022	Dec-2022	Jan-2023	TOTALS	Budget	Variance
Events													
Special Events	\$ 199,505	70,827	44,916	48,239	71,926	279,023	306,195	145,707	80,092	9,258	1,255,688	\$1,102,500	\$ 153,188
Walks	134,275	80,517	16,454	45,887	118,171	351,369	392,374	24,569	12,536	2,085	1,178,235	1,170,000	8,235
Total Events	333,780	151,344	61,370	94,126	190,097	630,391	698,569	170,276	92,628	11,343	2,433,923	2,272,500	161,423
Annual Giving													
Contributions	189,306	10,044	19,824	9,937	17,575	28,261	55,056	40,486	106,992	44,586	522,067	400,000	122,067
Grants	25,000	7,534	141,811	-	8,863	314,643	60,270	62,042	23,377	26,590	670,128	708,500	(38,372)
Appeals	69,637	33,572	32,684	23,832	2,556	15,571	18,516	26,898	93,155	25,919	342,342	330,000	12,342
Memorials and Tributes	67,044	28,551	18,151	16,610	12,865	17,064	7,728	20,922	43,933	26,857	259,723	250,000	9,723
Workplace Giving	22,230	3,709	4,334	1,874	6,501	2,406	2,129	6,586	11,699	8,615	70,083	75,000	(4,917)
Total Annual Giving	373,217	83,410	216,803	52,253	48,361	377,945	143,698	156,934	279,155	132,567	1,864,343	1,763,500	100,843
Development													
Major Gifts	131,645	141,391	147	51,797	58,857	20,791	137,564	41,950	109,136	2,500	695,778	600,000	95,778
Bequests	2,500	227,086	-	21,908	1,006	-	-	-	-	-	252,500	250,000	2,500
Total Development	134,145	368,477	147	73,706	59,862	20,791	137,564	41,950	109,136	2,500	948,278	850,000	98,278
Government Funding	500,264	94,400	57,191	113,023	628,256	59,424	163,957	76,177	64,067	59,623	1,816,382	1,453,717	362,664
REVENUE FROM OPERATIONS	1,341,406	697,630	335,511	333,107	926,576	1,088,551	1,143,789	445,337	544,986	206,032	7,062,926	6,339,717	723,209
Unrealized (Loss) Gain	(27,415)	-	-	-	-	-	-	-	-	-	(27,415)	-	(27,415)
Interest Income	1,082	470	1,833	13,387	341	1,369	341	330	5,108	341	24,601	26,000	(1,399)
TOTAL REVENUE	1,315,073	698,101	337,343	346,494	926,916	1,089,920	1,144,130	445,667	550,095	206,373	7,060,112	6,365,717	694,395
EXPENSES													
Care Services													
Salaries and Benefits	396,735	154,309	121,427	137,573	104,744	122,683	119,917	180,245	150,660	112,199	1,600,493	1,533,090	67,403
ALS Clinic Centers	68,735	27,343	22,616	22,195	26,518	23,408	22,410	26,721	23,241	25,615	288,801	293,100	(4,299)
Abrams Program	112,628	48,009	40,160	38,569	38,457	41,204	37,812	52,587	36,405	22,739	468,570	516,000	(47,430)
Other Service Expenses	41,119	18,357	21,212	29,476	21,871	40,486	39,914	56,719	31,162	27,654	327,969	347,725	(19,756)
Allocated Overhead	42,573	17,767	17,767	17,767	17,767	17,767	17,767	17,767	17,767	17,767	202,473	213,200	(10,727)
Total Care Services	661,790	265,784	223,182	245,580	209,357	245,548	237,820	334,040	259,234	205,973	2,888,306	2,903,115	(14,809)
Research													
Research Payments to NTL	40,524	12,901	125,226	(62,480)	8,404	7,977	3,893	60,108	92,182	1,708	290,443	356,370	(65,927)
Research Coordinators	31,027	10,832	9,004	9,004	10,832	9,004	9,004	10,832	9,004	10,832	119,377	117,191	2,186
Other Research Expense	11,997	3,569	2,944	3,097	2,959	3,008	7,424	4,108	4,981	2,567	46,654	42,217	4,437
Allocated Overhead	39,215	16,365	16,365	16,365	16,365	16,365	16,365	16,365	16,365	16,365	186,503	196,384	(9,881)
Total Research	122,763	43,668	153,539	(34,013)	38,561	36,354	36,686	91,414	122,533	31,472	642,977	712,162	(69,185)
Education													
Education	136,312	56,775	43,670	48,452	50,496	99,271	73,372	78,745	52,558	41,765	681,415	683,976	(2,561)
Allocated Overhead	12,614	5,264	5,264	5,264	5,264	5,264	5,264	5,264	5,264	5,264	59,992	63,170	(3,178)
Total Education	148,926	62,039	48,934	53,716	55,761	104,535	78,636	84,009	57,822	47,029	741,407	747,146	(5,739)
Development													
Fundraising	143,530	58,688	44,471	48,341	40,473	46,167	45,464	66,655	63,822	42,646	600,257	577,779	22,478
Events	28,696	3,487	3,198	5,363	7,860	31,700	31,121	54,247	1,121	18,425	185,216	167,675	17,541
Allocated Overhead	15,768	6,580	6,580	6,580	6,580	6,580	6,580	6,580	6,580	6,580	74,990	78,963	(3,973)
Total Development	187,994	68,755	54,249	60,284	54,913	84,447	83,165	127,482	71,523	67,651	860,463	824,417	36,046
Administrative & Board	200,306	83,593	83,593	83,593	83,593	83,593	83,593	83,593	83,593	83,593	952,639	1,003,111	(50,472)
TOTAL EXPENSES	1,321,778	523,838	563,496	409,160	442,185	554,476	519,899	720,537	594,705	435,718	6,085,792	6,189,951	(104,159)
NET SURPLUS/(DEFICIT)	\$ (6,705)	\$ 174,262	\$ (226,153)	\$ (62,666)	\$ 484,731	\$ 535,444	\$ 624,231	\$ (274,870)	\$ (44,610)	\$ (229,345)	\$ 974,320	\$ 175,766	\$ 798,554
Depreciation	6,569	2,178	2,178										
Pledged Receivables	(1,350)	36,211	12,070										
Grant Receivables	314,548	146,428	42,564										
Receivables - Other	198,495	80,200	40,000										
Prepays	4,624	(8,744)	(8,744)										
Beneficial Interest in Perpetual Trust	22,868	-	-										
Purchase of Property & Equipment	(959)	-	(65,000)										
Accounts Payable	(234,457)	(135,740)	(185,098)										
Accrued Liabilities	(56,011)	(18,670)	(60,678)										
Loan Payable-SBA	(416,340)	-	-										
Accrued National - Revenue Sharing	(3,996)	-	(90,044)										
Accrued National - Research (Revenue Restricted)	(53,751)	-	(40,525)										
Deferred Rent	(2,249)	(750)	(750)										
Cash and Cash Equivalents Beginning	3,916,048	3,687,334	3,962,709										
Cash and Cash Equivalents Ending	\$3,687,334	\$3,962,709	\$3,382,530										