

# MONTHLY FINANCIAL SUMMARY

## THE ALS ASSOCIATION

### GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 6 Months Ended July 31, 2022

## HIGHLIGHTS

### \$150K Grant

In July, the Julius and Ray Charlestein Foundation donated \$150K.

**Total Revenue is \$286K more than this time last year.**

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

**Overall, Total Expenses are (\$203K) less than expected**

### Through July, 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 \$1.6M.

Care Services	
Revenue	\$1M
Expenses	\$1.3M
Net Surplus/(Deficit)	-\$233.6K
Research	
Revenue	\$136.6K
Expenses	\$224.2K
Net Surplus/(Deficit)	-\$87.5K
Education	
Revenue	\$5K
Expenses	\$291.9K
Net Surplus/(Deficit)	-\$286.9K
Development	
Revenue	\$1.6M
Expenses	\$384.5K
Net Surplus/(Deficit)	\$1.2M
Admin	
Revenue	\$0
Expenses	\$572.4K
Net Surplus/(Deficit)	-\$572.4K

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

## EXECUTIVE SUMMARY

Compared to Budget, there is a favorable variance of \$317K in Revenue from Operations. This is due to more than expected in Total Events, Contributions, Grants, Workplace Giving, and Government Funding. Compared to Budget, there is a favorable variance of \$203K in Total Expenses. Total Development expenses are more than expected.

# FINANCIAL DISCUSSIONS

## Statements of Financial Position



Cash is about the same at \$3.4M compared to this time last year.

Compared to this time last year, Total Liabilities are a favorable \$368k, due to the forgiveness of the 2<sup>nd</sup> PPP Loan.

The Cash balance of \$3.4M is enough to cover expenses for about 7 months.

Through July 31, 2022, Total Liabilities are about 9% of Assets.

## Statements of Operations



Compared to Actual results for this time last year, Total Revenue from Operations is \$409K more and Total Expenses are \$396K more. The increase in Total Revenue from Operations is due to greater Total Events, Contributions, Appeals, Major Gifts, and Government Funding. However, Grants, Memorials and Tributes, Workplace Giving, and Bequests are a total of (\$207K) less than this time last year.

## Rolling Forecast



Through July, it is projected \$7.1M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be (\$179K) 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.

## ATTACHMENTS

- Statements of Financial Position as of July 31, 2022 and 2021
- Statements of Operations for the six months ended July 31, 2022 and 2021
- Statement of Operations with General & Administration Expenses by Month for the six months ended July 31, 2022
- Statements of Operations for the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and six month ended July 31, 2022.
- Statement of Cash Flows for the six months ended July 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 July 31, 2022 and July 31, 2021

	<b>2022</b>	<b>2021</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 3,392,159	\$ 3,357,098	\$ 35,061
Pledges Receivable	420,306	388,016	32,289
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	687,525	680,148	7,377
Prepaid Expenses	26,090	32,040	(5,950)
Property & Equipment, Net	119,992	54,716	65,276
Beneficial Interest in Perpetual Trust	403,113	517,523	(114,410)
<b>Total Assets</b>	<b>\$ 5,000,496</b>	<b>\$ 4,977,709</b>	<b>\$ 22,787</b>
<b>Liabilities</b>			
Accounts Payable	\$ 254,117	\$ 151,915	\$ 102,202
Accrued Liabilities	25,916	88,455	(62,539)
Loan Payable-SBA	-	416,340	(416,340)
National - Revenue Sharing	68,488	101,158	(32,670)
National - Research (Revenue Restricted)	96,109	46,310	49,799
Deferred Rent	17,588	25,904	(8,316)
<b>Total Liabilities</b>	<b>462,218</b>	<b>830,081</b>	<b>(367,863)</b>
<b>Net Assets</b>			
Without Donor Restrictions	2,328,547	3,079,650	(751,104)
With Donor Restrictions	2,209,731	1,067,977	1,141,754
<b>Total Net Assets</b>	<b>4,538,278</b>	<b>4,147,627</b>	<b>390,650</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 5,000,496</b>	<b>\$ 4,977,709</b>	<b>\$ 22,787</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
for the six months ended July 31, 2022 and 2021

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 481,903	\$ 210,298	\$ 271,605	\$ 166,046	\$ 315,857
Walks	328,514	268,898	59,617	230,770	97,744
<b>Total Events</b>	<b>810,417</b>	<b>479,196</b>	<b>331,221</b>	<b>396,816</b>	<b>413,601</b>
<b>Annual Giving</b>					
Contributions	242,160	107,043	135,117	147,689	94,471
Grants	215,000	212,716	2,284	240,000	(25,000)
Appeals	127,949	147,384	(19,436)	118,202	9,746
Memorials and Tributes	115,600	120,632	(5,032)	156,036	(40,436)
Workplace Giving	38,552	37,064	1,487	39,113	(561)
<b>Total Annual Giving</b>	<b>739,260</b>	<b>624,840</b>	<b>114,420</b>	<b>701,040</b>	<b>38,220</b>
<b>Development</b>					
Major Gifts	206,570	229,202	(22,632)	194,810	11,760
Bequests	9,784	248,994	(239,211)	150,932	(141,148)
<b>Total Development</b>	<b>216,354</b>	<b>478,197</b>	<b>(261,843)</b>	<b>345,742</b>	<b>(129,388)</b>
<b>Government Funding</b>	<b>1,103,837</b>	<b>970,847</b>	<b>132,990</b>	<b>1,017,469</b>	<b>86,368</b>
<b>REVENUE FROM OPERATIONS</b>					
	<b>2,869,868</b>	<b>2,553,080</b>	<b>316,788</b>	<b>2,461,068</b>	<b>408,800</b>
Unrealized (Loss) Gain	(92,673)	-	(92,673)	37,439	(130,112)
Interest Income	8,328	18,171	(9,843)	1,457	6,870
<b>TOTAL REVENUE</b>	<b>2,785,523</b>	<b>2,571,251</b>	<b>214,272</b>	<b>2,499,964</b>	<b>285,558</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	778,977	766,545	12,432	736,495	42,482
ALS Clinic Centers	141,730	145,187	(3,457)	147,779	(6,050)
Abrams Program	244,076	286,795	(42,720)	196,535	47,541
Other Service Expenses	105,609	129,920	(24,312)	69,165	36,443
Allocated Overhead	78,488	106,600	(28,112)	68,032	10,456
<b>Total Care Services</b>	<b>1,348,878</b>	<b>1,435,048</b>	<b>(86,169)</b>	<b>1,218,006</b>	<b>130,872</b>
<b>Research</b>					
Research Payments to NTL	136,634	182,099	(45,465)	111,478	25,156
Research Coordinators	64,153	57,681	6,472	66,253	(2,100)
Other Research Expense	23,374	17,170	6,204	21,912	1,462
Allocated Overhead	72,297	98,192	(25,895)	62,666	9,632
<b>Total Research</b>	<b>296,458</b>	<b>355,142</b>	<b>(58,684)</b>	<b>262,309</b>	<b>34,149</b>
<b>Education</b>					
Education	291,891	287,770	4,121	239,786	52,105
Allocated Overhead	23,256	31,585	(8,330)	20,158	3,098
<b>Total Education</b>	<b>315,147</b>	<b>319,355</b>	<b>(4,208)</b>	<b>259,944</b>	<b>55,203</b>
<b>Development</b>					
Fundraising	289,871	272,552	17,319	235,365	54,506
Events	94,610	23,202	71,408	25,941	68,670
Allocated Overhead	29,070	39,482	(10,412)	25,197	3,873
<b>Total Development</b>	<b>413,551</b>	<b>335,236</b>	<b>78,316</b>	<b>286,503</b>	<b>127,048</b>
<b>Administrative &amp; Board</b>	<b>369,287</b>	<b>501,555</b>	<b>(132,268)</b>	<b>320,090</b>	<b>49,197</b>
<b>TOTAL EXPENSES</b>	<b>2,743,322</b>	<b>2,946,336</b>	<b>(203,014)</b>	<b>2,346,851</b>	<b>396,470</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 42,201</b>	<b>\$ (375,085)</b>	<b>\$ 417,286</b>	<b>\$ 153,113</b>	<b>\$ (110,912)</b>

\* Revenue Sharing for the six months ended July 31, 2022 allocated across all departments is: \$158,532

\*\* Restricted Income: Care Services: \$1,036,747 Research: \$136,634 Education: \$5,000

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

	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Total	% of Revenue
<b>REVENUE</b>								
<b>Events</b>								
Special Events	\$ 7,350	\$ 28,529	\$ 163,797	\$ 140,754	\$ 121,830	\$ 19,644	\$ 481,903	17.3%
Walks	23,134	42,627	68,514	103,470	59,186	31,583	328,514	11.8%
<b>Total Events</b>	<b>30,484</b>	<b>71,156</b>	<b>232,311</b>	<b>244,224</b>	<b>181,016</b>	<b>51,227</b>	<b>810,417</b>	<b>29.1%</b>
<b>Annual Giving</b>								
Contributions	131,545	14,196	28,565	21,920	25,724	20,211	242,160	8.7%
Grants	-	-	40,000	-	25,000	150,000	215,000	7.7%
Appeals	11,819	4,140	53,678	40,920	9,126	8,266	127,949	4.6%
Memorials and Tributes	28,002	26,769	12,273	17,392	16,744	14,419	115,600	4.2%
Workplace Giving	13,331	3,179	5,719	6,663	5,979	3,680	38,552	1.4%
<b>Total Annual Giving</b>	<b>184,697</b>	<b>48,284</b>	<b>140,235</b>	<b>86,895</b>	<b>82,572</b>	<b>196,576</b>	<b>739,260</b>	<b>26.5%</b>
<b>Development</b>								
Major Gifts	1,890	123,500	6,255	24,925	36,525	13,475	206,570	7.4%
Bequests	-	2,500	-	7,284	-	-	9,784	0.4%
<b>Total Development</b>	<b>1,890</b>	<b>126,000</b>	<b>6,255</b>	<b>32,209</b>	<b>36,525</b>	<b>13,475</b>	<b>216,354</b>	<b>7.8%</b>
<b>Government Funding</b>	<b>463,433</b>	<b>36,831</b>	<b>80,651</b>	<b>52,696</b>	<b>73,859</b>	<b>396,367</b>	<b>1,103,837</b>	<b>39.6%</b>
<b>REVENUE FROM OPERATIONS</b>	<b>680,504</b>	<b>282,271</b>	<b>459,452</b>	<b>416,023</b>	<b>373,972</b>	<b>657,645</b>	<b>2,869,868</b>	<b>103.0%</b>
Unrealized (Loss) Gain	(1,187)	(21,926)	(4,301)	46	(69,233)	3,929	(92,673)	-3.3%
Interest Income	25	590	468	1,357	2,430	3,459	8,328	0.3%
<b>TOTAL REVENUE</b>	<b>679,341</b>	<b>260,934</b>	<b>455,619</b>	<b>417,426</b>	<b>307,169</b>	<b>665,033</b>	<b>2,785,523</b>	<b>100.0%</b>
<b>EXPENSES</b>								
<b>Care Services</b>								
Salaries and Benefits	83,561	136,056	175,827	145,317	136,292	101,924	778,977	28.0%
ALS Clinic Centers	23,121	23,662	22,902	27,717	22,332	21,996	141,730	5.1%
Abrams Program	29,167	51,073	41,212	52,640	39,396	30,589	244,076	8.8%
Other Service Expenses	11,864	15,720	15,060	21,366	28,988	12,610	105,609	3.8%
<b>Total Care Services</b>	<b>147,712</b>	<b>226,511</b>	<b>255,001</b>	<b>247,039</b>	<b>227,009</b>	<b>167,119</b>	<b>1,270,391</b>	<b>45.6%</b>
<b>Research</b>								
Research Payments to NTL	1,495	14,023	25,006	31,820	13,923	50,366	136,634	4.9%
Research Coordinators	10,342	10,342	10,342	12,442	10,342	10,342	64,153	2.3%
Other Research Expense	2,601	4,123	5,229	4,152	4,114	3,156	23,374	0.8%
<b>Total Research</b>	<b>14,438</b>	<b>28,488</b>	<b>40,577</b>	<b>48,414</b>	<b>28,380</b>	<b>63,864</b>	<b>224,161</b>	<b>8.0%</b>
<b>Education</b>								
Education	27,337	46,950	65,380	67,680	51,421	33,123	291,891	10.5%
<b>Total Education</b>								
<b>Development</b>								
Fundraising	30,072	47,925	65,362	49,891	50,071	46,550	289,871	10.4%
Events	9,686	5,105	16,457	12,372	49,321	1,669	94,610	3.4%
<b>Total Development</b>	<b>39,758</b>	<b>53,031</b>	<b>81,818</b>	<b>62,263</b>	<b>99,392</b>	<b>48,220</b>	<b>384,482</b>	<b>13.8%</b>
<b>General &amp; Administration</b>								
Salaries and Benefits	15,453	16,420	29,213	26,702	27,471	19,452	134,711	4.8%
Office Rent	10,648	12,033	10,650	10,592	10,699	10,249	64,872	2.3%
Office Expense	1,312	127	2,585	1,016	1,401	4,269	10,709	0.4%
Dues, Books, & Subscriptions	-	170	356	-	65	-	591	0.0%
Postage	3,007	998	19	37	3,000	2,094	9,155	0.3%
Printing & Copying	42	936	1,251	130	82	75	2,517	0.1%
IT & Related Expenses	23,775	15,747	18,347	11,264	14,601	14,958	98,691	3.5%
Insurance	2,598	1,270	708	708	708	708	6,699	0.2%
Telephone	2,290	2,390	2,606	2,430	2,453	2,721	14,889	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	16,606	0.6%
Professional Fees	4,427	13,174	8,603	(37,204)	31,059	14,767	34,825	1.3%
Revenue Sharing	29,318	20,674	40,052	28,166	30,238	10,084	158,532	5.7%
Miscellaneous	111	248	764	-	101	(121)	1,103	0.0%
Depreciation	2,190	2,190	2,190	2,190	3,643	3,643	16,045	0.6%
<b>Total General &amp; Administration Expenses</b>	<b>96,304</b>	<b>89,962</b>	<b>119,554</b>	<b>51,101</b>	<b>130,669</b>	<b>84,808</b>	<b>572,398</b>	<b>20.5%</b>
<b>TOTAL EXPENSES</b>	<b>325,549</b>	<b>444,942</b>	<b>562,330</b>	<b>476,497</b>	<b>536,870</b>	<b>397,134</b>	<b>2,743,322</b>	<b>98.5%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 353,792</b>	<b>\$ (184,008)</b>	<b>\$ (106,711)</b>	<b>\$ (59,071)</b>	<b>\$ (229,701)</b>	<b>\$ 267,899</b>	<b>\$ 42,201</b>	<b>1.5%</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and six months ended July 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 six months ended July 31, 2022
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 481,903
Walks	1,372,352	1,439,061	1,405,110	636,575	1,004,103	328,514
<b>Total Events</b>	<b>3,158,342</b>	<b>2,888,353</b>	<b>2,957,765</b>	<b>1,343,482</b>	<b>1,874,610</b>	<b>810,417</b>
<b>Annual Giving</b>						
Contributions	312,128	260,659	418,874	482,917	551,885	242,160
Grants	664,250	465,250	515,916	438,297	799,375	215,000
Appeals	231,804	265,477	210,780	370,388	264,660	127,949
Memorials and Tributes	214,775	283,523	208,545	260,535	323,371	115,600
Workplace Giving	121,260	112,629	136,125	101,838	79,146	38,552
<b>Total Annual Giving</b>	<b>1,544,217</b>	<b>1,387,537</b>	<b>1,490,240</b>	<b>1,653,975</b>	<b>2,018,437</b>	<b>739,260</b>
<b>Development</b>						
Major Gifts	487,221	246,857	710,520	687,779	509,969	206,570
Bequests	290,881	1,515,412	197,355	394,903	151,541	9,784
<b>Total Development</b>	<b>778,102</b>	<b>1,762,269</b>	<b>907,875</b>	<b>1,082,681</b>	<b>661,510</b>	<b>216,354</b>
<b>Government Funding</b>	<b>403,194</b>	<b>384,543</b>	<b>582,070</b>	<b>817,437</b>	<b>1,092,155</b>	<b>1,103,837</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,883,854</b>	<b>6,422,702</b>	<b>5,937,949</b>	<b>4,897,576</b>	<b>5,646,712</b>	<b>2,869,868</b>
Unrealized (Loss) Gain	68,524	(40,612)	32,883	27,011	11,795	(92,673)
Interest Income	3,574	26,416	57,287	10,696	2,085	8,328
<b>TOTAL REVENUE</b>	<b>5,955,952</b>	<b>6,408,507</b>	<b>6,028,119</b>	<b>4,935,282</b>	<b>5,660,592</b>	<b>2,785,523</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,403,782	1,483,299	1,565,690	1,507,009	1,520,402	778,977
ALS Clinic Centers	283,045	286,232	289,687	283,478	298,333	141,730
Abrams Program	464,385	607,649	623,034	451,952	353,604	244,076
Other Service Expenses	316,679	256,618	298,724	149,085	185,117	105,609
Allocated Overhead	253,174	282,893	320,125	252,643	199,740	78,488
<b>Total Care Services</b>	<b>2,721,065</b>	<b>2,916,691</b>	<b>3,097,259</b>	<b>2,644,167</b>	<b>2,557,197</b>	<b>1,348,878</b>
<b>Research</b>						
Research Payments to NTL	458,000	250,000	44,340	398,124	218,165	136,634
Research Coordinators	132,506	132,506	127,997	132,506	134,606	64,153
Other Research Expense	47,858	57,641	70,114	47,911	53,877	23,374
Allocated Overhead	225,408	251,868	285,017	224,936	177,834	72,297
<b>Total Research</b>	<b>863,773</b>	<b>692,016</b>	<b>527,468</b>	<b>803,477</b>	<b>584,482</b>	<b>296,458</b>
<b>Education</b>						
Education	618,431	673,092	718,917	526,297	569,733	291,891
Allocated Overhead	75,014	83,820	94,852	74,857	59,182	23,256
<b>Total Education</b>	<b>693,446</b>	<b>756,913</b>	<b>813,769</b>	<b>601,154</b>	<b>628,916</b>	<b>315,147</b>
<b>Development</b>						
Fundraising	469,852	483,397	522,262	542,522	498,947	289,871
Events	354,073	273,634	339,305	59,663	187,465	94,610
Allocated Overhead	93,768	104,775	118,565	93,571	73,978	29,070
<b>Total Development</b>	<b>917,694</b>	<b>861,806</b>	<b>980,132</b>	<b>695,756</b>	<b>760,390</b>	<b>413,551</b>
<b>Administrative &amp; Board</b>	<b>723,295</b>	<b>808,200</b>	<b>914,567</b>	<b>721,778</b>	<b>570,638</b>	<b>369,287</b>
<b>TOTAL EXPENSES</b>	<b>5,919,272</b>	<b>6,035,625</b>	<b>6,333,195</b>	<b>5,466,332</b>	<b>5,101,622</b>	<b>2,743,322</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 36,680</b>	<b>\$ 372,882</b>	<b>\$ (305,076)</b>	<b>\$ (531,049)</b>	<b>\$ 558,970</b>	<b>\$ 42,201</b>

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

<b>Net Surplus/(Deficit) for Period</b>	<b>\$</b>	<b>42,201</b>
 <b>Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities</b>		
<b>Depreciation (Total of Care Services + General &amp; Administrative) Provided (Used) by Operating Activities</b>		16,045
Decrease (Increase) in Pledged Receivables		(12,887)
(Increase) Decrease in Grant Receivables		(63,642)
(Increase) Decrease in Receivables - Other		(35,767)
Decrease (Increase) in Prepays		29,789
Decrease (Increase) in Beneficial Interest in Perpetual Trust		87,982
Increase (Decrease) in Accounts Payable		(60,482)
Increase (Decrease) in Accrued Liabilities		(55,457)
Increase (Decrease) in Accrued National - Revenue Sharing		(25,552)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)		1,834
Increase (Decrease) in Deferred Rent		<u>(4,499)</u>
<b>Net Cash Provided (Used) by Operating Activities</b>		<b><u>(80,436)</u></b>
 <b>Cash Provided (Used) by Investing Activities</b>		
Purchase of Property & Equipment		<u>(27,113)</u>
<b>Net Cash Provided (Used) by Investing Activities</b>		<b><u>(27,113)</u></b>
 <b>Cash Provided (Used) by Financing Activities</b>		
Increase (Decrease) in Loan Payable		<u>(416,340)</u>
<b>Net Cash Provided (Used) by Financing Activities</b>		<b><u>(416,340)</u></b>
<b>Net Surplus/(Deficit) in Cash</b>		<b><u>(523,889)</u></b>
<b>Cash and Cash Equivalents Beginning</b>		<b><u>3,916,048</u></b>
<b>Cash and Cash Equivalents Ending</b>	<b>\$</b>	<b><u><u>3,392,159</u></u></b>



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

	Actual YTD			Forecast				TOTALS	Annual	
	Jul-2022	Aug-2022	Sep-2022	Oct-2022	Nov-2022	Dec-2022	Jan-2023		Budget	Variance
<b>Events</b>										
Special Events	\$ 481,903	71,926	279,023	306,195	145,707	80,092	9,258	1,374,105	\$1,102,500	\$ 271,605
Walks	328,514	118,171	351,369	392,374	24,569	12,536	2,085	1,229,617	1,170,000	59,617
<b>Total Events</b>	<b>810,417</b>	<b>190,097</b>	<b>630,391</b>	<b>698,569</b>	<b>170,276</b>	<b>92,628</b>	<b>11,343</b>	<b>2,603,721</b>	<b>2,272,500</b>	<b>331,221</b>
<b>Annual Giving</b>										
Contributions	242,160	17,575	28,261	55,056	40,486	106,992	44,586	535,117	400,000	135,117
Grants	215,000	8,863	314,643	60,270	62,042	23,377	26,590	710,784	708,500	2,284
Appeals	127,949	2,556	15,571	18,516	26,898	93,155	25,919	310,564	330,000	(19,436)
Memorials and Tributes	115,600	12,865	17,064	7,728	20,922	43,933	26,857	244,968	250,000	(5,032)
Workplace Giving	38,552	6,501	2,406	2,129	6,586	11,699	8,615	76,487	75,000	1,487
<b>Total Annual Giving</b>	<b>739,260</b>	<b>48,361</b>	<b>377,945</b>	<b>143,698</b>	<b>156,934</b>	<b>279,155</b>	<b>132,567</b>	<b>1,877,920</b>	<b>1,763,500</b>	<b>114,420</b>
<b>Development</b>										
Major Gifts	206,570	58,857	20,791	137,564	41,950	109,136	2,500	577,368	600,000	(22,632)
Bequests	9,784	1,006	-	-	-	-	-	10,789	250,000	(239,211)
<b>Total Development</b>	<b>216,354</b>	<b>59,862</b>	<b>20,791</b>	<b>137,564</b>	<b>41,950</b>	<b>109,136</b>	<b>2,500</b>	<b>588,157</b>	<b>850,000</b>	<b>(261,843)</b>
<b>Government Funding</b>	<b>1,103,837</b>	<b>628,256</b>	<b>59,424</b>	<b>163,957</b>	<b>76,177</b>	<b>64,067</b>	<b>59,623</b>	<b>2,155,342</b>	<b>1,453,717</b>	<b>701,624</b>
<b>REVENUE FROM OPERATIONS</b>	<b>2,869,868</b>	<b>926,576</b>	<b>1,088,551</b>	<b>1,143,789</b>	<b>445,337</b>	<b>544,986</b>	<b>206,032</b>	<b>7,225,139</b>	<b>6,339,717</b>	<b>885,422</b>
Unrealized (Loss) Gain	(92,673)	-	-	-	-	-	-	(92,673)	-	(92,673)
Interest Income	8,328	341	1,369	341	330	5,108	341	16,157	26,000	(9,843)
<b>TOTAL REVENUE</b>	<b>2,785,523</b>	<b>926,916</b>	<b>1,089,920</b>	<b>1,144,130</b>	<b>445,667</b>	<b>550,095</b>	<b>206,373</b>	<b>7,148,623</b>	<b>6,365,717</b>	<b>782,906</b>
<b>EXPENSES</b>										
<b>Care Services</b>										
Salaries and Benefits	778,977	104,744	122,683	119,917	180,245	150,660	112,199	1,569,426	1,533,090	36,336
ALS Clinic Centers	141,730	26,518	23,408	22,410	26,721	23,241	25,615	289,643	293,100	(3,457)
Abrams Program	244,076	38,457	41,204	37,812	52,587	36,405	22,739	473,280	516,000	(42,720)
Other Service Expenses	105,609	21,871	40,486	39,914	56,719	31,162	27,654	323,413	347,725	(24,312)
Allocated Overhead	78,488	17,767	17,767	17,767	17,767	17,767	17,767	185,088	213,200	(28,112)
<b>Total Care Services</b>	<b>1,348,878</b>	<b>209,357</b>	<b>245,548</b>	<b>237,820</b>	<b>334,040</b>	<b>259,234</b>	<b>205,973</b>	<b>2,840,850</b>	<b>2,903,115</b>	<b>(62,265)</b>
<b>Research</b>										
Research Payments to NTL	136,634	8,404	7,977	3,893	60,108	92,182	1,708	310,905	356,370	(45,465)
Research Coordinators	64,153	10,832	9,004	9,004	10,832	9,004	10,832	123,663	117,191	6,472
Other Research Expense	23,374	2,959	3,008	7,424	4,108	4,981	2,567	48,421	42,217	6,204
Allocated Overhead	72,297	16,365	16,365	16,365	16,365	16,365	16,365	170,489	196,384	(25,895)
<b>Total Research</b>	<b>296,458</b>	<b>38,561</b>	<b>36,354</b>	<b>36,686</b>	<b>91,414</b>	<b>122,533</b>	<b>31,472</b>	<b>653,478</b>	<b>712,162</b>	<b>(58,684)</b>
<b>Education</b>										
Education	291,891	50,496	99,271	73,372	78,745	52,558	41,765	688,097	683,976	4,121
Allocated Overhead	23,256	5,264	5,264	5,264	5,264	5,264	5,264	54,841	63,170	(8,330)
<b>Total Education</b>	<b>315,147</b>	<b>55,761</b>	<b>104,535</b>	<b>78,636</b>	<b>84,009</b>	<b>57,822</b>	<b>47,029</b>	<b>742,938</b>	<b>747,146</b>	<b>(4,208)</b>
<b>Development</b>										
Fundraising	289,871	40,473	46,167	45,464	66,655	63,822	42,646	595,098	577,779	17,319
Events	94,610	7,860	31,700	31,121	54,247	1,121	18,425	239,083	167,675	71,408
Allocated Overhead	29,070	6,580	6,580	6,580	6,580	6,580	6,580	68,551	78,963	(10,412)
<b>Total Development</b>	<b>413,551</b>	<b>54,913</b>	<b>84,447</b>	<b>83,165</b>	<b>127,482</b>	<b>71,523</b>	<b>67,651</b>	<b>902,733</b>	<b>824,417</b>	<b>78,316</b>
<b>Administrative &amp; Board</b>	<b>369,287</b>	<b>83,593</b>	<b>83,593</b>	<b>83,593</b>	<b>83,593</b>	<b>83,593</b>	<b>83,593</b>	<b>870,843</b>	<b>1,003,111</b>	<b>(132,268)</b>
<b>TOTAL EXPENSES</b>	<b>2,743,322</b>	<b>442,185</b>	<b>554,476</b>	<b>519,899</b>	<b>720,537</b>	<b>594,705</b>	<b>435,718</b>	<b>6,010,841</b>	<b>6,189,951</b>	<b>(179,110)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 42,201</b>	<b>\$ 484,731</b>	<b>\$ 535,444</b>	<b>\$ 624,231</b>	<b>\$ (274,870)</b>	<b>\$ (44,610)</b>	<b>\$ (229,345)</b>	<b>\$1,137,782</b>	<b>\$ 175,766</b>	<b>\$ 962,016</b>
Depreciation	16,045	2,178	2,178							
Pledged Receivables	(12,887)	26,614	15,525							
Grant Receivables	(63,642)	103,886	60,600							
Receivables - Other	(35,767)	47,987	27,992							
Prepaids	29,789	(8,744)	(8,744)							
Beneficial Interest in Perpetual Trust	87,982	-	-							
Purchase of Property & Equipment	(27,113)	(65,000)	-							
Accounts Payable	(60,482)	(65,768)	(63,125)							
Accrued Liabilities	(55,457)	(7,922)	(56,447)							
Loan Payable-SBA	(416,340)	-	-							
Accrued National - Revenue Sharing	(25,552)	(68,488)	-							
Accrued National - Research (Revenue Restricted)	1,834	(96,108)	-							
Deferred Rent	(4,499)	(750)	(750)							
<b>Cash and Cash Equivalents Beginning</b>	<b>3,916,048</b>	<b>3,392,159</b>	<b>3,744,775</b>							
<b>Cash and Cash Equivalents Ending</b>	<b>\$3,392,159</b>	<b>\$3,744,775</b>	<b>\$4,257,448</b>							