

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 7 Months Ended August 31, 2022

HIGHLIGHTS

\$144K in Walks

In August, \$144k was received for Walks. The highest monthly amount year-to-date.

Total Revenue is \$220K more than this time last year.

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

Overall, Total Expenses are (\$207K) less than expected

Through August, 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 \$1.9M.

Care Services		
Revenue		\$1M
Expenses		\$1.5M
Net Surplus/(Deficit)		-\$481.2K
Research		
Revenue		\$143K
Expenses		\$247.2K
Net Surplus/(Deficit)		-\$104.3K
Education		
Revenue		\$5K
Expenses		\$346.7K
Net Surplus/(Deficit)		-\$341.7K
Development		
Revenue		\$1.9M
Expenses		\$446.8K
Net Surplus/(Deficit)		\$1.4M
Admin		
Revenue		\$0
Expenses		\$677.3K
Net Surplus/(Deficit)		-\$677.3K

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

EXECUTIVE SUMMARY

Compared to Budget, there is a favorable variance of \$207K in Revenue from Operations. This is due to more than expected in Total Events, Contributions, Memorials & Tributes, Workplace Giving, and Government Funding. Compared to Budget, there is a favorable variance of \$207K in Total Expenses. Total Development expenses are more than expected.

FINANCIAL DISCUSSIONS

Statements of Financial Position

Cash is \$239K more compared to this time last year.

Compared to this time last year, Total Liabilities are a favorable \$148k, due to the forgiveness of the 2nd PPP Loan.



The Cash balance of \$3.5M is enough to cover expenses for about 8 months.

Through August 31, 2022, Total Liabilities are about 11% of Assets.

Statements of Operations

Compared to Actual results for this time last year, Total Revenue from Operations is \$342K more and Total Expenses are \$606K more. The increase in Total Revenue from Operations is due to greater Total Events, Contributions, and Government Funding. However, Grants, Appeals, Memorials and Tributes, Workplace Giving, Major Gifts, and Bequests are a total of (\$225K) less than this time last year. Care Services, Research, and Education expenses are more than this time last year.



Rolling Forecast

Through August, it is projected \$6.5M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be (\$160K) less than budgeted for FY2023.



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

RECOMMENDATIONS AND OTHER NOTES

The FY2022 Draft Audit has been completed. The Audit Committee will meet with our auditors (Belfint, Lyons, Shuman) via Zoom on Thursday, September 22, 2022 to review and approve the audit.

ATTACHMENTS

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

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of August 31, 2022 and August 31, 2021

	2022	2021	Variance
Assets			
Cash and Cash Equivalents	\$ 3,541,267	\$ 3,302,528	\$ 238,740
Pledges Receivable	410,206	410,861	(656)
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	355,198	652,387	(297,189)
Prepaid Expenses	33,952	27,382	6,570
Property & Equipment, Net	152,095	53,412	98,684
Beneficial Interest in Perpetual Trust	403,113	517,523	(114,410)
Total Assets	\$ 4,847,143	\$ 4,912,261	\$ (65,118)
Liabilities			
Accounts Payable	\$ 275,352	\$ 128,844	\$ 146,508
Accrued Liabilities	57,487	55,275	2,212
Loan Payable-SBA	-	416,340	(416,340)
National - Revenue Sharing	100,423	69,173	31,250
National - Research (Revenue Restricted)	102,439	5,145	97,294
Deferred Rent	16,838	25,381	(8,543)
Total Liabilities	552,539	700,159	(147,619)
Net Assets			
Without Donor Restrictions	2,182,714	3,144,126	(961,411)
With Donor Restrictions	2,111,890	1,067,977	1,043,913
Total Net Assets	4,294,604	4,212,103	82,502
Total Liabilities and Net Assets	\$ 4,847,143	\$ 4,912,261	\$ (65,118)

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the seven months ended August 31, 2022 and 2021

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 535,162	\$ 282,224	\$ 252,938	\$ 222,837	\$ 312,325
Walks	472,880	387,068	85,812	332,185	140,695
Total Events	1,008,042	669,292	338,750	555,022	453,020
Annual Giving					
Contributions	246,116	124,618	121,498	171,938	74,179
Grants	217,500	221,579	(4,079)	250,000	(32,500)
Appeals	92,656	149,940	(57,284)	120,252	(27,596)
Memorials and Tributes	147,580	133,497	14,083	172,676	(25,097)
Workplace Giving	44,093	43,565	527	45,973	(1,881)
Total Annual Giving	747,945	673,201	74,744	760,840	(12,895)
Development					
Major Gifts	232,395	288,059	(55,664)	244,835	(12,440)
Bequests	25,591	250,000	(224,409)	151,541	(125,950)
Total Development	257,986	538,059	(280,072)	396,376	(138,390)
Government Funding	1,103,837	1,030,271	73,567	1,064,023	39,814
REVENUE FROM OPERATIONS					
	3,117,810	2,910,823	206,988	2,776,261	341,549
Unrealized (Loss) Gain	(94,738)	-	(94,738)	38,556	(133,294)
Interest Income	13,028	18,512	(5,483)	1,485	11,544
TOTAL REVENUE	3,036,101	2,929,334	106,767	2,816,302	219,799
EXPENSES					
Care Services					
Salaries and Benefits	900,875	894,303	6,573	840,372	60,503
ALS Clinic Centers	171,423	171,705	(283)	174,771	(3,349)
Abrams Program	275,535	325,252	(49,717)	222,889	52,647
Other Service Expenses	138,527	151,791	(13,265)	80,809	57,718
Allocated Overhead	92,879	124,367	(31,488)	64,716	28,163
Total Care Services	1,579,239	1,667,418	(88,179)	1,383,557	195,682
Research					
Research Payments to NTL	142,964	190,503	(47,539)	116,623	26,341
Research Coordinators	76,595	68,514	8,081	78,695	(2,100)
Other Research Expense	27,659	20,129	7,530	25,688	1,970
Allocated Overhead	85,553	114,557	(29,004)	59,611	25,942
Total Research	332,771	393,703	(60,932)	280,618	52,153
Education					
Education	346,719	338,266	8,453	281,863	64,856
Allocated Overhead	27,520	36,849	(9,330)	19,175	8,345
Total Education	374,239	375,116	(877)	301,038	73,201
Development					
Fundraising	344,264	313,025	31,238	270,316	73,947
Events	102,512	31,062	71,450	34,728	67,784
Allocated Overhead	34,400	46,062	(11,662)	23,969	10,431
Total Development	481,175	390,149	91,026	329,013	152,162
Administrative & Board	436,997	585,148	(148,151)	304,489	132,508
TOTAL EXPENSES	3,204,420	3,411,533	(207,114)	2,598,714	605,706
NET SURPLUS/(DEFICIT)	\$ (168,319)	\$ (482,199)	\$ 313,880	\$ 217,588	\$ (385,907)

* Revenue Sharing for the seven months ended August 31, 2022 allocated across all departments is: \$190,467

** Restricted Income: Care Services: \$1,005,194 Research: \$142,964 Education: \$5,000

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administrative Expenses by Month
for the seven months ended August 31, 2022

	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Total	% of Revenue
REVENUE									
Events									
Special Events	\$ 7,350	\$ 28,529	\$ 163,797	\$ 140,754	\$ 121,830	\$ 19,644	\$ 53,259	\$ 535,162	17.6%
Walks	23,134	42,627	68,514	103,470	59,186	31,583	144,366	472,880	15.6%
Total Events	30,484	71,156	232,311	244,224	181,016	51,227	197,625	1,008,042	33.2%
Annual Giving									
Contributions	113,700	14,196	28,565	21,920	25,724	20,211	21,801	246,116	8.1%
Grants	-	-	40,000	-	25,000	150,000	2,500	217,500	7.2%
Appeals	9,091	4,140	18,158	40,920	9,126	8,266	2,955	92,656	3.1%
Memorials and Tributes	28,002	26,769	12,273	17,392	16,744	14,419	31,980	147,580	4.9%
Workplace Giving	13,331	3,179	5,719	6,663	5,979	3,680	5,541	44,093	1.5%
Total Annual Giving	164,124	48,284	104,716	86,895	82,572	196,576	64,778	747,945	24.6%
Development									
Major Gifts	1,890	123,500	6,255	24,925	36,525	13,475	25,825	232,395	7.7%
Bequests	-	2,500	-	7,284	-	-	15,808	25,591	0.8%
Total Development	1,890	126,000	6,255	32,209	36,525	13,475	41,633	257,986	8.5%
Government Funding									
	463,433	36,831	80,651	52,696	73,859	396,367	-	1,103,837	36.4%
REVENUE FROM OPERATIONS	659,931	282,271	423,933	416,023	373,972	657,645	304,035	3,117,810	102.7%
Unrealized (Loss) Gain	(1,187)	(21,926)	(4,301)	46	(69,233)	3,929	(2,065)	(94,738)	-3.1%
Interest Income	25	590	468	1,357	2,430	3,459	4,700	13,028	0.4%
TOTAL REVENUE	658,768	260,934	420,100	417,426	307,169	665,033	306,671	3,036,101	100.0%
EXPENSES									
Care Services									
Salaries and Benefits	83,561	136,056	175,827	145,317	136,292	102,632	121,190	900,875	29.7%
ALS Clinic Centers	23,121	23,662	22,902	27,717	23,751	23,237	27,034	171,423	5.6%
Abrams Program	29,167	51,073	41,212	52,640	39,396	32,292	29,757	275,535	9.1%
Other Service Expenses	11,864	15,720	15,060	21,366	28,988	12,835	32,693	138,527	4.6%
Total Care Services	147,712	226,511	255,001	247,039	228,428	170,996	210,674	1,486,360	49.0%
Research									
Research Payments to NTL	1,495	14,023	25,006	31,820	13,923	50,366	6,330	142,964	4.7%
Research Coordinators	10,342	10,342	10,342	12,442	10,342	10,342	12,442	76,595	2.5%
Other Research Expense	2,601	4,123	5,229	4,152	4,114	3,168	4,272	27,659	0.9%
Total Research	14,438	28,488	40,577	48,414	28,380	63,877	23,044	247,218	8.1%
Education									
Education	27,337	46,950	65,380	67,680	52,660	34,164	52,547	346,719	11.4%
Total Education									
Development									
Fundraising	30,072	47,925	65,362	49,891	50,120	47,070	53,823	344,264	11.3%
Events	9,686	5,105	16,457	12,372	50,672	1,673	6,547	102,512	3.4%
Total Development	39,758	53,031	81,818	62,263	100,792	48,743	60,371	446,775	14.7%
General & Administration									
Salaries and Benefits	15,453	16,420	29,213	26,702	27,471	19,619	26,579	161,456	5.3%
Office Rent	10,648	12,033	10,650	10,592	10,699	10,249	10,720	75,592	2.5%
Office Expense	1,312	127	2,585	1,016	5,077	593	1,359	12,068	0.4%
Dues, Books, & Subscriptions	-	170	356	-	65	-	-	591	0.0%
Postage	3,007	998	19	37	3,000	2,094	87	9,242	0.3%
Printing & Copying	42	936	1,251	130	82	75	135	2,651	0.1%
IT & Related Expenses	23,775	15,747	18,347	11,264	14,601	15,777	10,754	110,264	3.6%
Insurance	2,598	1,270	708	708	708	708	6,057	12,756	0.4%
Telephone	2,290	2,390	2,606	2,430	2,453	2,824	1,385	16,378	0.5%
Meals & Entertainment	-	2,155	(1,790)	648	1,205	100	-	2,318	0.1%
Travel Expense	-	-	36	-	100	-	-	136	0.0%
Bank Charges	1,133	1,431	3,966	4,423	3,843	1,810	1,539	18,144	0.6%
Professional Fees	4,427	13,174	8,603	(37,204)	31,059	14,767	8,796	43,622	1.4%
Revenue Sharing	29,318	20,674	40,052	28,166	30,238	10,084	31,935	190,467	6.3%
Miscellaneous	111	248	764	-	101	(121)	-	1,103	0.0%
Depreciation	2,190	2,190	2,190	2,190	3,933	3,933	3,933	20,559	0.7%
Total General & Administration Expenses	96,304	89,962	119,554	51,101	134,636	82,512	103,279	677,348	22.3%
TOTAL EXPENSES	325,549	444,942	562,330	476,497	544,895	400,292	449,915	3,204,420	105.5%
NET SURPLUS/(DEFICIT)	\$ 333,219	\$ (184,008)	\$ (142,230)	\$ (59,071)	\$ (237,726)	\$ 264,741	\$ (143,244)	\$ (168,319)	-5.5%

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and seven months ended August 31, 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 seven months ended August 31, 2022
REVENUE						
Events						
Special Events	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 535,162
Walks	1,372,352	1,439,061	1,405,110	636,575	1,004,103	472,880
Total Events	3,158,342	2,888,353	2,957,765	1,343,482	1,874,610	1,008,042
Annual Giving						
Contributions	312,128	260,659	418,874	482,917	551,885	246,116
Grants	664,250	465,250	515,916	438,297	799,375	217,500
Appeals	231,804	265,477	210,780	370,388	264,660	92,656
Memorials and Tributes	214,775	283,523	208,545	260,535	323,371	147,580
Workplace Giving	121,260	112,629	136,125	101,838	79,146	44,093
Total Annual Giving	1,544,217	1,387,537	1,490,240	1,653,975	2,018,437	747,945
Development						
Major Gifts	487,221	246,857	710,520	687,779	509,969	232,395
Bequests	290,881	1,515,412	197,355	394,903	151,541	25,591
Total Development	778,102	1,762,269	907,875	1,082,681	661,510	257,986
Government Funding	403,194	384,543	582,070	817,437	1,092,155	1,103,837
REVENUE FROM OPERATIONS	5,883,854	6,422,702	5,937,949	4,897,576	5,646,712	3,117,810
Unrealized (Loss) Gain	68,524	(40,612)	32,883	27,011	11,795	(94,738)
Interest Income	3,574	26,416	57,287	10,696	2,085	13,028
TOTAL REVENUE	5,955,952	6,408,507	6,028,119	4,935,282	5,660,592	3,036,101
EXPENSES						
Care Services						
Salaries and Benefits	1,403,782	1,483,299	1,565,690	1,507,009	1,520,402	900,875
ALS Clinic Centers	283,045	286,232	289,687	283,478	298,333	171,423
Abrams Program	464,385	607,649	623,034	451,952	353,604	275,535
Other Service Expenses	316,679	256,618	298,724	149,085	185,117	138,527
Allocated Overhead	253,174	282,893	320,125	252,643	199,740	92,879
Total Care Services	2,721,065	2,916,691	3,097,259	2,644,167	2,557,197	1,579,239
Research						
Research Payments to NTL	458,000	250,000	44,340	398,124	218,165	142,964
Research Coordinators	132,506	132,506	127,997	132,506	134,606	76,595
Other Research Expense	47,858	57,641	70,114	47,911	53,877	27,659
Allocated Overhead	225,408	251,868	285,017	224,936	177,834	85,553
Total Research	863,773	692,016	527,468	803,477	584,482	332,771
Education						
Education	618,431	673,092	718,917	526,297	569,733	346,719
Allocated Overhead	75,014	83,820	94,852	74,857	59,182	27,520
Total Education	693,446	756,913	813,769	601,154	628,916	374,239
Development						
Fundraising	469,852	483,397	522,262	542,522	498,947	344,264
Events	354,073	273,634	339,305	59,663	187,465	102,512
Allocated Overhead	93,768	104,775	118,565	93,571	73,978	34,400
Total Development	917,694	861,806	980,132	695,756	760,390	481,175
Administrative & Board	723,295	808,200	914,567	721,778	570,638	436,997
TOTAL EXPENSES	5,919,272	6,035,625	6,333,195	5,466,332	5,101,622	3,204,420
NET SURPLUS/(DEFICIT)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 558,970	\$ (168,319)

**The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the seven months ended August 31, 2022**

Net Surplus/(Deficit) for Period	\$ (168,319)
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	20,559
Decrease (Increase) in Pledged Receivables	(2,787)
(Increase) Decrease in Grant Receivables	74,882
(Increase) Decrease in Receivables - Other	127,392
Decrease (Increase) in Prepaids	21,927
Decrease (Increase) in Beneficial Interest in Perpetual Trust	87,982
Increase (Decrease) in Accounts Payable	(41,757)
Increase (Decrease) in Accrued Liabilities	(23,887)
Increase (Decrease) in Accrued National - Revenue Sharing	6,383
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	8,164
Increase (Decrease) in Deferred Rent	<u>(5,249)</u>
Net Cash Provided (Used) by Operating Activities	<u>105,291</u>
Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(63,732)</u>
Net Cash Provided (Used) by Investing Activities	<u>(63,732)</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>(374,781)</u>
Cash and Cash Equivalents Beginning	<u>3,916,048</u>
Cash and Cash Equivalents Ending	<u>\$ 3,541,267</u>

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

	Actual YTD						Forecast		Annual	
	Aug-2022	Sep-2022	Oct-2022	Nov-2022	Dec-2022	Jan-2023	TOTALS	Budget	Variance	
Events										
Special Events	\$ 535,162	279,023	306,195	145,707	80,092	9,258	1,355,438	\$1,102,500	\$ 252,938	
Walks	472,880	351,369	392,374	24,569	12,536	2,085	1,255,812	1,170,000	85,812	
Total Events	1,008,042	630,391	698,569	170,276	92,628	11,343	2,611,250	2,272,500	338,750	
Annual Giving										
Contributions	246,116	28,261	55,056	40,486	106,992	44,586	521,498	400,000	121,498	
Grants	217,500	314,643	60,270	62,042	23,377	26,590	704,421	708,500	(4,079)	
Appeals	92,656	15,571	18,516	26,898	93,155	25,919	272,716	330,000	(57,284)	
Memorials and Tributes	147,580	17,064	7,728	20,922	43,933	26,857	264,083	250,000	14,083	
Workplace Giving	44,093	2,406	2,129	6,586	11,699	8,615	75,527	75,000	527	
Total Annual Giving	747,945	377,945	143,698	156,934	279,155	132,567	1,838,244	1,763,500	74,744	
Development										
Major Gifts	232,395	20,791	137,564	41,950	109,136	2,500	544,336	600,000	(55,664)	
Bequests	25,591	-	-	-	-	-	25,591	250,000	(224,409)	
Total Development	257,986	20,791	137,564	41,950	109,136	2,500	569,928	850,000	(280,072)	
Government Funding	1,103,837	59,424	163,957	76,177	64,067	59,623	1,527,085	1,453,717	73,368	
REVENUE FROM OPERATIONS	3,117,810	1,088,551	1,143,789	445,337	544,986	206,032	6,546,506	6,339,717	206,789	
Unrealized (Loss) Gain	(94,738)	-	-	-	-	-	(94,738)	-	(94,738)	
Interest Income	13,028	1,369	341	330	5,108	341	20,517	26,000	(5,483)	
TOTAL REVENUE	3,036,101	1,089,920	1,144,130	445,667	550,095	206,373	6,472,285	6,365,717	106,568	
EXPENSES										
Care Services										
Salaries and Benefits	900,875	122,683	119,917	180,245	150,660	112,199	1,586,580	1,533,090	53,490	
ALS Clinic Centers	171,423	23,408	22,410	26,721	23,241	25,615	292,817	293,100	(283)	
Abrams Program	275,535	41,204	37,812	52,587	36,405	22,739	466,283	516,000	(49,717)	
Other Service Expenses	138,527	40,486	39,914	56,719	31,162	27,654	334,460	347,725	(13,265)	
Allocated Overhead	92,879	17,767	17,767	17,767	17,767	17,767	181,712	213,200	(31,488)	
Total Care Services	1,579,239	245,548	237,820	334,040	259,234	205,973	2,861,853	2,903,115	(41,262)	
Research										
Research Payments to NTL	142,964	7,977	3,893	60,108	92,182	1,708	308,831	356,370	(47,539)	
Research Coordinators	76,595	9,004	9,004	10,832	9,004	10,832	125,272	117,191	8,081	
Other Research Expense	27,659	3,008	7,424	4,108	4,981	2,567	49,747	42,217	7,530	
Allocated Overhead	85,553	16,365	16,365	16,365	16,365	16,365	167,379	196,384	(29,004)	
Total Research	332,771	36,354	36,686	91,414	122,533	31,472	651,230	712,162	(60,932)	
Education										
Education	346,719	99,271	73,372	78,745	52,558	41,765	692,429	683,976	8,453	
Allocated Overhead	27,520	5,264	5,264	5,264	5,264	5,264	53,841	63,170	(9,330)	
Total Education	374,239	104,535	78,636	84,009	57,822	47,029	746,269	747,146	(877)	
Development										
Fundraising	344,264	46,167	45,464	66,655	63,822	42,646	609,017	577,779	31,238	
Events	102,512	31,700	31,121	54,247	1,121	18,425	239,125	167,675	71,450	
Allocated Overhead	34,400	6,580	6,580	6,580	6,580	6,580	67,301	78,963	(11,662)	
Total Development	481,175	84,447	83,165	127,482	71,523	67,651	915,443	824,417	91,026	
Administrative & Board	436,997	83,593	83,593	83,593	83,593	83,593	854,960	1,003,111	(148,151)	
TOTAL EXPENSES	3,204,420	554,476	519,899	720,537	594,705	435,718	6,029,754	6,189,951	(160,197)	
NET SURPLUS/(DEFICIT)	\$ (168,319)	\$ 535,444	\$ 624,231	\$ (274,870)	\$ (44,610)	\$ (229,345)	\$ 442,531	\$ 175,766	\$ 266,765	
Depreciation	20,559	3,933	3,933							
Pledged Receivables	(2,787)	24,438	16,292							
Grant Receivables	74,882	108,834	72,556							
Receivables - Other	127,392	64,440	42,960							
Prepays	21,927	(10,285)	(10,285)							
Beneficial Interest in Perpetual Trust	87,982	-	-							
Purchase of Property & Equipment	(63,732)	-	-							
Accounts Payable	(41,757)	(85,276)	(63,517)							
Accrued Liabilities	(23,887)	(2,986)	(24,218)							
Loan Payable-SBA	(416,340)	-	-							
Accrued National - Revenue Sharing	6,383	-	-							
Accrued National - Research (Revenue Restricted)	8,164	-	-							
Deferred Rent	(5,249)	(750)	(750)							
Cash and Cash Equivalents Beginning	3,916,048	3,541,267	4,179,060							
Cash and Cash Equivalents Ending	\$3,541,267	\$4,179,060	\$4,751,475							