

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/Unaudited Financial Statements for the 1 Month Ended February 28, 2022

HIGHLIGHTS

2nd PPP Loan Forgiveness

The \$416K 2nd PPP Loan has been forgiven in February.

Revenue from Operations are \$519K more than expected

More than expected revenue from Total Events, Annual Giving, and Government Funding.

Overall, Total Expenses are \$138K less than expected

Through February, Research and Education expenses are being covered by unrestricted donations.

Year-to-date, unrestricted donations in Development of \$213K are more than enough to cover the deficits in Research and Education, as well as Admin expenses.

Care Services

| | |
|-----------------------|--------|
| Revenue | \$419K |
| Expenses | \$159K |
| Net Surplus/(Deficit) | \$259K |

Research

| | |
|-----------------------|--------|
| Revenue | \$1K |
| Expenses | \$15K |
| Net Surplus/(Deficit) | -\$14K |

Education

| | |
|-----------------------|--------|
| Revenue | \$0 |
| Expenses | \$34K |
| Net Surplus/(Deficit) | -\$34K |

Development

| | |
|-----------------------|--------|
| Revenue | \$213K |
| Expenses | \$47K |
| Net Surplus/(Deficit) | \$166K |

Admin

| | |
|-----------------------|--------|
| Revenue | \$0 |
| Expenses | \$88K |
| Net Surplus/(Deficit) | -\$88K |

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

EXECUTIVE SUMMARY

Compared to Budget, there is a favorable variance of \$519K in Revenue from Operations. This is due to greater than expected Annual Giving and the forgiveness of the 2nd PPP Loan. Compared to Budget, there is a favorable variance of \$138K in Total Expenses. This is due to less than expected expenses for Care Services and Research.

FINANCIAL DISCUSSIONS

Statements of Financial Position Cash increased \$1M compared to this time last year, attributable to our surplus achieved last fiscal year.

Position Total Cash of \$4.1M represents about 12 months of operating expenses. Generally, having total cash equal to at least 6 months of operating expenses is ideal.



Due to the forgiveness of the 2nd PPP Loan, there is no other debt except for the revenue and research share owed to National.

Statements of Operations Total Revenue is keeping ahead of expectations due to a \$122k favorable result in Total Annual Giving and the \$416K 2nd PPP Loan Forgiveness. The Loan Forgiveness is reflected in Government Funding. Care Services Expenses are at a favorable variance of \$51K. Due to a shortage of Aides, the funds allocated to the In-Home Care Grant (IHC) are not being spent.



Compared to Actual results for this time last year, Total Revenue is \$520K more and Total Expenses are \$59K less. The increase in Total Revenue is due to greater Annual Giving and the forgiveness of the 2nd PPP Loan. The decrease in Total Expenses can be attributed to \$25K and \$35K less in Care Services and Research, respectively. The \$35K favorable result in Research expenses is due to a favorable \$31K in Research Payments to National. This time last year, we received about \$32K in research donations compared to \$1K this year.

Rolling Forecast Through February, it is projected \$6.9M in Total Revenue will be earned for FY2023.



We are also projecting Total Expenses to be \$138K 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 February 28, 2022 and 2021
- Statements of Operations for the one month ended February 28, 2022 and 2021
- Statement of Operations with General & Administrative Expenses for the one month ended February 28, 2022
- Statements of Operations for the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and one month ended February 28, 2022.
- Statement of Cash Flows for the one month ended February 28, 2022
- Rolling Forecast for the twelve months ending January 31, 2023

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of February 28, 2022 and February 28, 2021

| | 2022 | 2021 | Variance |
|---|--------------------|--------------------|------------------|
| Assets | | | |
| Cash and Cash Equivalents | \$ 4,122,446 | \$ 3,114,358 | \$ 1,008,088 |
| Pledges Receivable | 402,319 | 441,321 | (39,003) |
| 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 | 180,742 | 670,055 | (489,313) |
| Prepaid Expenses | 64,623 | 62,341 | 2,282 |
| Property & Equipment, Net | 106,745 | 27,995 | 78,750 |
| Beneficial Interest in Perpetual Trust | 491,095 | 486,801 | 4,294 |
| Total Assets | 5,319,281 | 4,751,040 | 568,241 |
| Liabilities | | | |
| Accounts Payable | 176,704 | 164,161 | 12,543 |
| Accrued Liabilities | 38,438 | 79,867 | (41,429) |
| Loan Payable-SBA | - | 305,895 | (305,895) |
| National - Revenue Sharing | 123,358 | 300,883 | (177,525) |
| National - Research (Revenue Restricted) | 95,771 | 166,598 | (70,828) |
| Deferred Rent | 21,337 | 28,516 | (7,179) |
| Total Liabilities | 455,608 | 1,045,921 | -590,313 |
| Net Assets | 4,863,673 | 3,705,119 | 1,158,554 |
| Total Liabilities and Net Assets | \$5,319,281 | \$4,751,040 | \$568,241 |

**The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the one month ended February 28, 2022 and 2021**

| | Actual | Budget | Actual vs. Budget | Prior Year | Actual vs. Prior Year |
|-----------------------------------|-------------------|---------------------|-------------------|---------------------|-----------------------|
| REVENUE | | | | | |
| Events | | | | | |
| Special Events | \$ 7,350 | \$ 5,659 | \$ 1,691 | \$ 4,468 | \$ 2,882 |
| Walks | 23,134 | 10,021 | 13,113 | 8,600 | 14,534 |
| Total Events | 30,484 | 15,680 | 14,804 | 13,068 | 17,416 |
| Annual Giving | | | | | |
| Contributions | 141,757 | 12,466 | 129,291 | 17,199 | 124,557 |
| Appeals | 1,607 | 17,585 | (15,978) | 14,103 | (12,496) |
| Memorials and Tributes | 28,002 | 17,926 | 10,076 | 23,187 | 4,815 |
| Workplace Giving | 13,331 | 14,523 | (1,192) | 15,326 | (1,995) |
| Total Annual Giving | 184,697 | 62,500 | 122,197 | 69,815 | 114,882 |
| Development | | | | | |
| Major Gifts | 1,890 | 4,171 | (2,281) | 3,545 | (1,655) |
| Total Development | 1,890 | 4,171 | (2,281) | 3,545 | (1,655) |
| Government Funding | 416,880 | 32,591 | 384,289 | 25,533 | 391,347 |
| REVENUE FROM OPERATIONS | 633,951 | 114,942 | 519,009 | 111,961 | 521,990 |
| Unrealized (Loss) Gain | (1,187) | - | (1,187) | 728 | (1,915) |
| Interest Income | 25 | 426 | (402) | 34 | (10) |
| TOTAL REVENUE | 632,788 | 115,368 | 517,420 | 112,723 | 520,065 |
| EXPENSES | | | | | |
| Care Services | | | | | |
| Salaries and Benefits | 108,416 | 116,621 | (8,205) | 115,656 | (7,239) |
| ALS Clinic Centers | 22,765 | 26,928 | (4,163) | 27,409 | (4,644) |
| Abrams Program | 21,470 | 45,545 | (24,076) | 31,211 | (9,742) |
| Other Service Expenses | 6,390 | 14,966 | (8,576) | 7,967 | (1,578) |
| Allocated Overhead | 12,068 | 17,767 | (5,699) | 14,279 | (2,211) |
| Total Care Services | 171,108 | 221,827 | (50,719) | 196,522 | (25,414) |
| Research | | | | | |
| Research Payments to NTL | 1,495 | 53,528 | (52,033) | 32,769 | (31,274) |
| Research Coordinators | 10,342 | 10,832 | (490) | 12,442 | (2,100) |
| Other Research Expense | 3,331 | 2,642 | 690 | 3,371 | (40) |
| Allocated Overhead | 11,116 | 16,365 | (5,249) | 13,152 | (2,037) |
| Total Research | 26,284 | 83,368 | (57,083) | 61,735 | (35,451) |
| Education | | | | | |
| Education | 33,814 | 38,479 | (4,666) | 32,063 | 1,751 |
| Allocated Overhead | 3,576 | 5,264 | (1,689) | 4,231 | (655) |
| Total Education | 37,390 | 43,744 | (6,354) | 36,294 | 1,096 |
| Development | | | | | |
| Fundraising | 38,013 | 41,275 | (3,262) | 35,643 | 2,369 |
| Events | 8,752 | 511 | 8,241 | (546) | 9,299 |
| Allocated Overhead | 4,470 | 6,580 | (2,111) | 5,288 | (819) |
| Total Development | 51,235 | 48,366 | 2,868 | 40,385 | 10,849 |
| Administrative & Board | 56,779 | 83,593 | (26,813) | 67,182 | (10,402) |
| TOTAL EXPENSES | 342,796 | 480,897 | (138,101) | 402,118 | (59,322) |
| NET SURPLUS/(DEFICIT) | \$ 289,992 | \$ (365,529) | \$ 655,521 | \$ (289,395) | \$ 579,387 |

* Revenue Sharing for the one month ended February 28, 2022 allocated across all departments is: \$29,318

** Restricted Income: Care Services: \$418,516 Research: \$1,495 Education: \$0

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administrative Expenses
for the one month ended February 28, 2022

| | YTD | % of Revenue |
|--|-------------------|---------------------|
| REVENUE | | |
| Events | | |
| Special Events | \$ 7,350 | 1.2% |
| Walks | 23,134 | 3.7% |
| Total Events | 30,484 | 4.8% |
| Annual Giving | | |
| Contributions | 141,757 | 22.4% |
| Appeals | 1,607 | 0.3% |
| Memorials and Tributes | 28,002 | 4.4% |
| Workplace Giving | 13,331 | 2.1% |
| Total Annual Giving | 184,697 | 29.2% |
| Development | | |
| Major Gifts | 1,890 | 0.3% |
| Total Development | 1,890 | 0.3% |
| Government Funding | 416,880 | 65.9% |
| | | |
| REVENUE FROM OPERATIONS | 633,951 | 100.2% |
| Unrealized (Loss) Gain | (1,187) | -0.2% |
| Interest Income | 25 | 0.0% |
| TOTAL REVENUE | 632,788 | 100.0% |
| EXPENSES | | |
| Care Services | | |
| Salaries and Benefits | 108,416 | 17.1% |
| ALS Clinic Centers | 22,765 | 3.6% |
| Abrams Program | 21,470 | 3.4% |
| Other Service Expenses | 6,390 | 1.0% |
| Total Care Services | 159,040 | 25.1% |
| Research | | |
| Research Payments to NTL | 1,495 | 0.2% |
| Research Coordinators | 10,342 | 1.6% |
| Other Research Expense | 3,331 | 0.5% |
| Total Research | 15,169 | 2.4% |
| Education | | |
| Education | 33,814 | 5.3% |
| Total Education | 33,814 | 5.3% |
| Development | | |
| Fundraising | 38,013 | 6.0% |
| Events | 8,752 | 1.4% |
| Total Development | 46,765 | 7.4% |
| General & Administration | | |
| Salaries and Benefits | 19,035 | 3.0% |
| Office Rent | 10,400 | 1.6% |
| Office Expense | 1,312 | 0.2% |
| Postage | 3,007 | 0.5% |
| Printing & Copying | 42 | 0.0% |
| IT & Related Expenses | 13,229 | 2.1% |
| Insurance | 2,598 | 0.4% |
| Telephone | 1,382 | 0.2% |
| Bank Charges | 1,133 | 0.2% |
| Professional Fees | 4,263 | 0.7% |
| Revenue Sharing | 29,318 | 4.6% |
| Miscellaneous | 111 | 0.0% |
| Depreciation | 2,178 | 0.3% |
| Total General & Administration Expenses | 88,008 | 13.9% |
| TOTAL EXPENSES | 342,796 | 54.2% |
| NET SURPLUS/(DEFICIT) | \$ 289,992 | 45.8% |

(A) Other Depreciation is Allocated to Care Services

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and one month ended February 28, 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 one month ended February 28, 2022 |
|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---|
| REVENUE | | | | | | |
| Events | | | | | | |
| Special Events | \$1,785,990 | \$1,449,292 | \$1,552,655 | \$ 706,907 | \$ 870,507 | \$ 7,350 |
| Walks | 1,372,352 | 1,439,061 | 1,405,110 | 636,575 | 1,004,103 | 23,134 |
| Total Events | 3,158,342 | 2,888,353 | 2,957,765 | 1,343,482 | 1,874,610 | 30,484 |
| Annual Giving | | | | | | |
| Contributions | 312,128 | 260,659 | 418,874 | 482,917 | 551,885 | 141,757 |
| Grants | 664,250 | 465,250 | 515,916 | 438,297 | 799,375 | - |
| Appeals | 231,804 | 265,477 | 210,780 | 370,388 | 264,660 | 1,607 |
| Memorials and Tributes | 214,775 | 283,523 | 208,545 | 260,535 | 323,371 | 28,002 |
| Workplace Giving | 121,260 | 112,629 | 136,125 | 101,838 | 79,146 | 13,331 |
| Total Annual Giving | 1,544,217 | 1,387,537 | 1,490,240 | 1,653,975 | 2,018,437 | 184,697 |
| Development | | | | | | |
| Major Gifts | 487,221 | 246,857 | 710,520 | 687,779 | 509,969 | 1,890 |
| Bequests | 290,881 | 1,515,412 | 197,355 | 394,903 | 151,541 | - |
| Total Development | 778,102 | 1,762,269 | 907,875 | 1,082,681 | 661,510 | 1,890 |
| Government Funding | 403,194 | 384,543 | 582,070 | 817,437 | 1,092,155 | 416,880 |
| REVENUE FROM OPERATIONS | 5,883,854 | 6,422,702 | 5,937,949 | 4,897,576 | 5,646,712 | 633,951 |
| Unrealized (Loss) Gain | 68,524 | (40,612) | 32,883 | 27,011 | 11,795 | (1,187) |
| Interest Income | 3,574 | 26,416 | 57,287 | 10,696 | 2,085 | 25 |
| TOTAL REVENUE | 5,955,952 | 6,408,507 | 6,028,119 | 4,935,282 | 5,660,592 | 632,788 |
| EXPENSES | | | | | | |
| Care Services | | | | | | |
| Salaries and Benefits | 1,403,782 | 1,483,299 | 1,565,690 | 1,507,009 | 1,520,402 | 108,416 |
| ALS Clinic Centers | 283,045 | 286,232 | 289,687 | 283,478 | 298,333 | 22,765 |
| Abrams Program | 464,385 | 607,649 | 623,034 | 451,952 | 353,604 | 21,470 |
| Other Service Expenses | 316,679 | 256,618 | 298,724 | 149,085 | 185,117 | 6,390 |
| Allocated Overhead | 253,174 | 282,893 | 320,125 | 252,643 | 199,740 | 12,068 |
| Total Care Services | 2,721,065 | 2,916,691 | 3,097,259 | 2,644,167 | 2,557,197 | 171,108 |
| Research | | | | | | |
| Research Payments to NTL | 458,000 | 250,000 | 44,340 | 398,124 | 218,165 | 1,495 |
| Research Coordinators | 132,506 | 132,506 | 127,997 | 132,506 | 134,606 | 10,342 |
| Other Research Expense | 47,858 | 57,641 | 70,114 | 47,911 | 53,877 | 3,331 |
| Allocated Overhead | 225,408 | 251,868 | 285,017 | 224,936 | 177,834 | 11,116 |
| Total Research | 863,773 | 692,016 | 527,468 | 803,477 | 584,482 | 26,284 |
| Education | | | | | | |
| Education | 618,431 | 673,092 | 718,917 | 526,297 | 569,733 | 33,814 |
| Allocated Overhead | 75,014 | 83,820 | 94,852 | 74,857 | 59,182 | 3,576 |
| Total Education | 693,446 | 756,913 | 813,769 | 601,154 | 628,916 | 37,390 |
| Development | | | | | | |
| Fundraising | 469,852 | 483,397 | 522,262 | 542,522 | 498,947 | 38,013 |
| Events | 354,073 | 273,634 | 339,305 | 59,663 | 187,465 | 8,752 |
| Allocated Overhead | 93,768 | 104,775 | 118,565 | 93,571 | 73,978 | 4,470 |
| Total Development | 917,694 | 861,806 | 980,132 | 695,756 | 760,390 | 51,235 |
| Administrative & Board | 723,295 | 808,200 | 914,567 | 721,778 | 570,638 | 56,779 |
| TOTAL EXPENSES | 5,919,272 | 6,035,625 | 6,333,195 | 5,466,332 | 5,101,622 | 342,796 |
| NET SURPLUS/(DEFICIT) | \$ 36,680 | \$ 372,882 | \$ (305,076) | \$ (531,049) | \$ 558,970 | \$ 289,992 |

**The ALS Association Greater Philadelphia Chapter
 Unaudited Statement of Cash Flows
 for the one month ended February 28, 2022**

| | |
|--|---------------------------------------|
| Net Surplus/(Deficit) for Period | \$ 289,992 |
| Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities | |
| Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities | 2,178 |
| Decrease (Increase) in Pledged Receivables | 5,100 |
| (Increase) Decrease in Grant Receivables | 249,784 |
| (Increase) Decrease in Receivables - Other | 157,590 |
| Decrease (Increase) in Prepaids | (8,744) |
| Increase (Decrease) in Accounts Payable | (93,174) |
| Increase (Decrease) in Accrued Liabilities | (10,052) |
| Increase (Decrease) in Accrued National - Revenue Sharing | 29,318 |
| Increase (Decrease) in Accrued National - Research (Revenue Restricted) | 1,495 |
| Increase (Decrease) in Deferred Rent | <u>(750)</u> |
| Net Cash Provided (Used) by Operating Activities | <u>622,737</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>206,397</u> |
| Cash and Cash Equivalents Beginning | <u>3,916,048</u> |
| Cash and Cash Equivalents Ending | <u><u>\$ 4,122,446</u></u> |

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

| | Forecast | | | | | | | | | | | | Annual | | | |
|--|--------------------|---------------------|---------------------|-------------------|---------------------|--------------------|-------------------|-------------------|-------------------|---------------------|--------------------|---------------------|-------------------|-------------------|-------------------|----------|
| | Actual YTD | Feb-2022 | Mar-2022 | 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 | \$ 7,350 | 10,787 | 29,871 | 70,827 | 44,916 | 48,239 | 71,926 | 279,023 | 306,195 | 145,707 | 80,092 | 9,258 | 1,104,191 | \$1,102,500 | \$ 1,691 | |
| Walks | 23,134 | 34,346 | 81,673 | 80,517 | 16,454 | 45,887 | 118,171 | 351,369 | 392,374 | 24,569 | 12,536 | 2,085 | 1,183,113 | 1,170,000 | 13,113 | |
| Total Events | 30,484 | 45,133 | 111,544 | 151,344 | 61,370 | 94,126 | 190,097 | 630,391 | 698,569 | 170,276 | 92,628 | 11,343 | 2,287,304 | 2,272,500 | 14,804 | |
| Annual Giving | | | | | | | | | | | | | | | | |
| Contributions | 141,757 | 31,358 | 23,415 | 10,044 | 19,824 | 9,937 | 17,575 | 28,261 | 55,056 | 40,486 | 106,992 | 44,586 | 529,291 | 400,000 | 129,291 | |
| Grants | - | 48,747 | 14,624 | 7,534 | 141,811 | - | 8,863 | 314,643 | 60,270 | 62,042 | 23,377 | 26,590 | 708,500 | 708,500 | - | |
| Appeals | 1,607 | 3,123 | 36,587 | 33,572 | 32,684 | 23,832 | 2,556 | 15,571 | 18,516 | 26,898 | 93,155 | 25,919 | 314,022 | 330,000 | (15,978) | |
| Memorials and Tributes | 28,002 | 25,239 | 14,156 | 28,551 | 18,151 | 16,610 | 12,865 | 17,064 | 7,728 | 20,922 | 43,933 | 26,857 | 260,076 | 250,000 | 10,076 | |
| Workplace Giving | 13,331 | 5,659 | 6,965 | 3,709 | 4,334 | 1,874 | 6,501 | 2,406 | 2,129 | 6,586 | 11,699 | 8,615 | 73,808 | 75,000 | (1,192) | |
| Total Annual Giving | 184,697 | 114,126 | 95,748 | 83,410 | 216,803 | 52,253 | 48,361 | 377,945 | 143,698 | 156,934 | 279,155 | 132,567 | 1,885,697 | 1,763,500 | 122,197 | |
| Development | | | | | | | | | | | | | | | | |
| Major Gifts | 1,890 | 30,496 | 1,200 | 141,391 | 147 | 51,797 | 58,857 | 20,791 | 137,564 | 41,950 | 109,136 | 2,500 | 597,719 | 600,000 | (2,281) | |
| Bequests | - | - | - | 227,086 | - | 21,908 | 1,006 | - | - | - | - | - | 250,000 | 250,000 | - | |
| Total Development | 1,890 | 30,496 | 1,200 | 368,477 | 147 | 73,706 | 59,862 | 20,791 | 137,564 | 41,950 | 109,136 | 2,500 | 847,719 | 850,000 | (2,281) | |
| Government Funding | 416,880 | 32,591 | 45,386 | 94,400 | 57,191 | 113,023 | 628,256 | 59,424 | 163,957 | 76,177 | 64,067 | 59,623 | 1,810,975 | 1,453,717 | 357,258 | |
| REVENUE FROM OPERATIONS | 633,951 | 222,347 | 253,878 | 697,630 | 335,511 | 333,107 | 926,576 | 1,088,551 | 1,143,789 | 445,337 | 544,986 | 206,032 | 6,831,695 | 6,339,717 | 491,978 | |
| Unrealized (Loss) Gain | (1,187) | - | - | - | - | - | - | - | - | - | - | - | (1,187) | - | (1,187) | |
| Interest Income | 25 | 1,600 | 455 | 470 | 1,833 | 13,387 | 341 | 1,369 | 341 | 330 | 5,108 | 341 | 25,598 | 26,000 | (402) | |
| TOTAL REVENUE | 632,788 | 223,946 | 254,333 | 698,101 | 337,343 | 346,494 | 926,916 | 1,089,920 | 1,144,130 | 445,667 | 550,095 | 206,373 | 6,856,106 | 6,365,717 | 490,389 | |
| EXPENSES | | | | | | | | | | | | | | | | |
| Care Services | | | | | | | | | | | | | | | | |
| Salaries and Benefits | 108,416 | 103,298 | 109,414 | 154,309 | 121,427 | 137,573 | 104,744 | 122,683 | 119,917 | 180,245 | 150,660 | 112,199 | 1,524,885 | 1,533,090 | (8,205) | |
| ALS Clinic Centers | 22,765 | 23,352 | 22,753 | 27,343 | 22,616 | 22,195 | 26,518 | 23,408 | 22,410 | 26,721 | 23,241 | 25,615 | 288,937 | 293,100 | (4,163) | |
| Abrams Program | 21,470 | 65,085 | 49,428 | 48,009 | 40,160 | 38,569 | 38,457 | 41,204 | 37,812 | 52,587 | 36,405 | 22,739 | 491,924 | 516,000 | (24,076) | |
| Other Service Expenses | 6,390 | 24,543 | 21,366 | 18,357 | 21,212 | 29,476 | 21,871 | 40,486 | 39,914 | 56,719 | 31,162 | 27,654 | 339,149 | 347,725 | (8,576) | |
| Allocated Overhead | 12,068 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 207,501 | 213,200 | (5,699) | |
| Total Care Services | 171,108 | 234,044 | 220,727 | 265,784 | 223,182 | 245,580 | 209,357 | 245,548 | 237,820 | 334,040 | 259,234 | 205,973 | 2,852,396 | 2,903,115 | (50,719) | |
| Research | | | | | | | | | | | | | | | | |
| Research Payments to NTL | 1,495 | 99,795 | (46,872) | 12,901 | 125,226 | (62,480) | 8,404 | 7,977 | 3,893 | 60,108 | 92,182 | 1,708 | 304,337 | 356,370 | (52,033) | |
| Research Coordinators | 10,342 | 9,004 | 9,004 | 10,832 | 9,004 | 9,004 | 10,832 | 9,004 | 9,004 | 10,832 | 9,004 | 10,832 | 116,701 | 117,191 | (490) | |
| Other Research Expense | 3,331 | 2,442 | 2,476 | 3,569 | 2,944 | 3,097 | 2,959 | 3,008 | 7,424 | 4,108 | 4,981 | 2,567 | 42,907 | 42,217 | 690 | |
| Allocated Overhead | 11,116 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 191,134 | 196,384 | (5,249) | |
| Total Research | 26,284 | 127,606 | (19,026) | 43,668 | 153,539 | (34,013) | 38,561 | 36,354 | 36,686 | 91,414 | 122,533 | 31,472 | 655,078 | 712,162 | (57,083) | |
| Education | | | | | | | | | | | | | | | | |
| Education | 33,814 | 52,538 | 47,855 | 56,775 | 43,670 | 48,452 | 50,496 | 99,271 | 73,372 | 78,745 | 52,558 | 41,765 | 679,310 | 683,976 | (4,666) | |
| Allocated Overhead | 3,576 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 61,482 | 63,170 | (1,689) | |
| Total Education | 37,390 | 57,802 | 53,119 | 62,039 | 48,934 | 53,716 | 55,761 | 104,535 | 78,636 | 84,009 | 57,822 | 47,029 | 740,792 | 747,146 | (6,354) | |
| Development | | | | | | | | | | | | | | | | |
| Fundraising | 38,013 | 37,451 | 42,328 | 58,688 | 44,471 | 48,341 | 40,473 | 46,167 | 45,464 | 66,655 | 63,822 | 42,646 | 574,517 | 577,779 | (3,262) | |
| Events | 8,752 | 3,057 | 7,586 | 3,487 | 3,198 | 5,363 | 7,860 | 31,700 | 31,121 | 54,247 | 1,121 | 18,425 | 175,916 | 167,675 | 8,241 | |
| Allocated Overhead | 4,470 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 76,852 | 78,963 | (2,111) | |
| Total Development | 51,235 | 47,087 | 56,494 | 68,755 | 54,249 | 60,284 | 54,913 | 84,447 | 83,165 | 127,482 | 71,523 | 67,651 | 827,285 | 824,417 | 2,868 | |
| Administrative & Board | 56,779 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 976,297 | 1,003,111 | (26,813) | |
| TOTAL EXPENSES | 342,796 | 550,133 | 394,907 | 523,838 | 563,496 | 409,160 | 442,185 | 554,476 | 519,899 | 720,537 | 594,705 | 435,718 | 6,051,850 | 6,189,951 | (138,101) | |
| NET SURPLUS/(DEFICIT) | \$ 289,992 | \$ (326,187) | \$ (140,574) | \$ 174,262 | \$ (226,153) | \$ (62,666) | \$ 484,731 | \$ 535,444 | \$ 624,231 | \$ (274,870) | \$ (44,610) | \$ (229,345) | \$ 804,256 | \$ 175,766 | \$ 628,490 | |
| Depreciation | 2,178 | 2,178 | 2,178 | | | | | | | | | | | | | |
| Pledged Receivables | 5,100 | 12,000 | 8,550 | | | | | | | | | | | | | |
| Grant Receivables | 249,784 | 82,000 | 165,892 | | | | | | | | | | | | | |
| Receivables - Other | 157,590 | 35,700 | 40,000 | | | | | | | | | | | | | |
| Prepays | (8,744) | (8,744) | (8,744) | | | | | | | | | | | | | |
| Accounts Payable | (93,174) | (81,000) | (87,087) | | | | | | | | | | | | | |
| Accrued Liabilities | (10,052) | (26,000) | (26,000) | | | | | | | | | | | | | |
| Loan Payable-SBA | (416,340) | - | - | | | | | | | | | | | | | |
| Accrued National - Revenue Sharing | 29,318 | - | - | | | | | | | | | | | | | |
| Accrued National - Research (Revenue Restricted) | 1,495 | - | - | | | | | | | | | | | | | |
| Deferred Rent | (750) | (750) | (750) | | | | | | | | | | | | | |
| Cash and Cash Equivalents Beginning | 3,916,048 | 4,122,446 | 3,811,644 | | | | | | | | | | | | | |
| Cash and Cash Equivalents Ending | \$4,122,446 | \$3,811,644 | \$3,765,109 | | | | | | | | | | | | | |