

MEMORANDUM

TO: Jeff Cline, Jim Passaro, The ALS Association Greater Philadelphia Chapter

FROM: Angelo DeSantis, YPTC

DATE: December 23, 2021

SUBJECT: November 30, 2021 Preliminary and Unaudited Financial Statements

Your financial statements for the ten months through November 30, 2021 are attached.

These reports include:

- Cash Summary for the ten months ended November 30, 2021
- Program Revenue and Expenses for the ten months ended November 30, 2021
- Statements of Financial Position as of November 30, 2021 and 2020
- Statements of Operations for the ten months ended November 30, 2021 and 2020
- Statement of Operations with General & Administration Expenses for the ten months ended November 30, 2021
- Statement of Operations with General & Administration Expenses by Month for the ten months ended November 30, 2021
- Statements of Operations for the Fiscal Years ended January 31, 2017, 2018, 2019, 2020, 2021 and the ten months ended November 30, 2021
- Statement of Cash Flows for the ten months ended November 30, 2021
- Rolling Forecast for the twelve months ending January 31, 2022

Summary

- The Statement of Financial Position remains strong with Total Liabilities equal to 17% of Total Assets. The Loan Payable-SBA, aka PPP Loan, is equal to 7% of Total Assets.
- Compared to Budget, there is a favorable variance of \$1M in Revenue from Operations; due to favorable variances of \$387K in Total Events, \$244K in Annual Giving, and \$424K in Government Funding.
- Compared to Budget, there is a favorable variance of \$366K in Total Expenses. Due to less than expected expenses for Care Services, Research, and Administrative & Board.
- Compared to Budget, the Net Surplus/(Deficit) is a favorable variance of \$1.4M.

Cash

- Total Cash of \$4.1 represents about 10 months of operating expenses. Generally, having total cash equal to 6 months of operating expenses is ideal.
- About \$2.8M of the Cash is kept in an investment and interest-bearing accounts.
- See the attached Cash Summary Chart and Table for more information.

Revenue & Expense

- Compared to Budget, there is a favorable variance of \$1M in Total Revenue.
 - There is a favorable variance of \$387K in Total Events. This is due to the number of Walks and Special Events that took place in September, October and November.
 - There is an unfavorable variance of (\$8K) in revenue from Development. Bequests are at an unfavorable (\$48K), while Major Gifts are at a favorable \$40K. Total Annual Giving has a favorable variance of \$244K. Contributions, Grants and Memorials and Tributes have a \$342K favorable variance. While Appeals and Workplace Giving have an unfavorable variance of (\$98K).
 - Care Services Expenses are at a favorable variance of \$204K, with favorable variance for Abrams Program, Other Services Expenses, and Allocated Overhead. The favorable variance is due to providing lower cost care services without reducing the level of care. Also, due to a shortage of Aides, the funds allocated to the In-Home Care Grant (IHC) are not being spent.
 - Through November, Total General and Administrative expenses are 17% of Total Revenue. The following General & Administrative expense line items are equal to 10% of Revenue:
 - Salaries and Benefits: 4%
 - IT & Related Expenses: 3%
 - Revenue Sharing: 3%
- Compared to Actual for this time last year, there is a favorable variance of \$1.4M in Total Revenue and a favorable variance of \$242K in Total Expenses. Net Surplus (Deficit) is a favorable variance of \$1.6M from this time last year. The favorable variance in Total Revenue is due to favorable variances for Events, Annual Giving, Development, and Government Funding.
- Care Services, Research, and Administrative & Board expenses have favorable results compared to this time last year. The favorable results can be attributed to the continuation of the cost cutting measures that were put into place in September 2020 as a response to the pandemic.
- A Program Revenue and Expense report is included with November's Financial Statements. The report summarizes and visualizes the revenue and expenses for each program.

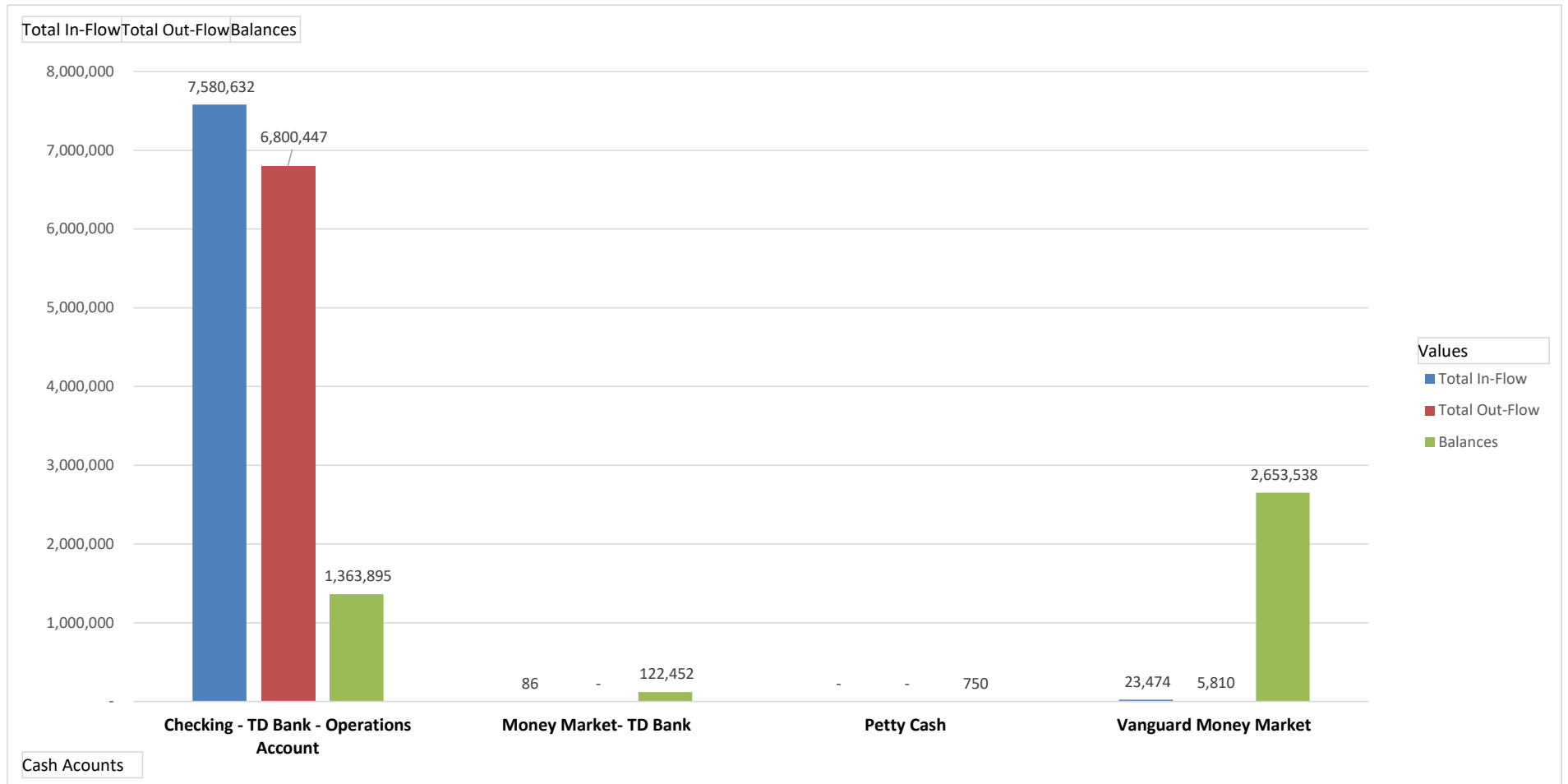
Other Notes

- The application for the forgiveness of the 2nd PPP Loan should be started soon.
- The FY2023 Budget process is in progress. The 1st Draft is completed and was presented to the Finance Committee.

If you have any questions, or would like to discuss anything on these statements, please let me know.

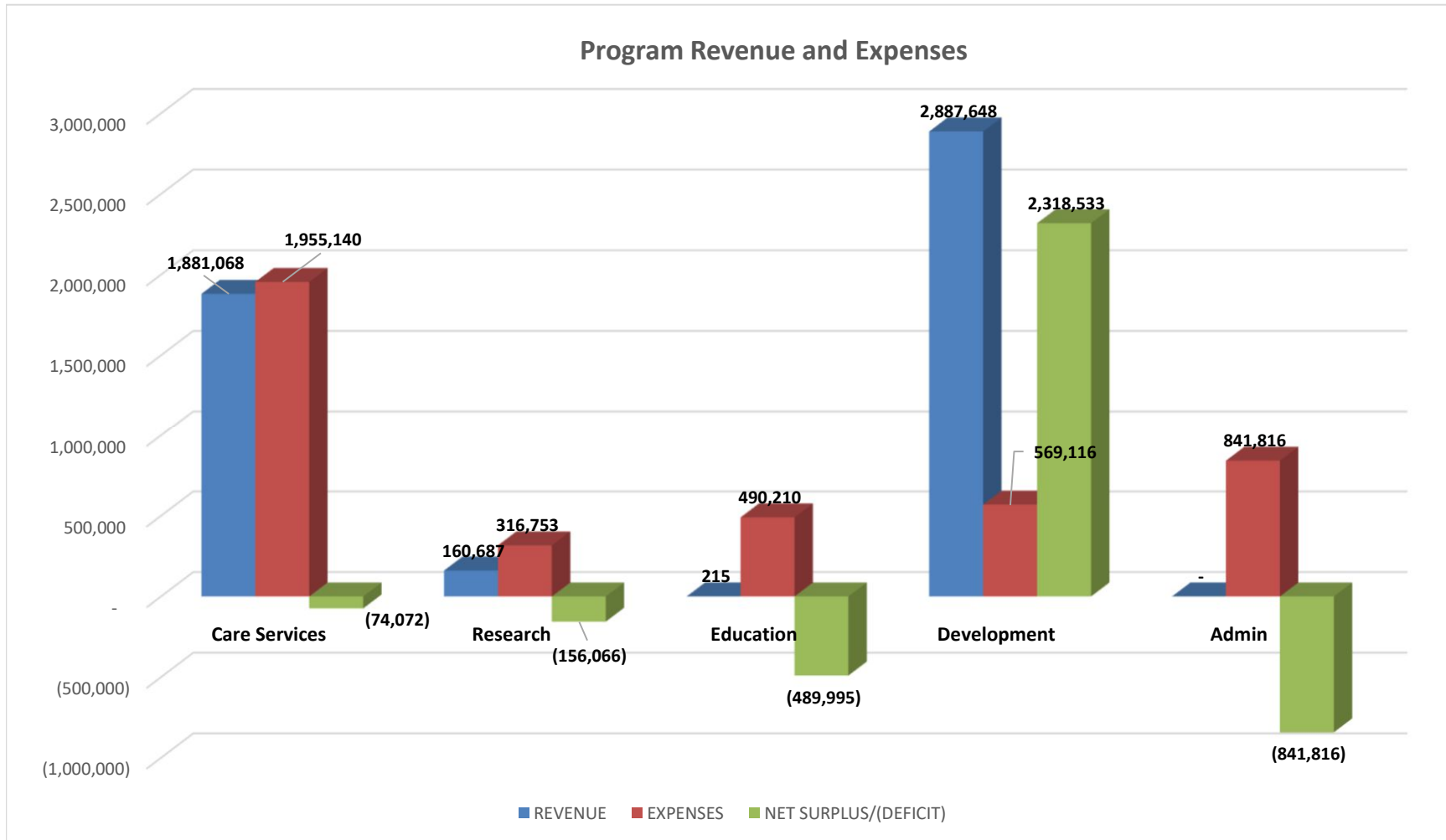
**The ALS Association Greater Philadelphia Chapter
Cash Summary
for the ten months ended November 30, 2021**

Account	Total In-Flow	Total Out-Flow	Balances
Checking - TD Bank - Operations Account	7,580,632	6,800,447	1,363,895
Money Market- TD Bank	86	-	122,452
Petty Cash	-	-	750
Vanguard Money Market	23,474	5,810	2,653,538
Grand Total	7,604,192	6,806,256	4,140,636



**The ALS Association Greater Philadelphia Chapter
Program Revenue and Expenses
for the ten months ended November 30, 2021**

Activity	Care Services	Research	Education	Development	Admin	Totals
REVENUE	1,881,068	160,687	215	2,887,648	-	4,929,618
EXPENSES	1,955,140	316,753	490,210	569,116	841,816	4,173,034
NET SURPLUS/(DEFICIT)	(74,072)	(156,066)	(489,995)	2,318,533	(841,816)	756,584



The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of November 30, 2021 and November 30, 2020

	2021	2020
Assets		
Cash and Cash Equivalents	\$4,140,636	\$ 3,268,154
Pledges Receivable	454,694	399,721
Less: Allowance for Uncollectible Pledges	(50,059)	(53,210)
Less: Discount Pledged Receivables	(1,773)	(6,130)
Grants and Other Receivables	564,799	527,274
Prepaid Expenses	85,659	63,984
Property & Equipment, Net	45,358	34,414
Beneficial Interest in Perpetual Trust	509,097	453,750
Total Assets	5,748,411	4,687,958
Liabilities		
Accounts Payable	399,447	275,415
Accrued Liabilities	56,221	48,181
Loan Payable-SBA	416,340	305,895
National - Revenue Sharing	51,891	183,996
National - Research (Revenue Restricted)	36,797	188,377
Deferred Rent	23,586	30,083
Total Liabilities	984,282	1,031,947
Net Assets	4,764,128	3,656,011
Total Liabilities and Net Assets	\$5,748,411	\$4,687,958

**The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the ten months ended November 30, 2021 and 2020**

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 799,958	\$ 560,000	\$ 239,958	\$ 652,335	\$ 147,623
Walks	991,556	845,000	146,556	619,322	372,234
Total Events	1,791,514	1,405,000	386,514	1,271,657	519,857
Annual Giving					
Contributions	342,751	250,000	92,751	308,460	34,291
Grants	743,000	575,250	167,750	410,797	332,203
Appeals	159,162	215,000	(55,838)	212,801	(53,639)
Memorials and Tributes	241,805	160,000	81,805	170,605	71,200
Workplace Giving	57,709	100,000	(42,291)	87,312	(29,603)
Total Annual Giving	1,544,428	1,300,250	244,178	1,189,976	354,453
Development					
Major Gifts	415,084	375,000	40,084	362,589	52,495
Bequests	151,541	200,000	(48,459)	67,604	83,938
Total Development	566,625	575,000	(8,375)	430,193	136,432
Government Funding	995,255	571,146	424,109	649,792	345,463
REVENUE FROM OPERATIONS					
	4,897,822	3,851,396	1,046,426	3,541,617	1,356,205
Unrealized (Loss) Gain	30,153	-	30,153	(6,824)	36,977
Interest Income	1,643	44,100	(42,457)	10,495	(8,851)
TOTAL REVENUE	4,929,618	3,895,496	1,034,123	3,545,288	1,384,330
EXPENSES					
Care Services					
Salaries and Benefits	1,259,719	1,196,870	62,849	1,272,005	(12,286)
ALS Clinic Centers	248,561	238,080	10,481	238,517	10,044
Abrams Program	300,660	460,830	(160,170)	379,888	(79,228)
Other Service Expenses	146,201	204,798	(58,597)	130,178	16,023
Allocated Overhead	155,491	214,240	(58,748)	182,101	(26,610)
Total Care Services	2,110,632	2,314,817	(204,185)	2,202,689	(92,057)
Research					
Research Payments to NTL	160,687	213,640	(52,953)	288,045	(127,358)
Research Coordinators	111,822	97,660	14,162	111,822	-
Other Research Expense	44,244	5,420	38,824	40,821	3,424
Allocated Overhead	138,439	190,744	(52,305)	162,130	(23,692)
Total Research	455,191	507,464	(52,273)	602,818	(147,626)
Education					
Education	490,210	437,173	53,037	451,931	38,279
Allocated Overhead	46,072	63,478	(17,407)	53,956	(7,884)
Total Education	536,281	500,651	35,630	505,887	30,394
Development					
Fundraising	406,567	347,647	58,920	456,389	(49,823)
Events	162,549	177,000	(14,451)	59,403	103,146
Allocated Overhead	57,589	79,348	(21,759)	67,445	(9,856)
Total Development	626,705	603,995	22,710	583,238	43,467
Administrative & Board	444,225	612,063	(167,838)	520,247	(76,022)
TOTAL EXPENSES	4,173,034	4,538,990	(365,956)	4,414,878	(241,844)
NET SURPLUS/(DEFICIT)	\$ 756,584	\$ (643,494)	\$ 1,400,079	\$ (869,590)	\$ 1,626,174

* Revenue Sharing for the ten months ended November 30, 2021 allocated across all departments is: \$138,823

** Restricted Income: Care Services: \$1,881,068 Research: \$160,687 Education: \$215

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2017, 2018, 2019, 2020, 2021 and ten months ended November 30, 2021

	FY ended January 31, 2017	FY ended January 31, 2018	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	For the ten months ended November 30, 2021
REVENUE						
Events						
Special Events	\$ 1,667,838	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 799,958
Walks	1,306,879	1,372,352	1,439,061	1,405,110	636,575	991,556
Total Events	2,974,716	3,158,342	2,888,353	2,957,765	1,343,482	1,791,514
Annual Giving						
Contributions	490,727	312,128	260,659	418,874	482,917	342,751
Grants	475,189	664,250	465,250	515,916	438,297	743,000
Appeals	246,692	231,804	265,477	210,780	370,388	159,162
Memorials and Tributes	221,778	214,775	283,523	208,545	260,535	241,805
Workplace Giving	141,036	121,260	112,629	136,125	101,838	57,709
Total Annual Giving	1,575,422	1,544,217	1,387,537	1,490,240	1,653,975	1,544,428
Development						
Major Gifts	728,288	487,221	246,857	710,520	687,779	415,084
Bequests	199,497	290,881	1,515,412	197,355	394,903	151,541
Total Development	927,784	778,102	1,762,269	907,875	1,082,681	566,625
Government Funding	324,406	403,194	384,543	582,070	817,437	995,255
REVENUE FROM OPERATIONS						
	5,802,329	5,883,854	6,422,702	5,937,949	4,897,576	4,897,822
Unrealized (Loss) Gain	19,149	68,524	(40,612)	32,883	27,011	30,153
Interest Income	4,626	3,574	26,416	57,287	10,696	1,643
TOTAL REVENUE	5,826,103	5,955,952	6,408,507	6,028,119	4,935,282	4,929,618
EXPENSES						
Care Services						
Salaries and Benefits	1,695,286	1,403,782	1,483,299	1,565,690	1,507,009	1,259,719
ALS Clinic Centers	342,466	283,045	286,232	289,687	283,478	248,561
Abrams Program	512,066	464,385	607,649	623,034	451,952	300,660
Other Service Expenses	352,836	316,679	256,618	298,724	149,085	146,201
Allocated Overhead	173,901	253,174	282,893	320,125	252,643	155,491
Total Care Services	3,076,556	2,721,065	2,916,691	3,097,259	2,644,167	2,110,632
Research						
Research Payments to NTL	530,000	458,000	250,000	44,340	398,124	160,687
Research Coordinators	148,960	132,506	132,506	127,997	132,506	111,822
Other Research Expense	45,848	47,858	57,641	70,114	47,911	44,244
Allocated Overhead	154,830	225,408	251,868	285,017	224,936	138,439
Total Research	879,638	863,773	692,016	527,468	803,477	455,191
Education						
Education	621,569	618,431	673,092	718,917	526,297	490,210
Allocated Overhead	51,526	75,014	83,820	94,852	74,857	46,072
Total Education	673,095	693,446	756,913	813,769	601,154	536,281
Development						
Fundraising	538,020	469,852	483,397	522,262	542,522	406,567
Events	290,964	354,073	273,634	339,305	59,663	162,549
Allocated Overhead	64,408	93,768	104,775	118,565	93,571	57,589
Total Development	893,392	917,694	861,806	980,132	695,756	626,705
Administrative & Board	496,821	723,295	808,200	914,567	721,778	444,225
TOTAL EXPENSES	6,019,501	5,919,272	6,035,625	6,333,195	5,466,332	4,173,034
NET SURPLUS/(DEFICIT)	\$ (193,398)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 756,584

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administration Expenses
for the ten months ended November 30, 2021

	<u>YTD</u>	<u>% of Revenue</u>
REVENUE		
Events		
Special Events	\$ 799,958	16.2%
Walks	991,556	20.1%
Total Events	1,791,514	36.3%
Annual Giving		
Contributions	342,751	7.0%
Grants	743,000	15.1%
Appeals	159,162	3.2%
Memorials and Tributes	241,805	4.9%
Workplace Giving	57,709	1.2%
Total Annual Giving	1,544,428	31.3%
Development		
Major Gifts	415,084	8.4%
Bequests	151,541	3.1%
Total Development	566,625	11.5%
Government Funding		
	995,255	20.2%
REVENUE FROM OPERATIONS		
	4,897,822	99.4%
Unrealized (Loss) Gain	30,153	0.6%
Interest Income	1,643	0.0%
TOTAL REVENUE	4,929,618	100.0%
EXPENSES		
Care Services		
Salaries and Benefits	1,259,719	25.6%
ALS Clinic Centers	248,561	5.0%
Abrams Program	300,660	6.1%
Other Service Expenses	146,201	3.0%
Total Care Services	1,955,140	39.7%
Research		
Research Payments to NTL	160,687	3.3%
Research Coordinators	111,822	2.3%
Other Research Expense	44,244	0.9%
Total Research	316,753	6.4%
Education		
Education	490,210	9.9%
Total Education		
Development		
Fundraising	406,567	8.2%
Events	162,549	3.3%
Total Development	569,116	11.5%
General & Administration		
Salaries and Benefits	206,597	4.2%
Staff Development	159	0.0%
Office Rent	93,938	1.9%
Office Expense	13,094	0.3%
Dues, Books, & Subscriptions	1,230	0.0%
Postage	11,882	0.2%
Printing & Copying	5,875	0.1%
IT & Related Expenses	141,319	2.9%
Insurance	19,183	0.4%
Telephone	26,662	0.5%
Meals & Entertainment	573	0.0%
Travel Expense	142	0.0%
Bank Charges	33,671	0.7%
Professional Fees	103,810	2.1%
Revenue Sharing	138,823	2.8%
Miscellaneous	12,575	0.3%
Depreciation	32,281	0.7%
Total General & Administration Expenses	841,816	17.1%
TOTAL EXPENSES	4,173,034	84.7%
NET SURPLUS/(DEFICIT)	\$ 756,584	15.3%

(A) Other Depreciation is Allocated to Care Services

The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administration Expenses by Month
for the ten months ended November 30, 2021

	Feb-2021	Mar-2021	Apr-2021	May-2021	Jun-2021	Jul-2021	Aug-2021	Sep-2021	Oct-2021	Nov-21	Total	% of Revenue
REVENUE												
Events												
Special Events	\$ 4,468	\$ 8,517	\$ 23,586	\$ 55,923	\$ 35,464	\$ 38,088	\$ 56,791	\$ 220,309	\$ 241,764	\$ 115,047	\$ 799,958	16.2%
Walks	8,600	29,476	70,092	69,100	14,121	39,381	101,415	301,547	336,739	21,085	991,556	20.1%
Total Events	13,068	37,993	93,678	125,023	49,585	77,469	158,206	521,857	578,503	136,132	1,791,514	36.3%
Annual Giving												
Contributions	17,199	43,264	32,307	13,858	27,351	13,710	24,249	38,993	75,962	55,859	342,751	7.0%
Grants	-	55,000	16,500	8,500	160,000	-	10,000	355,000	68,000	70,000	743,000	15.1%
Appeals	14,103	2,505	29,343	26,213	19,113	2,050	12,488	4,850	21,572	159,162	3.2%	
Memorials and Tributes	23,187	32,647	18,310	36,930	23,478	21,484	16,641	22,072	19,996	27,062	241,805	4.9%
Workplace Giving	15,326	5,971	7,350	3,914	4,573	1,978	6,861	2,539	2,246	6,950	57,709	1.2%
Total Annual Giving	69,815	139,387	103,810	90,127	241,614	56,286	59,800	431,092	171,054	181,444	1,544,428	31.3%
Development												
Major Gifts	3,545	25,920	1,020	120,175	125	44,025	50,025	17,671	116,923	35,655	415,084	8.4%
Bequests	-	-	-	137,652	-	13,280	610	-	-	-	151,541	3.1%
Total Development	3,545	25,920	1,020	257,827	125	57,305	50,635	17,671	116,923	35,655	566,625	11.5%
Government Funding	25,533	35,556	73,954	44,804	88,544	749,079	46,553	(128,447)	59,678	-	995,255	20.2%
REVENUE FROM OPERATIONS	111,961	238,856	272,462	517,781	379,868	940,139	315,194	842,173	926,157	353,230	4,897,822	99.4%
Unrealized (Loss) Gain	728	(24,025)	2,133	432	58,149	22	1,117	(10,553)	2,791	(640)	30,153	0.6%
Interest Income	34	128	37	38	147	1,074	27	110	27	21	1,643	0.0%
TOTAL REVENUE	112,723	214,960	274,632	518,251	438,165	941,234	316,338	831,729	928,975	352,612	4,929,618	100.0%
EXPENSES												
Care Services												
Salaries and Benefits	115,656	102,443	108,508	153,031	120,422	136,435	103,878	121,668	118,925	178,754	1,259,719	25.6%
ALS Clinic Centers	27,409	23,769	23,159	27,831	23,020	22,591	26,992	23,826	22,810	27,154	248,561	5.0%
Abrams Program	31,211	44,601	33,872	32,900	27,521	26,430	26,354	28,236	25,572	23,964	300,660	6.1%
Other Service Expenses	7,967	13,066	11,374	9,773	11,293	15,692	11,643	21,554	21,249	22,590	146,201	3.0%
Total Care Services	182,243	183,879	176,914	223,535	182,255	201,148	168,866	195,283	188,556	252,461	1,955,140	39.7%
Research												
Research Payments to NTL	32,769	61,093	(28,694)	7,898	76,662	(38,249)	5,145	4,883	2,383	36,797	160,687	3.3%
Research Coordinators	12,442	10,342	10,342	12,442	10,342	12,442	10,342	10,342	10,342	12,442	111,822	2.3%
Other Research Expense	3,371	3,116	3,160	4,555	3,757	3,952	3,777	3,838	9,475	5,243	44,244	0.9%
Total Research	48,583	74,552	(15,192)	24,895	90,761	(23,955)	21,364	19,064	22,200	54,482	316,753	6.4%
Education												
Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	61,137	64,492	490,210	9.9%
Total Education	32,063	43,778	39,876	47,308	36,388	40,373	42,076	82,718	61,137	64,492	490,210	9.9%
Development												
Fundraising	35,643	32,341	36,552	50,680	38,403	41,745	34,951	39,868	39,261	57,121	406,567	8.2%
Events	(546)	4,536	8,482	3,899	3,575	5,996	8,787	35,441	34,794	57,586	162,549	3.3%
Total Development	35,097	36,876	45,034	54,579	41,978	47,741	43,739	75,309	74,055	114,707	569,116	11.5%
General & Administration												
Salaries and Benefits	18,025	17,085	17,859	25,152	20,002	21,686	19,009	21,213	17,209	29,356	206,597	4.2%
Staff Development	40	-	-	-	-	-	119	-	-	-	159	0.0%
Office Rent	10,475	9,948	10,418	10,475	10,426	10,434	10,861	10,626	10,783	(507)	93,938	1.9%
Office Expense	1,220	1,321	1,387	1,163	1,407	1,265	1,163	1,344	1,485	1,341	13,094	0.3%
Dues, Books, & Subscriptions	-	170	-	100	101	159	159	700	-	-	1,230	0.0%
Postage	21	1,389	2,007	2,099	985	1,109	69	3,013	1,158	31	11,882	0.2%
Printing & Copying	378	956	1,130	693	65	989	181	135	874	474	5,875	0.1%
IT & Related Expenses	28,338	15,109	12,662	12,271	12,704	13,066	12,590	9,958	14,202	10,421	141,319	2.9%
Insurance	1,354	2,705	1,891	1,891	1,891	1,891	1,891	1,891	1,891	1,891	19,183	0.4%
Telephone	2,033	6,113	1,781	3,031	2,351	2,463	2,455	2,456	2,594	1,385	26,662	0.5%
Meals & Entertainment	-	50	-	106	82	168	36	-	32	100	573	0.0%
Travel Expense	-	-	-	-	32	-	110	-	-	-	142	0.0%
Bank Charges	1,106	1,935	2,756	3,234	1,426	2,197	(5,319)	8,765	14,885	2,686	33,671	0.7%
Professional Fees	5,864	6,038	6,938	14,613	6,788	12,400	6,463	12,975	2,850	28,883	103,810	2.1%
Revenue Sharing	32,337	(3,635)	5,071	43,479	(2,238)	9,765	(78,295)	(35,696)	116,144	51,891	138,823	2.8%
Miscellaneous	860	-	(18)	112	1,620	408	538	10,214	18,574	(19,733)	12,575	0.3%
Depreciation	2,081	2,081	2,081	3,628	3,628	3,628	3,789	3,789	3,789	3,789	32,281	0.7%
Total General & Administration Expenses	104,132	61,266	65,961	122,045	61,270	81,468	(24,183)	51,383	206,468	112,007	841,816	17.1%
TOTAL EXPENSES	402,118	400,351	312,593	472,362	412,652	346,776	251,862	423,756	552,415	598,149	4,173,034	84.7%
NET SURPLUS/(DEFICIT)	\$(289,395)	\$(185,391)	\$(37,961)	\$ 45,890	\$ 25,512	\$ 594,458	\$ 64,475	\$ 407,973	\$ 376,560	\$(245,537)	\$ 756,584	15.3%

(A) Other Depreciation is Allocated to Care Services

**The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the ten months ended November 30, 2021**

Net Net Surplus (Deficit) for Period	\$ 756,584
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	32,281
Decrease (Increase) in Pledged Receivables	1,628
(Increase) Decrease in Grant Receivables	(34,983)
(Increase) Decrease in Receivables - Other	57,997
Decrease (Increase) in Prepaids	(24,944)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(22,296)
Decrease (Increase) Property and Equipment	(47,563)
Increase (Decrease) in Accounts Payable	318,232
Increase (Decrease) in Accrued Liabilities	(29,480)
Increase (Decrease) in Loan Payable	110,445
Increase (Decrease) in Accrued National - Revenue Sharing	(216,655)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(97,032)
Increase (Decrease) in Accrued National - Research	(826)
Increase (Decrease) in Deferred Rent	<u>(5,452)</u>
 Net Cash Provided (Used) by Operating Activities	 <u>797,936</u>
 Net Surplus/(Deficit) in Cash	 <u>797,936</u>
 Cash and Cash Equivalents Beginning	 <u>3,342,700</u>
 Cash and Cash Equivalents Ending	 <u><u>\$4,140,636</u></u>

The ALS Association Greater Philadelphia Chapter
Rolling Forecast
for the twelve months ending January 31, 2022

	Actual YTD		Forecast		Annual	
	Nov-2021	Dec-2021	Jan-2022	TOTALS	Budget	Variance
Events						
Special Events	\$ 799,958	\$ 55,000	\$ 10,000	\$ 864,958	\$ 625,000	\$ 239,958
Walks	991,556	30,000	30,000	1,051,556	905,000	146,556
Total Events	1,791,514	85,000	40,000	1,916,514	1,530,000	386,514
Annual Giving						
Contributions	342,751	75,000	35,000	452,751	360,000	92,751
Grants	743,000	136,000	20,000	899,000	731,250	167,750
Appeals	159,162	35,000	40,000	234,162	290,000	(55,838)
Memorials and Tributes	241,805	35,000	15,000	291,805	210,000	81,805
Workplace Giving	57,709	15,000	10,000	82,709	125,000	(42,291)
Total Annual Giving	1,544,428	296,000	120,000	1,960,428	1,716,250	244,178
Development						
Major Gifts	415,084	300,000	-	715,084	675,000	40,084
Bequests	151,541	25,000	25,000	201,541	250,000	(48,459)
Total Development	566,625	325,000	25,000	916,625	925,000	(8,375)
Government Funding	995,255	57,115	57,115	1,109,484	685,375	424,109
REVENUE FROM OPERATIONS	4,897,822	763,115	242,115	5,903,051	4,856,625	1,046,426
Unrealized (Loss) Gain	30,153	7,000	7,000	44,153	-	44,153
Interest Income	1,643	-	-	1,643	58,100	(56,457)
TOTAL REVENUE	4,929,618	770,115	249,115	5,948,848	4,914,725	1,034,123
EXPENSES						
Care Services						
Salaries and Benefits	1,259,719	119,687	88,443	1,467,849	1,405,000	62,849
ALS Clinic Centers	248,561	23,808	23,812	296,181	285,700	10,481
Abrams Program	300,660	46,083	46,087	392,830	553,000	(160,170)
Other Service Expenses	146,201	20,480	20,490	187,171	245,767	(58,597)
Allocated Overhead	155,491	21,424	21,424	198,339	257,088	(58,748)
Total Care Services	2,110,632	231,482	200,256	2,542,369	2,746,555	(204,185)
Research						
Research Payments to NTL	160,687	21,364	21,366	203,417	256,370	(52,953)
Research Coordinators	111,822	9,766	9,765	131,353	117,191	14,162
Other Research Expense	44,244	542	544	45,330	6,506	38,824
Allocated Overhead	138,439	19,074	19,074	176,588	228,893	(52,305)
Total Research	455,191	50,746	50,749	556,687	608,960	(52,273)
Education						
Education	490,210	43,716	43,716	577,642	524,605	53,037
Allocated Overhead	46,072	6,348	6,348	58,767	76,174	(17,407)
Total Education	536,281	50,064	50,064	636,409	600,779	35,630
Development						
Fundraising	406,567	34,764	34,764	476,094	417,174	58,920
Events	162,549	26,050	5,000	193,599	208,050	(14,451)
Allocated Overhead	57,589	7,935	7,935	73,459	95,218	(21,759)
Total Development	626,705	68,748	47,698	743,152	720,442	22,710
Administrative & Board	444,225	61,206	61,206	566,637	734,476	(167,838)
TOTAL EXPENSES	4,173,034	462,247	409,974	5,045,255	5,411,211	(365,956)
NET SURPLUS/(DEFICIT)	\$ 756,584	\$ 307,868	\$ (160,859)	\$ 903,593	\$(496,486)	\$1,400,079
Depreciation	32,281	3,628	3,628			
Pledged Receivables	1,628	31,891	31,891			
Grant Receivables	(34,983)	82,938	82,938			
Receivables - Other	57,997	46,305	46,305			
Prepays	(24,944)	-	-			
Beneficial Interest in Perpetual Trust	(22,296)	-	-			
Purchase of Property & Equipment	(47,563)	-	-			
Accounts Payable	318,232	(359,502)	(39,945)			
Accrued Liabilities	(29,480)	(42,166)	(14,055)			
Loan Payable-SBA	110,445	-	-			
Accrued National - Revenue Sharing	(216,655)	-	(155,000)			
Accrued National - Research (Revenue Restricted)	(97,032)	-	(110,000)			
Accrued National - Research	(826)	-	-			
Deferred Rent	(5,452)	(522)	(522)			
Cash and Cash Equivalents Beginning	3,342,700	4,140,636	4,211,076			
Cash and Cash Equivalents Ending	\$4,140,636	\$4,211,076	\$3,895,458			