

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Fiscal Year 2023/For the 9 Months Ended October 31, 2022

HIGHLIGHTS

\$546K in Total Events

In October, \$546K was raised through events. The highest monthly amount year to date.

Revenue from Operations is (\$149K) less than this time last year. This is due to not yet billing the PA DOH for the 2022-2023 contract period.

Overall, Total Expenses are (\$42K) less than expected

Through October, 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 \$2.9M.

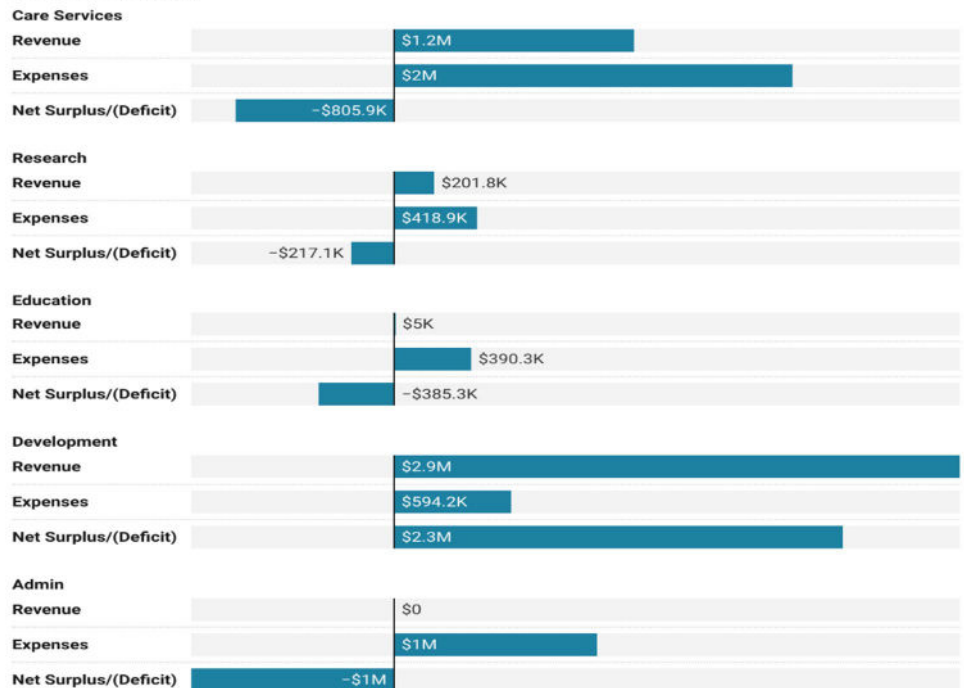


Chart: Angelo DeSantis /YPTC - Source: Financial Edge - Created with Datawrapper

EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$765K) in Revenue from Operations. This is due to less than expected in Walks, Grants, Appeals, Major Gifts, Bequest, and Government Funding. Compared to Budget, there is a favorable variance of \$42K in Total Expenses. Education and Administrative & Board expenses are less than expected.

FINANCIAL DISCUSSIONS

Statements of Financial Position

Cash is (\$433K) less compared to this time last year.

Compared to this time last year, Total Liabilities are a favorable \$126k, due to the forgiveness of the 2nd PPP Loan



The Cash balance of \$3.7M is enough to cover expenses for about 7 months.

Through October 31, 2022, Total Liabilities are about 12% of Assets.

Statements of Operations

Compared to Actual results for this time last year, Total Revenue from Operations is (\$149K) less and Total Expenses are \$882K more. The decrease in Total Revenue from Operations is due to a (\$472K) less in Grants, Appeals, Memorials and Tributes, Major Gifts, Bequests, and Government Funding compared to this time last year. The increase in expenses compared to this time last year, is due to an increase in Total Care Services, Research, Development, and Administrative & Board.



Rolling Forecast

Through October, it is projected \$5.5M in Total Revenue will be earned for FY2023.

We are also projecting Total Expenses to be (\$42K) less than budgeted for FY2023.



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

RECOMMENDATIONS AND OTHER NOTES

The FY2024 Budget process will begin in November.

We have selected PrimePay to provide payroll, 401(k), and FSA services beginning in January 2023.

ATTACHMENTS

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

	2022	2021	Variance
Assets			
Cash and Cash Equivalents	\$ 3,674,163	\$ 4,107,110	\$ (432,947)
Pledges Receivable	353,986	470,194	(116,208)
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	302,607	563,489	(260,882)
Prepaid Expenses	82,393	73,320	9,073
Property & Equipment, Net	160,824	49,147	111,677
Beneficial Interest in Perpetual Trust	374,751	509,097	(134,346)
Total Assets	\$ 4,900,036	\$ 5,720,524	\$ (820,488)
Liabilities			
Accounts Payable & Other Liabilities	\$ 338,759	\$ 121,520	217,239
Loan Payable-SBA	-	416,340	(416,340)
National - Revenue Sharing	179,331	149,621	29,710
National - Research (Revenue Restricted)	65,152	12,411	52,741
Deferred Rent	15,339	24,336	(8,998)
Total Liabilities	598,581	724,228	(125,647)
Net Assets			
Without Donor Restrictions	1,747,072	2,815,479	(1,068,407)
With Donor Restrictions	2,554,382	2,180,817	373,565
Total Net Assets	4,301,454	4,996,296	(694,842)
Total Liabilities and Net Assets	\$ 4,900,036	\$ 5,720,524	\$ (820,488)

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the nine months ended October 31, 2022 and 2021

	Actual	Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 975,257	\$ 867,443	\$ 107,814	\$ 684,911	\$ 290,346
Walks	975,441	1,130,811	(155,370)	970,471	4,970
Total Events	1,950,698	1,998,253	(47,555)	1,655,382	295,316
Annual Giving					
Contributions	309,574	207,936	101,638	286,892	22,682
Grants	395,200	596,492	(201,292)	498,000	(102,800)
Appeals	102,686	184,028	(81,342)	147,590	(44,904)
Memorials and Tributes	189,301	158,289	31,012	204,744	(15,443)
Workplace Giving	55,145	48,100	7,045	50,759	4,386
Total Annual Giving	1,051,905	1,194,844	(142,939)	1,187,985	(136,079)
Development					
Major Gifts	263,105	446,414	(183,309)	379,429	(116,324)
Bequests	25,591	250,000	(224,409)	151,541	(125,950)
Total Development	288,696	696,414	(407,718)	530,970	(242,274)
Government Funding	1,103,837	1,270,405	(166,568)	1,170,255	(66,418)
REVENUE FROM OPERATIONS	4,395,137	5,159,916	(764,779)	4,544,591	(149,454)
Unrealized (Loss) Gain	(123,896)	-	(123,896)	30,794	(154,690)
Interest Income	24,388	20,221	4,167	1,622	22,766
TOTAL REVENUE	4,295,629	5,180,138	(884,509)	4,577,007	(281,378)
EXPENSES					
Care Services					
Salaries and Benefits	1,214,966	1,149,818	65,148	1,080,965	134,000
ALS Clinic Centers	216,141	217,523	(1,382)	221,407	(5,265)
Abrams Program	395,080	404,268	(9,188)	277,036	118,043
Other Service Expenses	197,398	232,191	(34,793)	123,611	73,787
Allocated Overhead	141,245	159,900	(18,655)	100,072	41,172
Total Care Services	2,164,829	2,163,699	1,130	1,803,092	361,737
Research					
Research Payments to NTL	201,786	202,372	(586)	123,890	77,897
Research Coordinators	97,280	86,522	10,757	99,379	(2,100)
Other Research Expense	119,795	30,561	89,234	39,001	80,793
Allocated Overhead	130,104	147,288	(17,184)	92,179	37,925
Total Research	548,965	466,743	82,222	354,449	194,515
Education					
Education	390,344	510,909	(120,565)	425,718	(35,374)
Allocated Overhead	41,850	47,378	(5,527)	29,651	12,199
Total Education	432,194	558,286	(126,092)	455,369	(23,175)
Development					
Fundraising	462,119	404,656	57,463	349,445	112,674
Events	132,118	93,882	38,235	104,963	27,155
Allocated Overhead	52,313	59,222	(6,909)	37,064	15,249
Total Development	646,550	557,761	88,789	491,472	155,078
Administrative & Board	664,560	752,333	(87,773)	470,843	193,717
TOTAL EXPENSES	4,457,098	4,498,823	(41,725)	3,575,225	881,872
NET SURPLUS/(DEFICIT)	\$ (161,469)	\$ 681,315	\$ (842,784)	\$ 1,001,781	\$ (1,163,250)

* Revenue Sharing for the nine months ended October 31, 2022 allocated across all departments is: \$337,863

** Restricted Income: Care Services: \$1,217,669 Research: \$201,786 Education: \$5,000

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

	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Oct-2022	Total	% of Revenue	
REVENUE												
Events												
Special Events	\$ 7,350	\$ 28,529	\$ 163,797	\$ 140,754	\$ 121,830	\$ 19,644	\$ 53,259	\$ 95,321	\$ 344,774	\$ 975,257	22.7%	
Walks	23,134	42,627	68,514	103,470	59,186	31,583	157,627	288,228	201,072	288,228	22.7%	
Total Events	30,484	71,156	232,311	244,224	181,016	51,227	210,886	383,550	545,845	1,950,698	45.4%	
Annual Giving												
Contributions	113,700	14,196	28,565	21,920	25,724	20,211	8,540	51,858	24,860	309,574	7.2%	
Grants	-	-	40,000	-	25,000	150,000	2,500	175,200	2,500	395,200	9.2%	
Appeals	9,091	4,140	18,158	40,920	9,126	8,266	2,955	2,050	7,980	102,686	2.4%	
Memorials and Tributes	28,002	26,769	12,273	17,392	16,744	14,419	31,980	25,885	15,836	189,301	4.4%	
Workplace Giving	13,331	3,179	5,719	6,663	5,979	3,680	5,541	7,080	3,972	55,145	1.3%	
Total Annual Giving	164,124	48,284	104,716	86,895	82,572	196,576	51,517	262,073	55,148	1,051,905	24.5%	
Development												
Major Gifts	1,890	123,500	6,255	24,925	36,525	13,475	25,825	8,155	22,555	263,105	6.1%	
Bequests	-	2,500	-	7,284	-	-	-	-	-	15,808	0.6%	
Total Development	1,890	126,000	6,255	32,209	36,525	13,475	41,633	8,155	22,555	288,696	6.7%	
Government Funding	463,433	36,831	80,651	52,696	73,859	396,367	-	-	-	1,103,837	25.7%	
REVENUE FROM OPERATIONS	659,931	282,271	423,933	416,023	373,972	657,645	304,035	653,778	623,549	4,395,137	102.3%	
Unrealized (Loss) Gain	(1,187)	(21,926)	(4,301)	46	(69,233)	3,929	(2,065)	(32,863)	3,705	(123,896)	-2.9%	
Interest Income	25	590	468	1,357	2,430	3,459	4,700	5,028	6,332	24,388	0.6%	
TOTAL REVENUE	658,768	260,934	420,100	417,426	307,169	665,033	306,671	625,943	633,585	4,295,629	100.0%	
EXPENSES												
Care Services												
Salaries and Benefits	83,561	136,056	175,827	145,317	136,292	102,632	121,759	133,874	179,648	1,214,966	28.3%	
ALS Clinic Centers	23,121	23,662	22,902	27,717	23,751	23,237	27,039	22,248	22,466	216,141	5.0%	
Abrams Program	29,167	51,073	41,212	52,640	39,396	36,235	39,395	56,850	49,113	395,080	9.2%	
Other Service Expenses	11,864	15,720	15,060	21,366	32,543	13,010	43,746	26,168	17,921	197,398	4.6%	
Total Care Services	147,712	226,511	255,001	247,039	231,982	175,113	231,938	239,139	269,149	2,023,584	47.1%	
Research												
Research Payments to NTL	1,495	14,023	25,006	31,820	13,923	50,366	6,330	7,792	51,030	201,786	4.7%	
Research Coordinators	10,342	10,342	10,342	12,442	10,342	10,342	12,442	10,342	10,342	97,280	2.3%	
Other Research Expense	2,601	4,123	5,229	4,152	4,114	3,168	4,285	39,513	52,610	119,795	2.8%	
Total Research	14,438	28,488	40,577	48,414	28,380	63,877	23,057	57,648	113,982	418,861	9.8%	
Education												
Education	27,337	46,950	65,380	67,680	52,660	34,164	59,612	24,049	12,512	390,344	9.1%	
Total Education	27,337	46,950	65,380	67,680	52,660	34,164	59,612	24,049	12,512	390,344	9.1%	
Development												
Fundraising	30,072	47,925	65,362	49,891	50,120	47,070	54,455	48,995	68,229	462,119	10.8%	
Events	9,686	5,105	16,457	12,372	50,672	1,673	7,233	16,084	12,836	132,118	3.1%	
Total Development	39,758	53,031	81,818	62,263	100,792	48,743	61,689	65,079	81,064	594,237	13.8%	
General & Administration												
Salaries and Benefits	15,453	16,420	29,213	26,702	27,471	19,619	26,746	23,541	22,946	208,111	4.8%	
Office Rent	10,648	12,033	10,650	10,592	10,699	10,249	10,966	10,731	10,584	97,153	2.3%	
Office Expense	1,312	127	2,585	1,016	1,401	1,672	1,359	1,263	5,158	15,892	0.4%	
Dues, Books, & Subscriptions	-	170	356	-	65	-	117	-	700	-	1,408	0.0%
Postage	3,007	998	19	37	3,000	2,094	87	139	1,071	10,452	0.2%	
Printing & Copying	42	936	1,251	130	82	75	275	373	330	3,495	0.1%	
IT & Related Expenses	23,775	15,747	18,347	11,264	14,601	15,777	13,664	11,303	11,839	136,316	3.2%	
Insurance	2,598	1,270	708	708	708	708	6,057	1,778	1,778	16,311	0.4%	
Telephone	2,290	2,390	2,606	2,430	2,453	2,824	2,553	2,556	1,382	21,484	0.5%	
Meals & Entertainment	-	2,155	(1,790)	648	1,205	100	100	95	-	2,513	0.1%	
Travel Expense	-	-	36	-	100	-	-	-	-	136	0.0%	
Bank Charges	1,133	1,431	3,966	4,423	3,843	1,810	1,539	8,985	1,417	28,546	0.7%	
Professional Fees	49,149	13,174	8,603	(37,204)	31,059	14,767	8,796	10,411	20,650	119,405	2.8%	
Revenue Sharing	29,318	20,674	40,052	28,166	30,238	10,084	31,935	89,465	57,932	337,863	7.9%	
Miscellaneous	111	248	764	-	101	(121)	354	454	246	2,157	0.1%	
Depreciation	2,190	2,190	2,190	2,190	3,933	3,933	3,933	4,136	4,136	28,831	0.7%	
Total General & Administration Expenses	141,026	89,962	119,554	51,101	130,959	83,591	108,481	165,929	139,468	1,030,071	24.0%	
TOTAL EXPENSES	370,271	444,942	562,330	476,497	544,774	405,488	484,777	551,845	616,174	4,457,098	103.8%	
NET SURPLUS/(DEFICIT)	\$ 288,497	\$ (184,008)	\$ (142,230)	\$ (59,071)	\$ (237,604)	\$ 259,544	\$ (178,106)	\$ 74,098	\$ 17,411	\$ (161,469)	-3.8%	

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2018, 2019, 2020, 2021, 2022 and nine months ended October 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 nine months ended October 31, 2022
REVENUE						
Events						
Special Events	\$ 1,785,990	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 975,257
Walks	1,372,352	1,439,061	1,405,110	636,575	1,004,103	975,441
Total Events	3,158,342	2,888,353	2,957,765	1,343,482	1,874,610	1,950,698
Annual Giving						
Contributions	312,128	260,659	418,874	482,917	551,885	309,574
Grants	664,250	465,250	515,916	438,297	624,375	395,200
Appeals	231,804	265,477	210,780	370,388	320,753	102,686
Memorials and Tributes	214,775	283,523	208,545	260,535	323,371	189,301
Workplace Giving	121,260	112,629	136,125	101,838	79,146	55,145
Total Annual Giving	1,544,217	1,387,537	1,490,240	1,653,975	1,899,529	1,051,905
Development						
Major Gifts	487,221	246,857	710,520	687,779	509,969	263,105
Bequests	290,881	1,515,412	197,355	394,903	151,541	25,591
Total Development	778,102	1,762,269	907,875	1,082,681	661,510	288,696
Government Funding	403,194	384,543	582,070	817,437	1,322,570	1,103,837
REVENUE FROM OPERATIONS	5,883,854	6,422,702	5,937,949	4,897,576	5,758,220	4,395,137
Unrealized (Loss) Gain	68,524	(40,612)	32,883	27,011	11,795	(123,896)
Interest Income	3,574	26,416	57,287	10,696	2,085	24,388
TOTAL REVENUE	5,955,952	6,408,507	6,028,119	4,935,282	5,772,100	4,295,629
EXPENSES						
Care Services						
Salaries and Benefits	1,403,782	1,483,299	1,565,690	1,507,009	1,539,303	1,214,966
ALS Clinic Centers	283,045	286,232	289,687	283,478	299,334	216,141
Abrams Program	464,385	607,649	623,034	451,952	362,259	395,080
Other Service Expenses	316,679	256,618	298,724	149,085	184,523	197,398
Allocated Overhead	253,174	282,893	320,125	252,643	211,598	141,245
Total Care Services	2,721,065	2,916,691	3,097,259	2,644,167	2,597,016	2,164,829
Research						
Research Payments to NTL	458,000	250,000	44,340	398,124	218,165	201,786
Research Coordinators	132,506	132,506	127,997	132,506	134,606	97,280
Other Research Expense	47,858	57,641	70,114	47,911	54,409	119,795
Allocated Overhead	225,408	251,868	285,017	224,936	188,392	130,104
Total Research	863,773	692,016	527,468	803,477	595,572	548,965
Education						
Education	618,431	673,092	718,917	526,297	575,413	390,344
Allocated Overhead	75,014	83,820	94,852	74,857	62,696	41,850
Total Education	693,446	756,913	813,769	601,154	638,108	432,194
Development						
Fundraising	469,852	483,397	522,262	542,522	514,182	462,119
Events	354,073	273,634	339,305	59,663	190,711	132,118
Allocated Overhead	93,768	104,775	118,565	93,571	78,370	52,313
Total Development	917,694	861,806	980,132	695,756	783,262	646,550
Administrative & Board	723,295	808,200	914,567	721,778	604,516	664,560
TOTAL EXPENSES	5,919,272	6,035,625	6,333,195	5,466,332	5,218,475	4,457,098
NET SURPLUS/(DEFICIT)	\$ 36,680	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (161,469)

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

Net Surplus/(Deficit) for Period	\$ (161,469)
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	28,831
Decrease (Increase) in Pledged Receivables	53,433
(Increase) Decrease in Grant Receivables	127,473
(Increase) Decrease in Receivables - Other	127,392
Decrease (Increase) in Prepaids	(26,514)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	116,344
Increase (Decrease) in Accounts Payable	(17,151)
Increase (Decrease) in Accrued Liabilities	(42,572)
Increase (Decrease) in Accrued National - Revenue Sharing	85,291
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(29,123)
Increase (Decrease) in Deferred Rent	<u>(6,748)</u>
Net Cash Provided (Used) by Operating Activities	<u>255,187</u>
Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(80,732)</u>
Net Cash Provided (Used) by Investing Activities	<u>(80,732)</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>(241,885)</u>
Cash and Cash Equivalents Beginning	<u>3,916,048</u>
Cash and Cash Equivalents Ending	<u>\$ 3,674,163</u>

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

	Actual YTD		Forecast			Annual	
	Oct-2022	Nov-2022	Dec-2022	Jan-2023	TOTALS	Budget	Variance
Events							
Special Events	\$ 975,257	\$ 145,707	\$ 80,092	\$ 9,258	\$ 1,210,314	\$ 1,102,500	\$ 107,814
Walks	975,441	24,569	12,536	2,085	1,014,630	1,170,000	(155,370)
Total Events	1,950,698	170,276	92,628	11,343	2,224,945	2,272,500	(47,555)
Annual Giving							
Contributions	309,574	40,486	106,992	44,586	501,638	400,000	101,638
Grants	395,200	62,042	23,377	26,590	507,208	708,500	(201,292)
Appeals	102,686	26,898	93,155	25,919	248,658	330,000	(81,342)
Memorials and Tributes	189,301	20,922	43,933	26,857	281,012	250,000	31,012
Workplace Giving	55,145	6,586	11,699	8,615	82,045	75,000	7,045
Total Annual Giving	1,051,905	156,934	279,155	132,567	1,620,561	1,763,500	(142,939)
Development							
Major Gifts	263,105	41,950	109,136	2,500	416,691	600,000	(183,309)
Bequests	25,591	-	-	-	25,591	250,000	(224,409)
Total Development	288,696	41,950	109,136	2,500	442,282	850,000	(407,718)
Government Funding	1,103,837	76,177	64,067	59,623	1,303,704	1,453,717	(150,013)
REVENUE FROM OPERATIONS	4,395,137	445,337	544,986	206,032	5,591,493	6,339,717	(748,224)
Unrealized (Loss) Gain	(123,896)	-	-	-	(123,896)	-	(123,896)
Interest Income	24,388	330	5,108	341	30,167	26,000	4,167
TOTAL REVENUE	4,295,629	445,667	550,095	206,373	5,497,763	6,365,717	(867,954)
EXPENSES							
Care Services							
Salaries and Benefits	1,214,966	127,758	127,758	127,758	1,598,238	1,533,090	65,148
ALS Clinic Centers	216,141	26,721	23,241	25,615	291,718	293,100	(1,382)
Abrams Program	395,080	52,587	36,405	22,739	506,812	516,000	(9,188)
Other Service Expenses	197,398	56,719	31,162	27,654	312,932	347,725	(34,793)
Allocated Overhead	141,245	17,767	17,767	17,767	194,545	213,200	(18,655)
Total Care Services	2,164,829	281,552	236,332	221,532	2,904,245	2,903,115	1,130
Research							
Research Payments to NTL	201,786	60,108	92,182	1,708	355,784	356,370	(586)
Research Coordinators	97,280	10,832	9,004	10,832	127,948	117,191	10,757
Other Research Expense	119,795	4,108	4,981	2,567	131,451	42,217	89,234
Allocated Overhead	130,104	16,365	16,365	16,365	179,200	196,384	(17,184)
Total Research	548,965	91,414	122,533	31,472	794,383	712,162	82,222
Education							
Education	390,344	78,745	52,558	41,765	563,411	683,976	(120,565)
Allocated Overhead	41,850	5,264	5,264	5,264	57,643	63,170	(5,527)
Total Education	432,194	84,009	57,822	47,029	621,054	747,146	(126,092)
Development							
Fundraising	462,119	66,655	63,822	42,646	635,242	577,779	57,463
Events	132,118	54,247	1,121	18,425	205,910	167,675	38,235
Allocated Overhead	52,313	6,580	6,580	6,580	72,054	78,963	(6,909)
Total Development	646,550	127,482	71,523	67,651	913,206	824,417	88,789
Administrative & Board	664,560	83,593	83,593	83,593	915,337	1,003,111	(87,773)
TOTAL EXPENSES	4,457,098	668,049	571,802	451,277	6,148,226	6,189,951	(41,725)
NET SURPLUS/(DEFICIT)	\$ (161,469)	\$ (222,382)	\$ (21,708)	\$ (244,904)	\$ (650,463)	\$ 175,766	\$ (826,229)
Depreciation	28,831	4,136	4,136	4,136			
Pledged Receivables	53,433	26,862	22,385	24,624			
Grant Receivables	127,473	90,492	75,410	82,951			
Receivables - Other	127,392	56,385	42,289	49,337			
Prepays	(26,514)	(11,931)	(11,931)	(11,931)			
Beneficial Interest in Perpetual Trust	116,344	-	-	-			
Purchase of Property & Equipment	(80,732)	-	-	-			
Accounts Payable	(17,151)	(299,958)	(190,996)	(245,477)			
Accrued Liabilities	(42,572)	(4,730)	(4,730)	(4,730)			
Loan Payable-SBA	(416,340)	-	-	-			
Accrued National - Revenue Sharing	85,291	-	(57,932)	-			
Accrued National - Research (Revenue Restricted)	(29,123)	-	(51,030)	-			
Deferred Rent	(6,748)	(750)	(750)	750			
Cash and Cash Equivalents Beginning	3,916,048	3,674,163	3,312,287	3,117,431			
Cash and Cash Equivalents Ending	\$ 3,674,163	\$ 3,312,287	\$ 3,117,431	\$ 2,772,187			