

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 1 Month Ended February 28, 2023

HIGHLIGHTS

\$41K in Major Gifts was received in February. The Major Gifts is \$39K more than this time last year.

Revenue from Operations is (\$554K) less than this time last year. This is due to the forgiveness of the \$416K 2nd PPP Loan in February 2022. The forgiveness of the loan was recognized as revenue and a government grant in FY2023.

Through February, overall Total Expenses are (\$37K) less than expected.

Total revenue generated during through Febraury was \$111K, with the majority coming from Development activities.

The total expenses incurred during the period amounted to \$422K, with the highest expenses going towards Care Services \$214K, followed by Education \$39K, Development \$47K, and Research \$10K. The Administration expenses amounted to \$111K.

| Care Services | | |
|-----------------------|-----------|----------|
| Revenue | | \$30.7K |
| Expenses | | \$214.4K |
| Net Surplus/(Deficit) | -\$183.7K | |
| Research | | |
| Revenue | | \$2.4K |
| Expenses | | \$10.3K |
| Net Surplus/(Deficit) | -\$7.9K | |
| Education | | |
| Revenue | | \$0 |
| Expenses | | \$38.7K |
| Net Surplus/(Deficit) | -\$38.7K | |
| Development | | |
| Revenue | | \$78.3K |
| Expenses | | \$47.3K |
| Net Surplus/(Deficit) | \$31K | |
| Admin | | |
| Revenue | | \$0 |
| Expenses | | \$111.4K |
| Net Surplus/(Deficit) | -\$111.4K | |

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

EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$91K) in Total Revenue. This is due to less than expected in Total Events, Contributions, Appeals, Memorials and Tributes, and Workplace Giving. Compared to Budget, there is a favorable variance of \$37K in Total Expenses. Care Services, Research, and Administrative & Board expenses are less than expected.

FINANCIAL ANALYSIS

Statements of Financial Position



Cash is (\$972K) less compared to this time last year. This is due to the uncollected \$825K Grants & Other Receivables. We expect to receive \$475K of the Grants and Other Receivables in March.

Compared to this time last year, Total Liabilities increased by \$173K due to the \$79K increase in the Right of Use Liability-Office Lease. The Right of Use Asset-Office Lease offsets the Right of Use Liability-Office Lease.

Cash and Investment balance of \$2.7M is enough to cover expenses for about 7 months. As a rule, 6 months of cash to cover expenses is ideal.

Through February 28, 2023, the financial position remains strong with Total Liabilities equal to 16% of Assets.

Statements of Operations



Compared to Budget, Revenue from Operations is (\$96K) less and Total Expenses are (\$37K) less. The lower-than-expected Revenue from Operations is due to a (\$135K) combined decrease in Total Events, Contributions, Appeals, Memorials & Tributes, Workplace Giving, and Government Funding. The decrease in Total Expenses compared to budget, is due to less than expected costs in Total Care Services, Total Research, and Administrative & Board.

Rolling Forecast



Through February, Revenue from Operations is expected to be \$6.5M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.9M compared to the \$7.0M Budgeted Annual Total Expenses.

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

RECOMMENDATIONS AND OTHER NOTES

The FY2023 Audit will begin the week of April 3, 2023.

ATTACHMENTS:

- Financial Reports Dashboard
- Statements of Financial Position
- Statements of Operations (2)
- Statement of Cash Flows
- Rolling Forecast

Financial Reports Dashboard

For the One Month ended February 28, 2023

February 2023 Revenue Analysis

For the month of February, most donations were for Total Annual Giving, which represents 55% of Revenue from Operations.

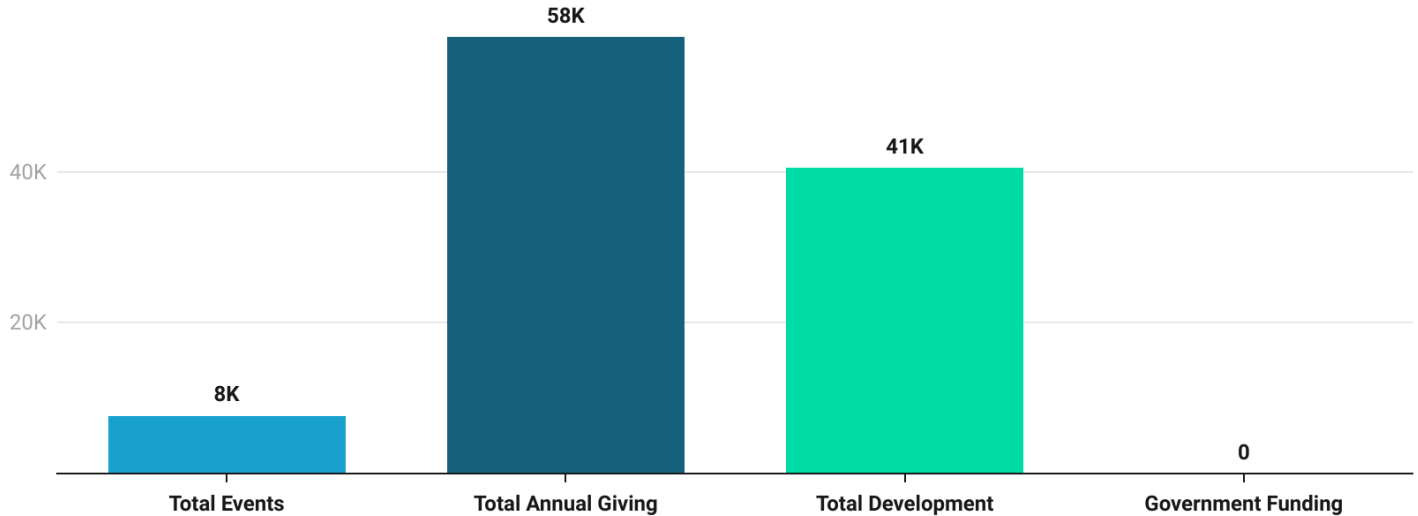


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

February 2023 Revenue Line Items Analysis

For the month of February, Major Gifts at \$41K and Contributions at \$32K are the two top revenue line items. These represent 38% and 31% of Revenue from Operations, respectively.

■ Special Events
 ■ Walks
 ■ Contributions
 ■ Grants
 ■ Appeals
 ■ Memorials and Tributes
 ■ Workplace Giving
 ■ Major Gifts
 ■ Bequests
 ■ Government Funding

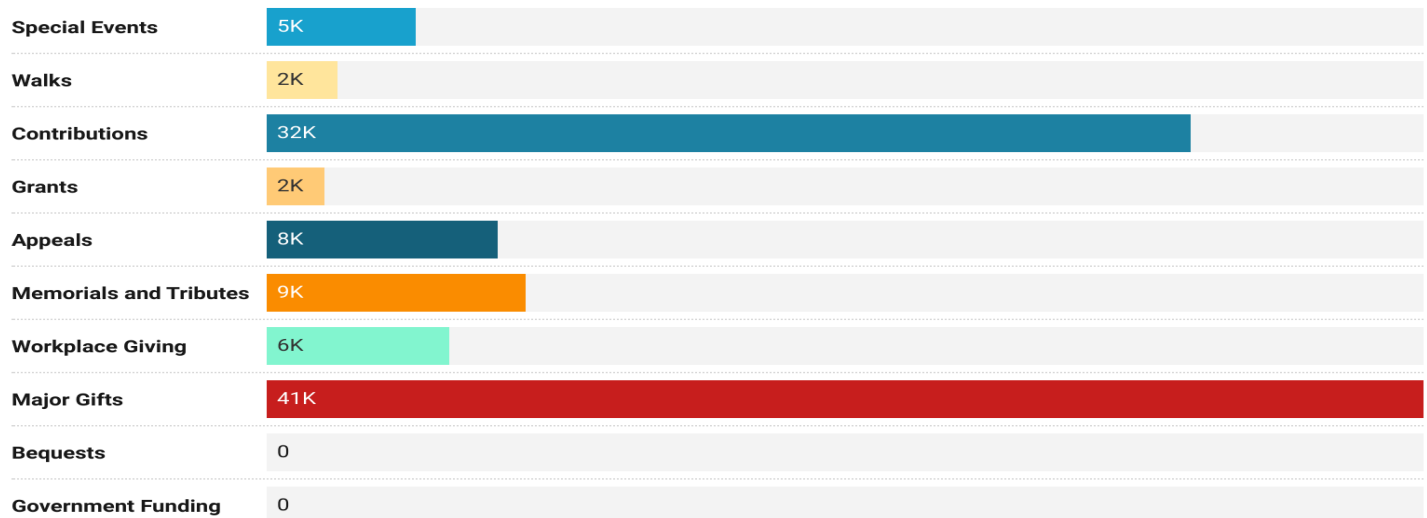


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of February 28, 2023 and February 28, 2022

| | 2023 | 2022 | Variance |
|---|---------------------|---------------------|---------------------|
| Assets | | | |
| Cash and Cash Equivalents | \$ 499,400 | \$ 1,471,620 | \$ (972,220) |
| Investments | 2,250,417 | 2,652,441 | (402,024) |
| Pledges Receivable | 430,379 | 402,319 | 28,060 |
| Less: Allowance for Uncollectible Pledges | (49,955) | (44,694) | (5,261) |
| Less: Discount Pledged Receivables | (12,877) | (3,994) | (8,883) |
| Grants and Other Receivables | 824,801 | 195,886 | 628,915 |
| Prepaid Expenses | 144,774 | 64,014 | 80,760 |
| Property & Equipment, Net | 152,090 | 107,693 | 44,397 |
| Beneficial Interest in Perpetual Trust | 415,400 | 491,095 | (75,695) |
| Right of Use Asset-Office Lease | 108,234 | - | 108,234 |
| Total Assets | \$ 4,762,663 | \$ 5,336,380 | \$ (573,716) |
| Liabilities | | | |
| Accounts Payable & Other Liabilities | \$ 473,753 | \$ 344,493 | \$ 129,259 |
| National - Revenue Sharing | 161,673 | 123,358 | 38,315 |
| National - Research (Revenue Restricted) | 22,785 | 95,771 | (72,986) |
| Right of Use Liability- Office Lease | 99,993 | 21,337 | 78,656 |
| Total Liabilities | 758,203 | 584,959 | 173,244 |
| Net Assets | | | |
| Without Donor Restrictions | 2,621,202 | 1,675,631 | 945,571 |
| With Donor Restrictions | 1,383,259 | 3,075,790 | (1,692,531) |
| Total Net Assets | 4,004,460 | 4,751,421 | (746,961) |
| Total Liabilities and Net Assets | \$ 4,762,663 | \$ 5,336,380 | \$ (573,716) |

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the one month ended February 28, 2023 and 2022

| | Actual | YTD Budget | Actual vs. Budget | Prior Year | Actual vs. Prior Year |
|-----------------------------------|---------------------|---------------------|--------------------|-------------------|-----------------------|
| REVENUE | | | | | |
| Events | | | | | |
| Special Events | \$ 5,185 | \$ 7,244 | \$ (2,059) | \$ 7,350 | \$ (2,165) |
| Walks | 2,464 | 22,543 | (20,079) | 23,134 | (20,670) |
| Total Events | 7,649 | 29,787 | (22,139) | 30,484 | (22,835) |
| Annual Giving | | | | | |
| Contributions | 32,444 | 87,734 | (55,291) | 114,240 | (81,796) |
| Grants | 2,000 | - | 2,000 | - | 2,000 |
| Appeals | 8,061 | 9,732 | (1,671) | 9,091 | (1,030) |
| Memorials and Tributes | 9,040 | 23,909 | (14,869) | 28,002 | (18,962) |
| Workplace Giving | 6,400 | 12,308 | (5,908) | 13,331 | (6,931) |
| Total Annual Giving | 57,944 | 133,683 | (75,739) | 164,664 | (106,720) |
| Development | | | | | |
| Major Gifts | 40,625 | 3,444 | 37,181 | 1,890 | 38,735 |
| Bequests | - | - | - | - | - |
| Total Development | 40,625 | 3,444 | 37,181 | 1,890 | 38,735 |
| Government Funding | - | 35,087 | (35,087) | 462,893 | (462,893) |
| REVENUE FROM OPERATIONS | | | | | |
| | 106,218 | 202,001 | (95,783) | 659,931 | (553,713) |
| Unrealized (Loss) Gain | (3,082) | - | (3,082) | (1,187) | (1,895) |
| Interest Income | 8,255 | 9 | 8,246 | 25 | 8,230 |
| TOTAL REVENUE | 111,391 | 202,009 | (90,619) | 658,768 | (547,378) |
| EXPENSES | | | | | |
| Care Services | | | | | |
| Salaries and Benefits | 120,557 | 133,318 | (12,761) | 83,561 | 36,997 |
| ALS Clinic Centers | 20,280 | 23,652 | (3,372) | 23,121 | (2,841) |
| Abrams Program | 46,804 | 39,561 | 7,243 | 29,167 | 17,637 |
| Other Service Expenses | 26,795 | 18,161 | 8,634 | 11,864 | 14,931 |
| Allocated Overhead | 14,266 | 19,364 | (5,098) | 18,057 | (3,791) |
| Total Care Services | 228,702 | 234,057 | (5,355) | 165,769 | 62,934 |
| Research | | | | | |
| Research Payments to NTL | 2,390 | 2,421 | (31) | 1,495 | 895 |
| Research Coordinators | 4,167 | 10,882 | (6,715) | 10,342 | (6,176) |
| Other Research Expense | 3,776 | 2,626 | 1,151 | 2,601 | 1,176 |
| Allocated Overhead | 10,567 | 14,344 | (3,776) | 13,376 | (2,808) |
| Total Research | 20,901 | 30,273 | (9,372) | 27,814 | (6,913) |
| Education | | | | | |
| Education | 38,673 | 35,432 | 3,241 | 27,337 | 11,336 |
| Allocated Overhead | 4,227 | 5,738 | (1,511) | 5,350 | (1,123) |
| Total Education | 42,900 | 41,170 | 1,730 | 32,688 | 10,213 |
| Development | | | | | |
| Fundraising | 44,817 | 34,783 | 10,034 | 30,072 | 14,745 |
| Events | 2,443 | 7,132 | (4,690) | 9,686 | (7,243) |
| Allocated Overhead | 5,284 | 7,172 | (1,888) | 6,688 | (1,404) |
| Total Development | 52,544 | 49,087 | 3,456 | 46,446 | 6,098 |
| Administrative & Board | 77,074 | 104,618 | (27,543) | 97,555 | (20,481) |
| TOTAL EXPENSES | 422,121 | 459,205 | (37,084) | 370,271 | 51,850 |
| NET SURPLUS/(DEFICIT) | \$ (310,731) | \$ (257,196) | \$ (53,535) | \$ 288,497 | \$ (599,228) |

* Revenue Sharing for the one month ended February 28, 2023 allocated across all departments is: \$16,412

** Restricted Income: Care Services: \$30,705 Research: \$2,390 Education: \$0

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and one month ended February 28, 2023

| | FY ended January 31, 2019 | FY ended January 31, 2020 | FY ended January 31, 2021 | FY ended January 31, 2022 | FY ended January 31, 2023 | For the one month ended February 28, 2023 |
|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---|
| REVENUE | | | | | | |
| Events | | | | | | |
| Special Events | \$ 1,449,292 | \$ 1,552,655 | \$ 706,907 | \$ 870,507 | \$ 1,159,105 | \$ 5,185 |
| Walks | 1,439,061 | 1,405,110 | 636,575 | 1,004,103 | 1,103,178 | 2,464 |
| Total Events | 2,888,353 | 2,957,765 | 1,343,482 | 1,874,610 | 2,262,283 | 7,649 |
| Annual Giving | | | | | | |
| Contributions | 260,659 | 418,874 | 482,917 | 551,885 | 520,844 | 32,444 |
| Grants | 465,250 | 515,916 | 438,297 | 624,375 | 544,550 | 2,000 |
| Appeals | 265,477 | 210,780 | 370,388 | 320,753 | 246,181 | 8,061 |
| Memorials and Tributes | 283,523 | 208,545 | 260,535 | 323,371 | 292,801 | 9,040 |
| Workplace Giving | 112,629 | 136,125 | 101,838 | 79,146 | 81,235 | 6,400 |
| Total Annual Giving | 1,387,537 | 1,490,240 | 1,653,975 | 1,899,529 | 1,685,610 | 57,944 |
| Development | | | | | | |
| Major Gifts | 246,857 | 710,520 | 687,779 | 509,969 | 548,856 | 40,625 |
| Bequests | 1,515,412 | 197,355 | 394,903 | 151,541 | 25,591 | - |
| Total Development | 1,762,269 | 907,875 | 1,082,681 | 661,510 | 574,447 | 40,625 |
| Government Funding | 384,543 | 582,070 | 817,437 | 1,322,570 | 1,420,118 | - |
| REVENUE FROM OPERATIONS | | | | | | |
| | 6,422,702 | 5,937,949 | 4,897,576 | 5,758,220 | 5,942,459 | 106,218 |
| Unrealized (Loss) Gain | (40,612) | 32,883 | 27,011 | 11,795 | (81,811) | (3,082) |
| Interest Income | 26,416 | 57,287 | 10,696 | 2,085 | 52,816 | 8,255 |
| TOTAL REVENUE | 6,408,507 | 6,028,119 | 4,935,282 | 5,772,100 | 5,913,464 | 111,391 |
| EXPENSES | | | | | | |
| Care Services | | | | | | |
| Salaries and Benefits | 1,483,299 | 1,565,690 | 1,507,009 | 1,539,303 | 1,550,931 | 120,557 |
| ALS Clinic Centers | 286,232 | 289,687 | 283,478 | 299,334 | 292,215 | 20,280 |
| Abrams Program | 607,649 | 623,034 | 451,952 | 362,259 | 552,942 | 46,804 |
| Other Service Expenses | 256,618 | 298,724 | 149,085 | 184,523 | 321,575 | 26,795 |
| Allocated Overhead | 282,893 | 320,125 | 252,643 | 211,598 | 182,331 | 14,266 |
| Total Care Services | 2,916,691 | 3,097,259 | 2,644,167 | 2,597,016 | 2,899,995 | 228,702 |
| Research | | | | | | |
| Research Payments to NTL | 250,000 | 200,463 | 398,124 | 218,165 | 222,181 | 2,390 |
| Research Coordinators | 132,506 | 127,997 | 132,506 | 134,606 | 128,306 | 4,167 |
| Other Research Expense | 57,641 | 39,291 | 47,911 | 54,409 | 47,766 | 3,776 |
| Allocated Overhead | 251,868 | 159,717 | 224,936 | 188,392 | 135,060 | 10,567 |
| Total Research | 692,016 | 527,468 | 803,477 | 595,572 | 533,313 | 20,901 |
| Education | | | | | | |
| Education | 673,092 | 718,917 | 526,297 | 575,413 | 661,581 | 38,673 |
| Allocated Overhead | 83,820 | 94,852 | 74,857 | 62,696 | 54,024 | 4,227 |
| Total Education | 756,913 | 813,769 | 601,154 | 638,108 | 715,605 | 42,900 |
| Development | | | | | | |
| Fundraising | 483,397 | 522,262 | 542,522 | 514,182 | 638,404 | 44,817 |
| Events | 273,634 | 339,305 | 59,663 | 190,711 | 253,191 | 2,443 |
| Allocated Overhead | 104,775 | 118,565 | 93,571 | 78,370 | 67,530 | 5,284 |
| Total Development | 861,806 | 980,132 | 695,756 | 783,262 | 959,124 | 52,544 |
| Administrative & Board | 808,200 | 914,567 | 721,778 | 604,516 | 985,068 | 77,074 |
| TOTAL EXPENSES | 6,035,625 | 6,333,195 | 5,466,332 | 5,218,475 | 6,093,105 | 422,121 |
| NET SURPLUS/(DEFICIT) | \$ 372,882 | \$ (305,076) | \$ (531,049) | \$ 553,625 | \$ (179,641) | \$ (310,731) |

**The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the one month ended February 28, 2023**

| | |
|---|---------------------------------|
| Net Surplus/(Deficit) for Period | \$ (310,731) |
| Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities | |
| Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities | 4,231 |
| Decrease (Increase) in Pledged Receivables | 25,000 |
| (Increase) Decrease in Investments | 519,830 |
| Decrease (Increase) in Prepays | (19,565) |
| Decrease (Increase) in Right of Use Asset-Office Lease | 9,839 |
| Increase (Decrease) in Accounts Payable | 68,110 |
| Increase (Decrease) in Accrued Liabilities | (21,241) |
| Increase (Decrease) in Accrued National - Revenue Sharing | 16,412 |
| Increase (Decrease) in Accrued National - Research (Revenue Restricted) | 2,390 |
| Increase (Decrease) in Right of Use Liability- Office Lease | <u>(10,912)</u> |
| Net Cash Provided (Used) by Operating Activities | <u>283,364</u> |
| Net Surplus/(Deficit) in Cash | <u>283,364</u> |
| Cash and Cash Equivalents Beginning | <u>216,036</u> |
| Cash and Cash Equivalents Ending | <u><u>\$ 499,400</u></u> |

The ALS Association Greater Philadelphia Chapter
Unaudited Rolling Forecast
for the twelve months ending January 31, 2024

| | Actual YTD | Forecast | | | | | | | | | | Annual | | | |
|--|---------------------|---------------------|---------------------|---------------------|---------------------|-------------------|--------------------|-------------------|--------------------|------------------|--------------------|---------------------|---------------------|---------------------|--------------------|
| | Feb-2023 | Mar-2023 | Apr-2023 | May-2023 | Jun-2023 | Jul-2023 | Aug-2023 | Sep-2023 | Oct-2023 | Nov-2023 | Dec-2023 | Jan-2024 | TOTALS | Budget | Variance |
| Events | | | | | | | | | | | | | | | |
| Special Events | \$ 5,185 | \$ 28,120 | \$ 161,450 | \$ 138,737 | \$ 120,085 | \$ 19,363 | \$ 50,722 | \$ 93,956 | \$ 341,909 | \$ 112,419 | \$ 62,778 | \$ 5,717 | \$ 1,140,441 | \$ 1,142,500 | \$ (2,059) |
| Walks | 2,464 | 41,538 | 66,764 | 100,827 | 57,674 | 30,776 | 153,601 | 280,866 | 195,936 | 112,543 | 3,834 | 8,097 | 1,054,921 | 1,075,000 | (20,079) |
| Total Events | 7,649 | 69,658 | 228,214 | 239,565 | 177,759 | 50,139 | 204,323 | 374,822 | 537,845 | 224,962 | 66,612 | 13,814 | 2,195,361 | 2,217,500 | (22,139) |
| Annual Giving | | | | | | | | | | | | | | | |
| Contributions | 32,444 | 10,902 | 21,938 | 16,834 | 19,755 | 15,521 | 6,559 | 39,826 | 15,252 | 31,134 | 86,389 | 48,154 | 344,709 | 400,000 | (55,291) |
| Grants | 2,000 | - | 55,091 | - | 34,432 | 206,593 | 3,443 | 241,300 | 3,443 | 133,597 | 64,044 | 8,057 | 752,000 | 750,000 | 2,000 |
| Appeals | 8,061 | 4,432 | 19,439 | 43,805 | 9,769 | 8,849 | 3,163 | 2,195 | 8,543 | 36,932 | 55,272 | 61,410 | 261,869 | 263,540 | (1,671) |
| Memorials and Tributes | 9,040 | 22,856 | 10,479 | 14,850 | 14,297 | 12,311 | 27,263 | 22,101 | 13,521 | 42,480 | 27,870 | 18,063 | 235,131 | 250,000 | (14,869) |
| Workplace Giving | 6,400 | 2,935 | 5,280 | 6,152 | 5,520 | 3,398 | 5,116 | 6,537 | 3,667 | 11,076 | 7,272 | 5,739 | 69,092 | 75,000 | (5,908) |
| Total Annual Giving | 57,944 | 41,126 | 112,227 | 81,641 | 83,773 | 246,672 | 45,544 | 311,959 | 44,427 | 255,219 | 240,847 | 141,424 | 1,662,801 | 1,738,540 | (75,739) |
| Development | | | | | | | | | | | | | | | |
| Major Gifts | 40,625 | 225,014 | 11,396 | 45,413 | 66,548 | 24,551 | 47,052 | 14,858 | 41,095 | 152,170 | 175,434 | 193,025 | 1,037,181 | 1,000,000 | 37,181 |
| Bequests | - | 25,000 | - | 75,000 | - | - | 150,000 | - | - | - | - | - | 250,000 | 250,000 | - |
| Total Development | 40,625 | 250,014 | 11,396 | 120,413 | 66,548 | 24,551 | 197,052 | 14,858 | 41,095 | 152,170 | 175,434 | 193,025 | 1,287,181 | 1,250,000 | 37,181 |
| Government Funding | | | | | | | | | | | | | | | |
| | - | 35,021 | 76,688 | 50,106 | 70,230 | 829,825 | 47,831 | 62,094 | 47,831 | 47,831 | 47,831 | 47,543 | 1,362,833 | 1,397,919 | (35,087) |
| REVENUE FROM OPERATIONS | 106,218 | 395,818 | 428,525 | 491,725 | 398,309 | 1,151,187 | 494,751 | 763,733 | 671,198 | 680,183 | 530,725 | 395,805 | 6,508,177 | 6,603,959 | (95,783) |
| Unrealized (Loss) Gain | (3,082) | - | - | - | - | - | - | - | - | - | - | - | (3,082) | - | (3,082) |
| Interest Income | 8,255 | 212 | 168 | 488 | 874 | 1,244 | 1,691 | 1,809 | 2,278 | 2,771 | 4,008 | 3,448 | 27,246 | 19,000 | 8,246 |
| TOTAL REVENUE | 111,391 | 396,030 | 428,694 | 492,213 | 399,183 | 1,152,431 | 496,441 | 765,542 | 673,476 | 682,954 | 534,733 | 399,253 | 6,532,340 | 6,622,959 | (90,619) |
| EXPENSES | | | | | | | | | | | | | | | |
| Care Services | | | | | | | | | | | | | | | |
| Salaries and Benefits | 120,557 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 1,587,057 | 1,599,818 | (12,761) |
| ALS Clinic Centers | 20,280 | 24,206 | 23,429 | 28,354 | 24,297 | 24,090 | 27,660 | 22,759 | 22,983 | 30,080 | 23,692 | 23,731 | 295,561 | 298,933 | (3,372) |
| Abrams Program | 46,804 | 69,274 | 55,899 | 71,399 | 53,436 | 49,148 | 53,435 | 80,928 | 83,511 | 72,772 | 62,882 | 57,755 | 757,243 | 750,000 | 7,243 |
| Other Service Expenses | 26,795 | 17,388 | 16,942 | 17,825 | 21,943 | 18,936 | 16,053 | 18,025 | 18,513 | 17,885 | 25,262 | 10,467 | 226,034 | 217,400 | 8,634 |
| Allocated Overhead | 14,266 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 227,273 | 232,371 | (5,098) |
| Total Care Services | 228,702 | 263,550 | 248,952 | 270,260 | 252,358 | 244,857 | 249,831 | 274,394 | 277,689 | 273,420 | 264,519 | 244,636 | 3,093,168 | 3,098,522 | (5,355) |
| Research | | | | | | | | | | | | | | | |
| Research Payments to NTL | 2,390 | 22,714 | 40,502 | 51,539 | 22,552 | 81,578 | 10,253 | 12,621 | 82,653 | 5,755 | 17,562 | 9,717 | 359,836 | 359,867 | (31) |
| Research Coordinators | 4,167 | 10,882 | 10,882 | 13,091 | 10,882 | 10,882 | 13,091 | 10,882 | 10,882 | 10,882 | 10,882 | 10,882 | 128,285 | 135,000 | (6,715) |
| Other Research Expense | 3,776 | 4,163 | 5,279 | 4,192 | 4,154 | 3,199 | 4,326 | (9,241) | 17,925 | 5,935 | 660 | 5,008 | 49,377 | 48,226 | 1,151 |
| Allocated Overhead | 10,567 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 168,350 | 172,127 | (3,776) |
| Total Research | 20,901 | 52,102 | 71,007 | 83,166 | 51,931 | 110,003 | 42,014 | 28,606 | 125,804 | 36,916 | 43,447 | 39,950 | 705,847 | 715,220 | (9,372) |
| Education | | | | | | | | | | | | | | | |
| Education | 38,673 | 60,852 | 84,740 | 87,721 | 68,254 | 44,281 | 77,264 | 101,408 | 70,612 | 97,468 | 69,662 | 59,790 | 860,725 | 857,484 | 3,241 |
| Allocated Overhead | 4,227 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 67,340 | 68,851 | (1,511) |
| Total Education | 42,900 | 66,590 | 90,477 | 93,459 | 73,991 | 50,018 | 83,001 | 107,145 | 76,350 | 103,206 | 75,400 | 65,527 | 928,065 | 926,335 | 1,730 |
| Development | | | | | | | | | | | | | | | |
| Fundraising | 44,817 | 55,433 | 75,601 | 57,706 | 57,972 | 54,443 | 62,986 | 56,671 | 79,526 | 69,655 | 72,726 | 60,908 | 748,444 | 738,410 | 10,034 |
| Events | 2,443 | 2,232 | 10,419 | 7,833 | 32,081 | 1,059 | 4,580 | 10,183 | 28,567 | 43,422 | 1,099 | 11,692 | 155,610 | 160,300 | (4,690) |
| Allocated Overhead | 5,284 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 84,175 | 86,063 | (1,888) |
| Total Development | 52,544 | 64,837 | 93,192 | 72,711 | 97,225 | 62,674 | 74,737 | 74,026 | 115,266 | 120,249 | 80,997 | 79,772 | 988,230 | 984,773 | 3,456 |
| Administrative & Board | 77,074 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 1,227,869 | 1,255,413 | (27,543) |
| TOTAL EXPENSES | 422,121 | 551,697 | 608,245 | 624,214 | 580,123 | 572,170 | 554,201 | 588,789 | 699,726 | 638,409 | 568,980 | 534,503 | 6,943,179 | 6,980,263 | (37,084) |
| NET SURPLUS/(DEFICIT) | \$ (310,731) | \$ (155,667) | \$ (179,551) | \$ (132,001) | \$ (180,940) | \$ 580,261 | \$ (57,760) | \$ 176,753 | \$ (26,250) | \$ 44,545 | \$ (34,248) | \$ (135,250) | \$ (410,839) | \$ (357,304) | \$ (53,535) |
| Depreciation | 4,231 | 4,231 | 4,231 | - | - | - | - | - | - | - | - | - | - | - | - |
| Pledged Receivables | 25,000 | 10,626 | 15,000 | - | - | - | - | - | - | - | - | - | - | - | - |
| Investments | 519,830 | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Grant Receivables | - | 300,000 | 161,373 | - | - | - | - | - | - | - | - | - | - | - | - |
| Receivables - Other | - | 175,000 | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Prepays | (19,565) | (20,040) | (19,270) | - | - | - | - | - | - | - | - | - | - | - | - |
| Right of Use Asset-Office Lease | 9,839 | 9,839 | 9,839 | - | - | - | - | - | - | - | - | - | - | - | - |
| Accounts Payable | 68,110 | (124,000) | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Accrued Liabilities | (21,241) | - | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Accrued National - Revenue Sharing | 16,412 | (145,262) | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Accrued National - Research (Revenue Restricted) | 2,390 | (20,395) | - | - | - | - | - | - | - | - | - | - | - | - | - |
| Right of Use Liability- Office Lease | (10,912) | (10,912) | (10,912) | - | - | - | - | - | - | - | - | - | - | - | - |
| Cash and Cash Equivalents Beginning | 216,036 | 499,400 | 522,821 | - | - | - | - | - | - | - | - | - | - | - | - |
| Cash and Cash Equivalents Ending | \$ 499,400 | \$ 522,821 | \$ 503,532 | - | - | - | - | - | - | - | - | - | - | - | - |