

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 4 Months Ended May 31, 2022

HIGHLIGHTS

\$244K in Events

In May, a total of \$244K was received for Events and Walks.

Total Revenue is \$640K more than this time last year.

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

Overall, Total Expenses are (\$161K) less than expected

Through May, 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 \$1.3M.

| Care Services | |
|-----------------------|---------|
| Revenue | \$408K |
| Expenses | \$857K |
| Net Surplus/(Deficit) | -\$448K |
| Research | |
| Revenue | \$72K |
| Expenses | \$132K |
| Net Surplus/(Deficit) | -\$60K |
| Education | |
| Revenue | \$5K |
| Expenses | \$205K |
| Net Surplus/(Deficit) | -\$200K |
| Development | |
| Revenue | \$1M |
| Expenses | \$231K |
| Net Surplus/(Deficit) | \$1M |
| Admin | |
| Revenue | \$0 |
| Expenses | \$364K |
| Net Surplus/(Deficit) | -\$364K |

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

EXECUTIVE SUMMARY

Compared to Budget, there is a favorable variance of \$472K in Revenue from Operations. This due to more than expected in Total Events, Contributions, Appeals, and Government Funding. Compared to Budget, there is a favorable variance of \$161K in Total Expenses. Total Education and Total Development expenses are more than expected.

FINANCIAL DISCUSSIONS

Statements of Financial Position

Cash increased \$215K compared to this time last year, attributable to the less than expected expenditures.

Position

Compared to this time last year, Total Liabilities are a favorable \$800k, due to the forgiveness of the 1st and 2nd PPP Loan.



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

Through May 31, 2022, Total Liabilities are about 7% of Assets.

Statements of Operations

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



Compared to Actual results for this time last year, Total Revenue is \$640K more and Total Expenses are \$201K more. The increase in Total Revenue is due to greater Total Events, Total Annual Giving, and Government Funding. However, Grants, Memorials and Tributes, Workplace Giving, and Bequests are a total of (\$198K) less than this time last year.

Rolling Forecast

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

We are also projecting Total Expenses to be (\$161K) less than budgeted for FY2023.



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

RECOMMENDATIONS AND OTHER NOTES

The FY2022 Audit is in progress.

ATTACHMENTS

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

| | 2022 | 2021 | Variance |
|---|------------------|------------------|------------------|
| Assets | | | |
| Cash and Cash Equivalents | \$ 3,734,656 | \$ 3,519,424 | \$ 215,231 |
| Pledges Receivable | 433,141 | 401,421 | 31,719 |
| 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 | 73,035 | 222,921 | (149,886) |
| Prepaid Expenses | 38,716 | 46,240 | (7,524) |
| Property & Equipment, Net | 101,123 | 61,971 | 39,152 |
| Beneficial Interest in Perpetual Trust | 468,227 | 459,957 | 8,269 |
| Total Assets | 4,800,210 | 4,660,104 | 140,106 |
| Liabilities | | | |
| Accounts Payable | 75,124 | 131,690 | (56,565) |
| Accrued Liabilities | 47,430 | 47,104 | 326 |
| Loan Payable-SBA | - | 722,235 | (722,235) |
| National - Revenue Sharing | 118,210 | 131,404 | (13,194) |
| National - Research (Revenue Restricted) | 72,344 | 73,066 | (722) |
| Deferred Rent | 19,088 | 26,949 | (7,861) |
| Total Liabilities | 332,196 | 1,132,447 | (800,251) |
| Net Assets | | | |
| Without Donor Restrictions | 2,693,943 | 2,459,680 | 234,264 |
| With Donor Restrictions | 1,774,071 | 1,067,977 | 706,094 |
| Total Net Assets | 4,468,014 | 3,527,657 | 940,357 |
| Total Liabilities and Net Assets | 4,800,210 | 4,660,104 | 140,106 |

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

| | Actual | Budget | Actual vs. Budget | Prior Year | Actual vs. Prior Year |
|-----------------------------------|--------------------|---------------------|-------------------|---------------------|-----------------------|
| REVENUE | | | | | |
| Events | | | | | |
| Special Events | \$ 340,429 | \$ 117,144 | \$ 223,285 | \$ 92,494 | \$ 247,935 |
| Walks | 237,745 | 206,556 | 31,189 | 177,268 | 60,477 |
| Total Events | 578,173 | 323,700 | 254,473 | 269,762 | 308,411 |
| Annual Giving | | | | | |
| Contributions | 196,226 | 77,283 | 118,943 | 106,628 | 89,598 |
| Grants | 40,000 | 70,905 | (30,905) | 80,000 | (40,000) |
| Appeals | 110,557 | 90,868 | 19,689 | 72,876 | 37,681 |
| Memorials and Tributes | 84,437 | 85,872 | (1,435) | 111,074 | (26,637) |
| Workplace Giving | 28,893 | 30,856 | (1,964) | 32,562 | (3,669) |
| Total Annual Giving | 460,112 | 355,784 | 104,328 | 403,140 | 56,972 |
| Development | | | | | |
| Major Gifts | 156,570 | 177,258 | (20,688) | 150,660 | 5,910 |
| Bequests | 9,784 | 227,086 | (217,302) | 137,652 | (127,868) |
| Total Development | 166,354 | 404,344 | (237,990) | 288,312 | (121,958) |
| Government Funding | 580,915 | 229,568 | 351,347 | 179,847 | 401,068 |
| REVENUE FROM OPERATIONS | | | | | |
| | 1,785,554 | 1,313,396 | 472,158 | 1,141,061 | 644,494 |
| Unrealized (Loss) Gain | (27,369) | - | (27,369) | (20,732) | (6,637) |
| Interest Income | 2,439 | 2,952 | (512) | 237 | 2,203 |
| TOTAL REVENUE | 1,760,625 | 1,316,348 | 444,277 | 1,120,565 | 640,060 |
| EXPENSES | | | | | |
| Care Services | | | | | |
| Salaries and Benefits | 542,053 | 483,641 | 58,412 | 479,638 | 62,414 |
| ALS Clinic Centers | 97,357 | 100,376 | (3,019) | 102,168 | (4,811) |
| Abrams Program | 157,528 | 208,067 | (50,539) | 142,584 | 14,944 |
| Other Service Expenses | 59,963 | 79,232 | (19,269) | 42,180 | 17,783 |
| Allocated Overhead | 49,889 | 71,067 | (21,178) | 48,459 | 1,430 |
| Total Care Services | 906,789 | 942,382 | (35,593) | 815,030 | 91,759 |
| Research | | | | | |
| Research Payments to NTL | 72,344 | 119,352 | (47,008) | 73,066 | (722) |
| Research Coordinators | 43,469 | 39,673 | 3,796 | 45,569 | (2,100) |
| Other Research Expense | 16,149 | 11,129 | 5,020 | 14,202 | 1,947 |
| Allocated Overhead | 45,954 | 65,461 | (19,507) | 44,637 | 1,317 |
| Total Research | 177,916 | 235,616 | (57,700) | 177,474 | 442 |
| Education | | | | | |
| Education | 204,705 | 195,648 | 9,057 | 163,025 | 41,680 |
| Allocated Overhead | 14,782 | 21,057 | (6,275) | 14,358 | 424 |
| Total Education | 219,487 | 216,705 | 2,782 | 177,383 | 42,103 |
| Development | | | | | |
| Fundraising | 192,408 | 179,740 | 12,667 | 155,217 | 37,191 |
| Events | 38,883 | 14,641 | 24,242 | 16,369 | 22,514 |
| Allocated Overhead | 18,477 | 26,321 | (7,844) | 17,948 | 529 |
| Total Development | 249,768 | 220,703 | 29,066 | 189,534 | 60,234 |
| Administrative & Board | 234,728 | 334,370 | (99,642) | 228,002 | 6,726 |
| TOTAL EXPENSES | 1,788,688 | 1,949,776 | (161,088) | 1,587,423 | 201,265 |
| NET SURPLUS/(DEFICIT) | \$ (28,063) | \$ (633,428) | \$ 605,365 | \$ (466,858) | \$ 438,795 |

* Revenue Sharing for the four months ended May 31, 2022 allocated across all departments is: \$118,210

** Restricted Income: Care Services: \$408,464 Research: \$72,344 Education: \$5,000

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

| | Feb-2022 | Mar-2022 | Apr-2022 | May-2022 | Total | % of Revenue |
|--|-------------------|---------------------|---------------------|--------------------|--------------------|---------------|
| REVENUE | | | | | | |
| Events | | | | | | |
| Special Events | \$ 7,350 | \$ 28,529 | \$ 163,797 | \$ 140,754 | \$ 340,429 | 19.3% |
| Walks | 23,134 | 42,627 | 68,514 | 103,470 | 237,745 | 13.5% |
| Total Events | 30,484 | 71,156 | 232,311 | 244,224 | 578,173 | 32.8% |
| Annual Giving | | | | | | |
| Contributions | 131,545 | 14,196 | 28,565 | 21,920 | 196,226 | 11.1% |
| Grants | - | - | 40,000 | - | 40,000 | 2.3% |
| Appeals | 11,819 | 4,140 | 53,678 | 40,920 | 110,557 | 6.3% |
| Memorials and Tributes | 28,002 | 26,769 | 12,273 | 17,392 | 84,437 | 4.8% |
| Workplace Giving | 13,331 | 3,179 | 5,719 | 6,663 | 28,893 | 1.6% |
| Total Annual Giving | 184,697 | 48,284 | 140,235 | 86,895 | 460,112 | 26.1% |
| Development | | | | | | |
| Major Gifts | 1,890 | 123,500 | 6,255 | 24,925 | 156,570 | 8.9% |
| Bequests | - | 2,500 | - | 7,284 | 9,784 | 0.6% |
| Total Development | 1,890 | 126,000 | 6,255 | 32,209 | 166,354 | 9.4% |
| Government Funding | 463,433 | 36,831 | 80,651 | - | 580,915 | 33.0% |
| REVENUE FROM OPERATIONS | 680,504 | 282,271 | 459,452 | 363,327 | 1,785,554 | 101.4% |
| Unrealized (Loss) Gain | (1,187) | (21,926) | (4,301) | 46 | (27,369) | -1.6% |
| Interest Income | 25 | 590 | 468 | 1,357 | 2,439 | 0.1% |
| TOTAL REVENUE | 679,341 | 260,934 | 455,619 | 364,730 | 1,760,625 | 100.0% |
| EXPENSES | | | | | | |
| Care Services | | | | | | |
| Salaries and Benefits | 83,561 | 137,034 | 176,702 | 144,757 | 542,053 | 30.8% |
| ALS Clinic Centers | 23,121 | 23,662 | 22,902 | 27,672 | 97,357 | 5.5% |
| Abrams Program | 29,167 | 51,073 | 39,575 | 37,713 | 157,528 | 8.9% |
| Other Service Expenses | 11,864 | 15,720 | 15,097 | 17,281 | 59,963 | 3.4% |
| Total Care Services | 147,712 | 227,489 | 254,277 | 227,423 | 856,900 | 48.7% |
| Research | | | | | | |
| Research Payments to NTL | 1,495 | 14,023 | 25,006 | 31,820 | 72,344 | 4.1% |
| Research Coordinators | 10,342 | 10,342 | 10,342 | 12,442 | 43,469 | 2.5% |
| Other Research Expense | 2,601 | 4,153 | 5,257 | 4,139 | 16,149 | 0.9% |
| Total Research | 14,438 | 28,518 | 40,605 | 48,401 | 131,962 | 7.5% |
| Education | | | | | | |
| Education | 27,337 | 47,202 | 65,615 | 64,550 | 204,705 | 11.6% |
| Total Education | 27,337 | 47,202 | 65,615 | 64,550 | 204,705 | 11.6% |
| Development | | | | | | |
| Fundraising | 30,072 | 48,202 | 65,619 | 48,515 | 192,408 | 10.9% |
| Events | 9,686 | 5,105 | 16,457 | 7,635 | 38,883 | 2.2% |
| Total Development | 39,758 | 53,307 | 82,075 | 56,150 | 231,291 | 13.1% |
| General & Administration | | | | | | |
| Salaries and Benefits | 15,453 | 23,708 | 32,043 | 26,399 | 97,603 | 5.5% |
| Office Rent | 10,648 | 12,033 | 10,650 | 10,346 | 43,678 | 2.5% |
| Office Expense | 1,312 | 127 | 2,585 | 1,016 | 5,040 | 0.3% |
| Dues, Books, & Subscriptions | - | 170 | 356 | - | 526 | 0.0% |
| Postage | 3,007 | 998 | 19 | 37 | 4,061 | 0.2% |
| Printing & Copying | 42 | 936 | 1,251 | - | 2,229 | 0.1% |
| IT & Related Expenses | 23,775 | 15,747 | 18,347 | 10,770 | 68,638 | 3.9% |
| Insurance | 2,598 | 1,270 | 708 | 708 | 5,284 | 0.3% |
| Telephone | 2,290 | 2,390 | 2,606 | 1,481 | 8,767 | 0.5% |
| Meals & Entertainment | - | 2,155 | (1,790) | 25 | 390 | 0.0% |
| Travel Expense | - | - | 36 | - | 36 | 0.0% |
| Bank Charges | 1,133 | 1,431 | 3,966 | 4,423 | 10,953 | 0.6% |
| Professional Fees | 4,427 | 13,174 | 8,603 | (37,669) | (11,466) | -0.7% |
| Revenue Sharing | 29,318 | 20,674 | 40,052 | 28,166 | 118,210 | 6.7% |
| Miscellaneous | 111 | 248 | 764 | - | 1,123 | 0.1% |
| Depreciation | 2,190 | 2,190 | 2,190 | 2,190 | 8,759 | 0.5% |
| Total General & Administration Expenses | 96,304 | 97,250 | 122,384 | 47,892 | 363,830 | 20.7% |
| TOTAL EXPENSES | 325,549 | 453,766 | 564,956 | 444,417 | 1,788,688 | 101.6% |
| NET SURPLUS/(DEFICIT) | \$ 353,792 | \$ (192,832) | \$ (109,336) | \$ (79,686) | \$ (28,063) | -1.6% |

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and four months ended May 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 four months ended May 31, 2022 |
|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---|
| REVENUE | | | | | | |
| Events | | | | | | |
| Special Events | \$ 1,785,990 | \$ 1,449,292 | \$ 1,552,655 | \$ 706,907 | \$ 870,507 | \$ 340,429 |
| Walks | 1,372,352 | 1,439,061 | 1,405,110 | 636,575 | 1,004,103 | 237,745 |
| Total Events | 3,158,342 | 2,888,353 | 2,957,765 | 1,343,482 | 1,874,610 | 578,173 |
| Annual Giving | | | | | | |
| Contributions | 312,128 | 260,659 | 418,874 | 482,917 | 551,885 | 196,226 |
| Grants | 664,250 | 465,250 | 515,916 | 438,297 | 799,375 | 40,000 |
| Appeals | 231,804 | 265,477 | 210,780 | 370,388 | 264,660 | 110,557 |
| Memorials and Tributes | 214,775 | 283,523 | 208,545 | 260,535 | 323,371 | 84,437 |
| Workplace Giving | 121,260 | 112,629 | 136,125 | 101,838 | 79,146 | 28,893 |
| Total Annual Giving | 1,544,217 | 1,387,537 | 1,490,240 | 1,653,975 | 2,018,437 | 460,112 |
| Development | | | | | | |
| Major Gifts | 487,221 | 246,857 | 710,520 | 687,779 | 509,969 | 156,570 |
| Bequests | 290,881 | 1,515,412 | 197,355 | 394,903 | 151,541 | 9,784 |
| Total Development | 778,102 | 1,762,269 | 907,875 | 1,082,681 | 661,510 | 166,354 |
| Government Funding | 403,194 | 384,543 | 582,070 | 817,437 | 1,092,155 | 580,915 |
| REVENUE FROM OPERATIONS | 5,883,854 | 6,422,702 | 5,937,949 | 4,897,576 | 5,646,712 | 1,785,554 |
| Unrealized (Loss) Gain | 68,524 | (40,612) | 32,883 | 27,011 | 11,795 | (27,369) |
| Interest Income | 3,574 | 26,416 | 57,287 | 10,696 | 2,085 | 2,439 |
| TOTAL REVENUE | 5,955,952 | 6,408,507 | 6,028,119 | 4,935,282 | 5,660,592 | 1,760,625 |
| EXPENSES | | | | | | |
| Care Services | | | | | | |
| Salaries and Benefits | 1,403,782 | 1,483,299 | 1,565,690 | 1,507,009 | 1,520,402 | 542,053 |
| ALS Clinic Centers | 283,045 | 286,232 | 289,687 | 283,478 | 298,333 | 97,357 |
| Abrams Program | 464,385 | 607,649 | 623,034 | 451,952 | 353,604 | 157,528 |
| Other Service Expenses | 316,679 | 256,618 | 298,724 | 149,085 | 185,117 | 59,963 |
| Allocated Overhead | 253,174 | 282,893 | 320,125 | 252,643 | 199,740 | 49,889 |
| Total Care Services | 2,721,065 | 2,916,691 | 3,097,259 | 2,644,167 | 2,557,197 | 906,789 |
| Research | | | | | | |
| Research Payments to NTL | 458,000 | 250,000 | 44,340 | 398,124 | 218,165 | 72,344 |
| Research Coordinators | 132,506 | 132,506 | 127,997 | 132,506 | 134,606 | 43,469 |
| Other Research Expense | 47,858 | 57,641 | 70,114 | 47,911 | 53,877 | 16,149 |
| Allocated Overhead | 225,408 | 251,868 | 285,017 | 224,936 | 177,834 | 45,954 |
| Total Research | 863,773 | 692,016 | 527,468 | 803,477 | 584,482 | 177,916 |
| Education | | | | | | |
| Education | 618,431 | 673,092 | 718,917 | 526,297 | 569,733 | 204,705 |
| Allocated Overhead | 75,014 | 83,820 | 94,852 | 74,857 | 59,182 | 14,782 |
| Total Education | 693,446 | 756,913 | 813,769 | 601,154 | 628,916 | 219,487 |
| Development | | | | | | |
| Fundraising | 469,852 | 483,397 | 522,262 | 542,522 | 498,947 | 192,408 |
| Events | 354,073 | 273,634 | 339,305 | 59,663 | 187,465 | 38,883 |
| Allocated Overhead | 93,768 | 104,775 | 118,565 | 93,571 | 73,978 | 18,477 |
| Total Development | 917,694 | 861,806 | 980,132 | 695,756 | 760,390 | 249,768 |
| Administrative & Board | 723,295 | 808,200 | 914,567 | 721,778 | 570,638 | 234,728 |
| TOTAL EXPENSES | 5,919,272 | 6,035,625 | 6,333,195 | 5,466,332 | 5,101,622 | 1,788,688 |
| NET SURPLUS/(DEFICIT) | \$ 36,680 | \$ 372,882 | \$ (305,076) | \$ (531,049) | \$ 558,970 | \$ (28,063) |

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

| | |
|---|----------------------------|
| Net Surplus/(Deficit) for Period | \$ (28,063) |
| Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities | |
| Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities | 8,759 |
| Decrease (Increase) in Pledged Receivables | (25,722) |
| (Increase) Decrease in Grant Receivables | 341,798 |
| (Increase) Decrease in Receivables - Other | 173,283 |
| Decrease (Increase) in Prepaids | 17,162 |
| Decrease (Increase) in Beneficial Interest in Perpetual Trust | 22,868 |
| Increase (Decrease) in Accounts Payable | (239,475) |
| Increase (Decrease) in Accrued Liabilities | (33,943) |
| Increase (Decrease) in Accrued National - Revenue Sharing | 24,170 |
| Increase (Decrease) in Accrued National - Research (Revenue Restricted) | (21,931) |
| Increase (Decrease) in Deferred Rent | <u>(2,999)</u> |
| Net Cash Provided (Used) by Operating Activities | <u>235,907</u> |
| Cash Provided (Used) by Investing Activities | |
| Purchase of Property & Equipment | <u>(959)</u> |
| Net Cash Provided (Used) by Investing Activities | <u>(959)</u> |
| Cash Provided (Used) by Financing Activities | |
| Increase (Decrease) in Loan Payable | <u>(416,340)</u> |
| Net Cash Provided (Used) by Financing Activities | <u>(416,340)</u> |
| Net Surplus/(Deficit) in Cash | <u>(181,393)</u> |
| Cash and Cash Equivalents Beginning | <u>3,916,048</u> |
| Cash and Cash Equivalents Ending | <u>\$ 3,734,656</u> |

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

| | Forecast | | | | | | | | | | Annual | |
|--|------------------------|---------------------|--------------------|-------------------|-------------------|-------------------|---------------------|--------------------|---------------------|-------------------|-------------------|-------------------|
| | Actual YTD May-2022 | Jun-2022 | Jul-2022 | Aug-2022 | Sep-2022 | Oct-2022 | Nov-2022 | Dec-2022 | Jan-2023 | TOTALS | Budget | Variance |
| Events | | | | | | | | | | | | |
| Special Events | \$ 340,429 | 44,916 | 48,239 | 71,926 | 279,023 | 306,195 | 145,707 | 80,092 | 9,258 | 1,325,785 | \$1,102,500 | \$ 223,285 |
| Walks | 237,745 | 16,454 | 45,887 | 118,171 | 351,369 | 392,374 | 24,569 | 12,536 | 2,085 | 1,201,189 | 1,170,000 | 31,189 |
| Total Events | 578,173 | 61,370 | 94,126 | 190,097 | 630,391 | 698,569 | 170,276 | 92,628 | 11,343 | 2,526,973 | 2,272,500 | 254,473 |
| Annual Giving | | | | | | | | | | | | |
| Contributions | 196,226 | 19,824 | 9,937 | 17,575 | 28,261 | 55,056 | 40,486 | 106,992 | 44,586 | 518,943 | 400,000 | 118,943 |
| Grants | 40,000 | 141,811 | - | 8,863 | 314,643 | 60,270 | 62,042 | 23,377 | 26,590 | 677,595 | 708,500 | (30,905) |
| Appeals | 110,557 | 32,684 | 23,832 | 2,556 | 15,571 | 18,516 | 26,898 | 93,155 | 25,919 | 349,689 | 330,000 | 19,689 |
| Memorials and Tributes | 84,437 | 18,151 | 16,610 | 12,865 | 17,064 | 7,728 | 20,922 | 43,933 | 26,857 | 248,565 | 250,000 | (1,435) |
| Workplace Giving | 28,893 | 4,334 | 1,874 | 6,501 | 2,406 | 2,129 | 6,586 | 11,699 | 8,615 | 73,036 | 75,000 | (1,964) |
| Total Annual Giving | 460,112 | 216,803 | 52,253 | 48,361 | 377,945 | 143,698 | 156,934 | 279,155 | 132,567 | 1,867,828 | 1,763,500 | 104,328 |
| Development | | | | | | | | | | | | |
| Major Gifts | 156,570 | 147 | 51,797 | 58,857 | 20,791 | 137,564 | 41,950 | 109,136 | 2,500 | 579,312 | 600,000 | (20,688) |
| Bequests | 9,784 | - | 21,908 | 1,006 | - | - | - | - | - | 32,698 | 250,000 | (217,302) |
| Total Development | 166,354 | 147 | 73,706 | 59,862 | 20,791 | 137,564 | 41,950 | 109,136 | 2,500 | 612,010 | 850,000 | (237,990) |
| Government Funding | 580,915 | 57,191 | 113,023 | 628,256 | 59,424 | 163,957 | 76,177 | 64,067 | 59,623 | 1,802,633 | 1,453,717 | 348,916 |
| REVENUE FROM OPERATIONS | 1,785,554 | 335,511 | 333,107 | 926,576 | 1,088,551 | 1,143,789 | 445,337 | 544,986 | 206,032 | 6,809,444 | 6,339,717 | 469,727 |
| Unrealized (Loss) Gain | (27,369) | - | - | - | - | - | - | - | - | (27,369) | - | (27,369) |
| Interest Income | 2,439 | 1,833 | 13,387 | 341 | 1,369 | 341 | 330 | 5,108 | 341 | 25,488 | 26,000 | (512) |
| TOTAL REVENUE | 1,760,625 | 337,343 | 346,494 | 926,916 | 1,089,920 | 1,144,130 | 445,667 | 550,095 | 206,373 | 6,807,563 | 6,365,717 | 441,846 |
| EXPENSES | | | | | | | | | | | | |
| Care Services | | | | | | | | | | | | |
| Salaries and Benefits | 542,053 | 121,427 | 137,573 | 104,744 | 122,683 | 119,917 | 180,245 | 150,660 | 112,199 | 1,591,502 | 1,533,090 | 58,412 |
| ALS Clinic Centers | 97,357 | 22,616 | 22,195 | 26,518 | 23,408 | 22,410 | 26,721 | 23,241 | 25,615 | 290,081 | 293,100 | (3,019) |
| Abrams Program | 157,528 | 40,160 | 38,569 | 38,457 | 41,204 | 37,812 | 52,587 | 36,405 | 22,739 | 465,461 | 516,000 | (50,539) |
| Other Service Expenses | 59,963 | 21,212 | 29,476 | 21,871 | 40,486 | 39,914 | 56,719 | 31,162 | 27,654 | 328,456 | 347,725 | (19,269) |
| Allocated Overhead | 49,889 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 17,767 | 192,022 | 213,200 | (21,178) |
| Total Care Services | 906,789 | 223,182 | 245,580 | 209,357 | 245,548 | 237,820 | 334,040 | 259,234 | 205,973 | 2,867,522 | 2,903,115 | (35,593) |
| Research | | | | | | | | | | | | |
| Research Payments to NTL | 72,344 | 125,226 | (62,480) | 8,404 | 7,977 | 3,893 | 60,108 | 92,182 | 1,708 | 309,362 | 356,370 | (47,008) |
| Research Coordinators | 43,469 | 9,004 | 9,004 | 10,832 | 9,004 | 9,004 | 10,832 | 9,004 | 10,832 | 120,987 | 117,191 | 3,796 |
| Other Research Expense | 16,149 | 2,944 | 3,097 | 2,959 | 3,008 | 7,424 | 4,108 | 4,981 | 2,567 | 47,237 | 42,217 | 5,020 |
| Allocated Overhead | 45,954 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 16,365 | 176,876 | 196,384 | (19,507) |
| Total Research | 177,916 | 153,539 | (34,013) | 38,561 | 36,354 | 36,686 | 91,414 | 122,533 | 31,472 | 654,462 | 712,162 | (57,700) |
| Education | | | | | | | | | | | | |
| Education | 204,705 | 43,670 | 48,452 | 50,496 | 99,271 | 73,372 | 78,745 | 52,558 | 41,765 | 693,033 | 683,976 | 9,057 |
| Allocated Overhead | 14,782 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 5,264 | 56,895 | 63,170 | (6,275) |
| Total Education | 219,487 | 48,934 | 53,716 | 55,761 | 104,535 | 78,636 | 84,009 | 57,822 | 47,029 | 749,928 | 747,146 | 2,782 |
| Development | | | | | | | | | | | | |
| Fundraising | 192,408 | 44,471 | 48,341 | 40,473 | 46,167 | 45,464 | 66,655 | 63,822 | 42,646 | 590,446 | 577,779 | 12,667 |
| Events | 38,883 | 3,198 | 5,363 | 7,860 | 31,700 | 31,121 | 54,247 | 1,121 | 18,425 | 191,917 | 167,675 | 24,242 |
| Allocated Overhead | 18,477 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 6,580 | 71,119 | 78,963 | (7,844) |
| Total Development | 249,768 | 54,249 | 60,284 | 54,913 | 84,447 | 83,165 | 127,482 | 71,523 | 67,651 | 853,483 | 824,417 | 29,066 |
| Administrative & Board | 234,728 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 83,593 | 903,468 | 1,003,111 | (99,642) |
| TOTAL EXPENSES | 1,788,688 | 563,496 | 409,160 | 442,185 | 554,476 | 519,899 | 720,537 | 594,705 | 435,718 | 6,028,863 | 6,189,951 | (161,088) |
| NET SURPLUS/(DEFICIT) | \$ (28,063) | \$ (226,153) | \$ (62,666) | \$ 484,731 | \$ 535,444 | \$ 624,231 | \$ (274,870) | \$ (44,610) | \$ (229,345) | \$ 778,700 | \$ 175,766 | \$ 602,934 |
| Depreciation | 8,759 | 2,178 | 2,178 | | | | | | | | | |
| Pledged Receivables | (25,722) | 30,100 | 12,500 | | | | | | | | | |
| Grant Receivables | 341,798 | 126,458 | 35,284 | | | | | | | | | |
| Receivables - Other | 173,283 | 60,150 | 40,000 | | | | | | | | | |
| Prepays | 17,162 | (8,744) | (8,744) | | | | | | | | | |
| Beneficial Interest in Perpetual Trust | 22,868 | - | - | | | | | | | | | |
| Purchase of Property & Equipment | (959) | (65,000) | - | | | | | | | | | |
| Accounts Payable | (239,475) | (132,700) | (186,088) | | | | | | | | | |
| Accrued Liabilities | (33,943) | (8,486) | (35,640) | | | | | | | | | |
| Loan Payable-SBA | (416,340) | - | - | | | | | | | | | |
| Accrued National - Revenue Sharing | 24,170 | - | - | | | | | | | | | |
| Accrued National - Research (Revenue Restricted) | (21,931) | - | - | | | | | | | | | |
| Deferred Rent | (2,999) | (750) | (750) | | | | | | | | | |
| Cash and Cash Equivalents Beginning | 3,916,048 | 3,734,656 | 3,511,710 | | | | | | | | | |
| Cash and Cash Equivalents Ending | \$3,734,656 | \$3,511,710 | \$3,307,785 | | | | | | | | | |