

# MONTHLY FINANCIAL SUMMARY

## THE ALS ASSOCIATION

### GREATER PHILADELPHIA CHAPTER

Fiscal Year 2024/For the 2 Months Ended March 31, 2023

## HIGHLIGHTS

**\$87K in Total Events** was received through March, which is (\$15K) less than this time last year.

**Revenue from Operations is (\$698K) less than this time last year.** This is due to the forgiveness of the \$416K 2<sup>nd</sup> PPP Loan in February 2022. The forgiveness of the loan was recognized as revenue and a government grant in FY2023.

**Through February, overall Total Expenses are (\$74K) less than expected.**

**Total revenue generated through March was \$250K, with the majority coming from Development activities.**

The total expenses incurred during the period amounted to \$937K, with the highest expenses going towards Care Services \$476K, followed by Education \$94K, Development \$112K, and Research \$40K. The Administration expenses amounted to \$214K.

<b>Care Services</b>		
Revenue		\$43.8K
Expenses		\$476.4K
Net Surplus/(Deficit)		-\$432.7K
<b>Research</b>		
Revenue		\$10.9K
Expenses		\$40.3K
Net Surplus/(Deficit)		-\$29.4K
<b>Education</b>		
Revenue		\$0
Expenses		\$94.2K
Net Surplus/(Deficit)		-\$94.2K
<b>Development</b>		
Revenue		\$194.8K
Expenses		\$112.1K
Net Surplus/(Deficit)		\$82.8K
<b>Admin</b>		
Revenue		\$0
Expenses		\$213.7K
Net Surplus/(Deficit)		-\$213.7K

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

## EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$348K) in Total Revenue. This is due to less than expected in Walks, Contributions, Memorials and Tributes, Workplace Giving, Major Gifts, Bequests, and Government Funding. Compared to Budget, there is a total favorable variance of \$74K in Total Expenses. Research, Education, and Administrative & Board expenses are less than expected.

# FINANCIAL ANALYSIS

## Statements of Financial Position



In March, we received \$670K of the uncollected \$825K Grants & Other Receivables from February. We expect to submit the February, March, and April billing for the PA DOH Grant in May.

Compared to this time last year, Total Liabilities increased by \$55K due to the \$68K increase in the Right of Use Liability-Office Lease. The Right of Use Asset-Office Lease offsets the Right of Use Liability-Office Lease.

Cash and Investment balance of \$2.8M is enough to cover expenses for about 6 months. As a rule, 6 months of cash to cover expenses is ideal.

Through March 31, 2023, the financial position remains strong with Total Liabilities equal to 12% of Assets.

## Statements of Operations



Compared to this time last year, Total Revenue is (\$670K) less and Total Expenses are \$116K more. The reduction in Total Revenue is due decreases in Walks, Contributions, Memorials & Tributes, Workplace Giving, Major Gifts, Bequests, and Government Funding. The increase in Total Expenses is due to higher costs in Care Services, Education and Development. Research and Administrative & Board costs are less than this time last year.

## Rolling Forecast



Through March, Revenue from Operations is expected to be \$6.3M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$7.0M which is the same as the budgeted amount for Annual Total Expenses.

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

## RECOMMENDATIONS AND OTHER NOTES

The Fy2023 Audit is in progress.

### ATTACHMENTS:

- Financial Reports Dashboard
- Statements of Financial Position
- Statements of Operations (3)
- Statement of Cash Flows
- Rolling Forecast

# Financial Reports Dashboard

## For the Two Months ended March 31, 2023

### Year to Date Revenue Analysis

Through March, most donations were for Total Annual Giving, which represents 47% of Revenue from Operations.

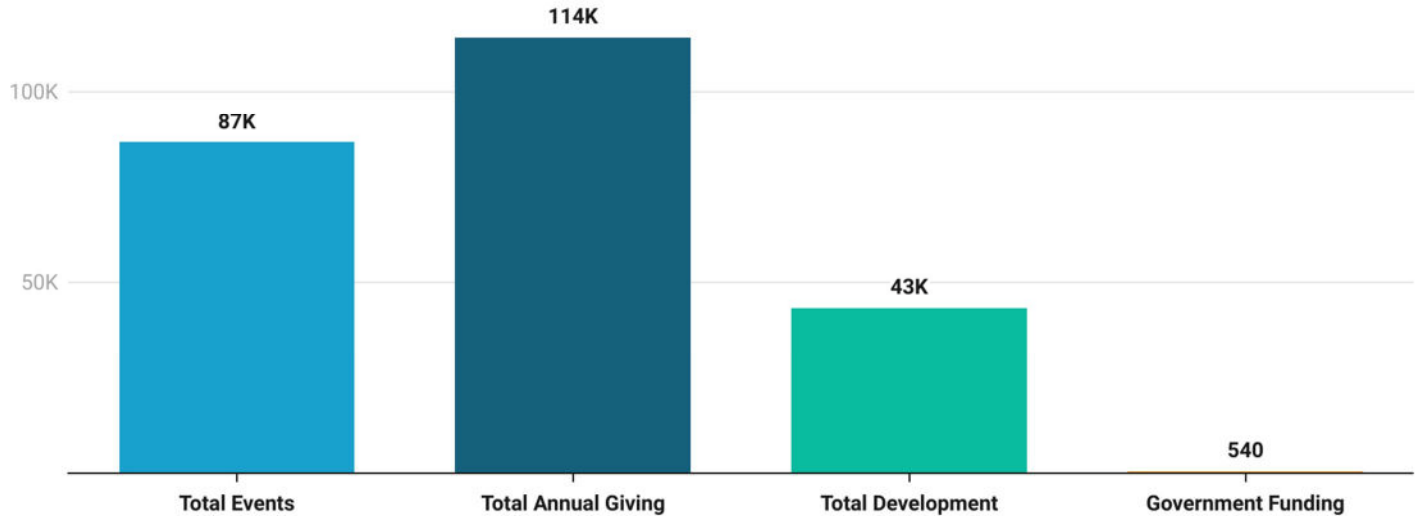


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Line Items Analysis

Through March, Special Events at \$61K and Contributions at \$59K are the two top revenue line items. These represent 25% and 24% of Revenue from Operations, respectively.

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

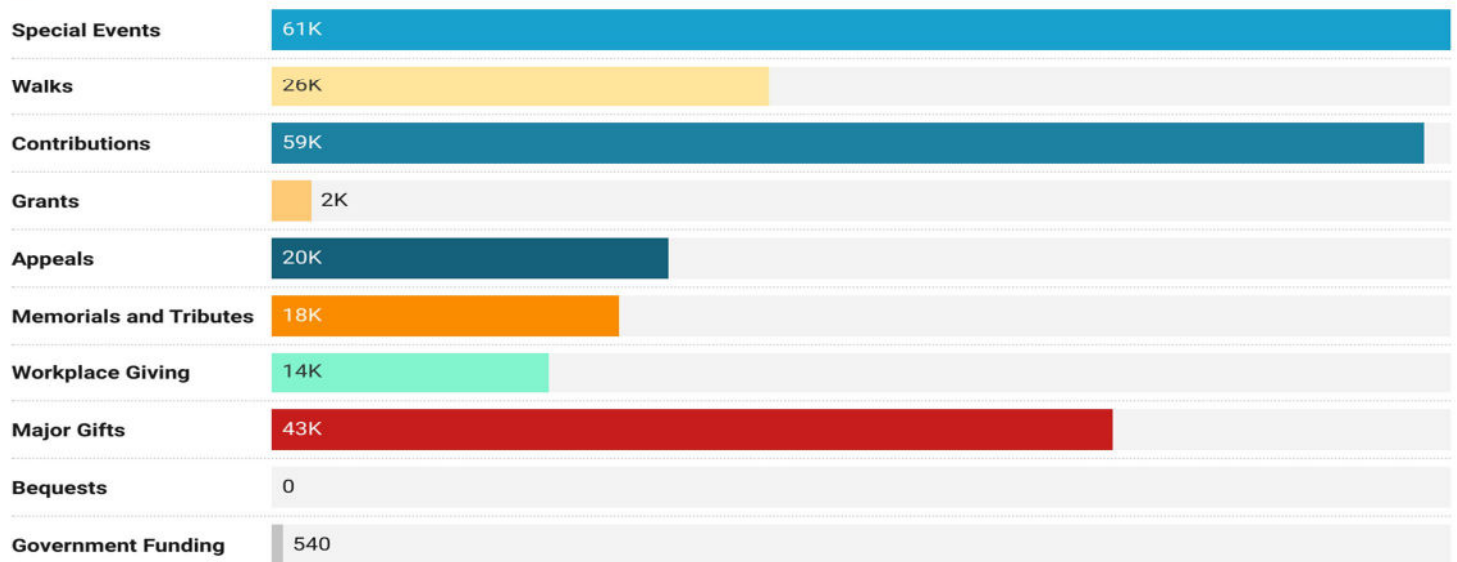


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Financial Position**  
**as of March 31, 2023 and March 31, 2022**

	<b>2023</b>	<b>2022</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 552,767	\$ 1,049,856	\$ (497,089)
Investments	2,261,931	2,663,967	(402,036)
Pledges Receivable	415,379	434,319	(18,940)
Less: Allowance for Uncollectible Pledges	(49,955)	(44,694)	(5,261)
Less: Discount Pledged Receivables	(12,877)	(3,994)	(8,883)
Grants and Other Receivables	154,659	174,651	(19,992)
Prepaid Expenses	112,182	144,163	(31,980)
Property & Equipment, Net	153,259	105,503	47,756
Beneficial Interest in Perpetual Trust	403,704	468,227	(64,523)
Right of Use Asset-Office Lease	98,394	-	98,394
<b>Total Assets</b>	<b>\$ 4,089,443</b>	<b>\$ 4,991,997</b>	<b>\$ (902,555)</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 350,309	\$ 343,880	\$ 6,429
National - Revenue Sharing	34,361	49,992	(15,632)
National - Research (Revenue Restricted)	10,913	15,518	(4,606)
Right of Use Liability- Office Lease	88,997	20,587	68,410
<b>Total Liabilities</b>	<b>484,579</b>	<b>429,978</b>	<b>54,601</b>
<b>Net Assets</b>			
Without Donor Restrictions	1,998,185	2,500,710	(502,525)
With Donor Restrictions	1,606,679	2,061,309	(454,631)
<b>Total Net Assets</b>	<b>3,604,864</b>	<b>4,562,019</b>	<b>(957,155)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 4,089,443</b>	<b>\$ 4,991,997</b>	<b>\$ (902,555)</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
for the two months ended March 31, 2023 and 2022

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 60,858	\$ 35,364	\$ 25,494	\$ 35,878	\$ 24,980
Walks	25,681	64,081	(38,400)	65,761	(40,080)
<b>Total Events</b>	<b>86,539</b>	<b>99,445</b>	<b>(12,906)</b>	<b>101,639</b>	<b>(15,100)</b>
<b>Annual Giving</b>					
Contributions	59,436	98,637	(39,201)	128,436	(69,000)
Grants	2,000	-	2,000	-	2,000
Appeals	20,453	14,164	6,290	13,231	7,223
Memorials and Tributes	17,914	46,765	(28,851)	54,771	(36,857)
Workplace Giving	14,258	15,243	(985)	16,510	(2,252)
<b>Total Annual Giving</b>	<b>114,062</b>	<b>174,809</b>	<b>(60,747)</b>	<b>212,948</b>	<b>(98,887)</b>
<b>Development</b>					
Major Gifts	43,375	228,457	(185,082)	125,390	(82,015)
Bequests	-	24,422	(24,422)	2,500	(2,500)
<b>Total Development</b>	<b>43,375</b>	<b>252,879</b>	<b>(209,504)</b>	<b>127,890</b>	<b>(84,515)</b>
<b>Government Funding</b>	<b>540</b>	<b>70,107</b>	<b>(69,567)</b>	<b>499,724</b>	<b>(499,184)</b>
<b>REVENUE FROM OPERATIONS</b>					
	<b>244,516</b>	<b>597,241</b>	<b>(352,725)</b>	<b>942,202</b>	<b>(697,686)</b>
Unrealized (Loss) Gain	(11,830)	-	(11,830)	(23,114)	11,284
Interest Income	16,821	221	16,600	614	16,207
<b>TOTAL REVENUE</b>	<b>249,507</b>	<b>597,462</b>	<b>(347,955)</b>	<b>919,702</b>	<b>(670,195)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	274,586	266,636	7,949	219,616	54,970
ALS Clinic Centers	51,602	47,858	3,743	46,783	4,819
Abrams Program	89,805	108,835	(19,030)	80,239	9,566
Other Service Expenses	60,457	35,549	24,907	27,584	32,873
Allocated Overhead	27,359	38,728	(11,369)	30,266	(2,907)
<b>Total Care Services</b>	<b>503,808</b>	<b>497,607</b>	<b>6,201</b>	<b>404,489</b>	<b>99,320</b>
<b>Research</b>					
Research Payments to NTL	10,913	25,135	(14,223)	15,518	(4,606)
Research Coordinators	20,684	21,763	(1,079)	20,684	-
Other Research Expense	8,713	6,789	1,925	6,724	1,989
Allocated Overhead	20,266	28,688	(8,422)	22,420	(2,153)
<b>Total Research</b>	<b>60,576</b>	<b>82,375</b>	<b>(21,799)</b>	<b>65,346</b>	<b>(4,770)</b>
<b>Education</b>					
Education	94,226	96,285	(2,059)	74,287	19,938
Allocated Overhead	8,106	11,475	(3,369)	8,968	(861)
<b>Total Education</b>	<b>102,332</b>	<b>107,760</b>	<b>(5,428)</b>	<b>83,255</b>	<b>19,077</b>
<b>Development</b>					
Fundraising	100,381	90,216	10,165	77,998	22,383
Events	11,674	9,365	2,309	14,791	(3,117)
Allocated Overhead	10,133	14,344	(4,211)	11,210	(1,077)
<b>Total Development</b>	<b>122,187</b>	<b>113,925</b>	<b>8,263</b>	<b>103,999</b>	<b>18,189</b>
<b>Administrative &amp; Board</b>	<b>147,811</b>	<b>209,235</b>	<b>(61,424)</b>	<b>163,518</b>	<b>(15,707)</b>
<b>TOTAL EXPENSES</b>	<b>936,715</b>	<b>1,010,902</b>	<b>(74,187)</b>	<b>820,606</b>	<b>116,109</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (687,208)</b>	<b>\$ (413,441)</b>	<b>\$ (273,768)</b>	<b>\$ 99,096</b>	<b>\$ (786,304)</b>

\* Revenue Sharing for the two months ended March 31, 2023 allocated across all departments is: \$34,361

\*\* Restricted Income: Care Services: \$43,773 Research: \$10,913 Education: \$0

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statement of Operations with General & Administrative Expenses by Month**  
**for the two months ended March 31, 2023**

	Feb-2023	Mar-2023	Total	% of Revenue
<b>REVENUE</b>				
<b>Events</b>				
Special Events	\$ 5,185	\$ 55,673	\$ 60,858	24.4%
Walks	2,464	23,217	25,681	10.3%
<b>Total Events</b>	<b>7,649</b>	<b>78,890</b>	<b>86,539</b>	<b>34.7%</b>
<b>Annual Giving</b>				
Contributions	32,444	26,992	59,436	23.8%
Grants	2,000	-	2,000	0.8%
Appeals	8,061	12,393	20,453	8.2%
Memorials and Tributes	9,040	8,874	17,914	7.2%
Workplace Giving	6,400	7,859	14,258	5.7%
<b>Total Annual Giving</b>	<b>57,944</b>	<b>56,117</b>	<b>114,062</b>	<b>45.7%</b>
<b>Development</b>				
Major Gifts	40,625	2,750	43,375	17.4%
<b>Total Development</b>	<b>40,625</b>	<b>2,750</b>	<b>43,375</b>	<b>17.4%</b>
<b>Government Funding</b>				
	-	540	540	0.2%
<b>REVENUE FROM OPERATIONS</b>				
	<b>106,218</b>	<b>138,298</b>	<b>244,516</b>	<b>98.0%</b>
Unrealized (Loss) Gain	(3,082)	(8,748)	(11,830)	-4.7%
Interest Income	8,255	8,566	16,821	6.7%
<b>TOTAL REVENUE</b>	<b>111,391</b>	<b>138,116</b>	<b>249,507</b>	<b>100.0%</b>
<b>EXPENSES</b>				
<b>Care Services</b>				
Salaries and Benefits	121,151	153,435	274,586	110.1%
ALS Clinic Centers	29,526	22,076	51,602	20.7%
Abrams Program	53,444	36,360	89,805	36.0%
Other Service Expenses	28,986	31,471	60,457	24.2%
<b>Total Care Services</b>	<b>233,107</b>	<b>243,342</b>	<b>476,449</b>	<b>191.0%</b>
<b>Research</b>				
Research Payments to NTL	2,390	8,523	10,913	4.4%
Research Coordinators	10,342	10,342	20,684	8.3%
Other Research Expense	3,784	4,929	8,713	3.5%
<b>Total Research</b>	<b>16,516</b>	<b>23,794</b>	<b>40,310</b>	<b>16.2%</b>
<b>Education</b>				
Education	40,103	54,122	94,226	37.8%
<b>Total Education</b>				
<b>Development</b>				
Fundraising	45,688	54,692	100,381	40.2%
Events	3,403	8,271	11,674	4.7%
<b>Total Development</b>	<b>49,091</b>	<b>62,963</b>	<b>112,054</b>	<b>44.9%</b>
<b>General &amp; Administration</b>				
Salaries and Benefits	22,364	26,944	49,308	19.8%
Office Rent	10,653	10,303	20,956	8.4%
Office Expense	1,079	1,422	2,502	1.0%
Dues, Books, & Subscriptions	-	433	433	0.2%
Postage	327	3,457	3,784	1.5%
Printing & Copying	60	10	70	0.0%
IT & Related Expenses	38,152	19,011	57,163	22.9%
Insurance	(1,381)	1,685	304	0.1%
Telephone	2,586	1,391	3,978	1.6%
Meals & Entertainment	104	-	104	0.0%
Travel Expense	38	-	38	0.0%
Bank Charges	1,084	(1,997)	(913)	-0.4%
Professional Fees	31,852	1,275	33,127	13.3%
Revenue Sharing	16,412	17,949	34,361	13.8%
Depreciation	4,231	4,231	8,462	3.4%
<b>Total General &amp; Administration Expenses</b>	<b>127,561</b>	<b>86,115</b>	<b>213,676</b>	<b>85.6%</b>
<b>TOTAL EXPENSES</b>	<b>466,379</b>	<b>470,336</b>	<b>936,715</b>	<b>375.4%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (354,988)</b>	<b>\$ (332,220)</b>	<b>\$ (687,208)</b>	<b>-275.4%</b>

**The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Operations**  
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and two months ended March 31, 2023

	FY ended January 31, 2019	FY ended January 31, 2020	FY ended January 31, 2021	FY ended January 31, 2022	FY ended January 31, 2023	For the two months ended March 31, 2023
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 60,858
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	25,681
<b>Total Events</b>	<b>2,888,353</b>	<b>2,957,765</b>	<b>1,343,482</b>	<b>1,874,610</b>	<b>2,262,283</b>	<b>86,539</b>
<b>Annual Giving</b>						
Contributions	260,659	418,874	482,917	551,885	520,844	59,436
Grants	465,250	515,916	438,297	624,375	544,550	2,000
Appeals	265,477	210,780	370,388	320,753	246,181	20,453
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	17,914
Workplace Giving	112,629	136,125	101,838	79,146	81,235	14,258
<b>Total Annual Giving</b>	<b>1,387,537</b>	<b>1,490,240</b>	<b>1,653,975</b>	<b>1,899,529</b>	<b>1,685,610</b>	<b>114,062</b>
<b>Development</b>						
Major Gifts	246,857	710,520	687,779	509,969	548,856	43,375
Bequests	1,515,412	197,355	394,903	151,541	25,591	-
<b>Total Development</b>	<b>1,762,269</b>	<b>907,875</b>	<b>1,082,681</b>	<b>661,510</b>	<b>574,447</b>	<b>43,375</b>
<b>Government Funding</b>	<b>384,543</b>	<b>582,070</b>	<b>817,437</b>	<b>1,322,570</b>	<b>1,420,118</b>	<b>540</b>
<b>REVENUE FROM OPERATIONS</b>						
	<b>6,422,702</b>	<b>5,937,949</b>	<b>4,897,576</b>	<b>5,758,220</b>	<b>5,942,459</b>	<b>244,516</b>
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	(11,830)
Interest Income	26,416	57,287	10,696	2,085	52,816	16,821
<b>TOTAL REVENUE</b>	<b>6,408,507</b>	<b>6,028,119</b>	<b>4,935,282</b>	<b>5,772,100</b>	<b>5,913,464</b>	<b>249,507</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,550,931	274,586
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	51,602
Abrams Program	607,649	623,034	451,952	362,259	552,942	89,805
Other Service Expenses	256,618	298,724	149,085	184,523	321,575	60,457
Allocated Overhead	282,893	320,125	252,643	211,598	182,331	27,359
<b>Total Care Services</b>	<b>2,916,691</b>	<b>3,097,259</b>	<b>2,644,167</b>	<b>2,597,016</b>	<b>2,899,995</b>	<b>503,808</b>
<b>Research</b>						
Research Payments to NTL	250,000	200,463	398,124	218,165	222,181	10,913
Research Coordinators	132,506	127,997	132,506	134,606	128,306	20,684
Other Research Expense	57,641	39,291	47,911	54,409	47,766	8,713
Allocated Overhead	251,868	159,717	224,936	188,392	135,060	20,266
<b>Total Research</b>	<b>692,016</b>	<b>527,468</b>	<b>803,477</b>	<b>595,572</b>	<b>533,313</b>	<b>60,576</b>
<b>Education</b>						
Education	673,092	718,917	526,297	575,413	661,581	94,226
Allocated Overhead	83,820	94,852	74,857	62,696	54,024	8,106
<b>Total Education</b>	<b>756,913</b>	<b>813,769</b>	<b>601,154</b>	<b>638,108</b>	<b>715,605</b>	<b>102,332</b>
<b>Development</b>						
Fundraising	483,397	522,262	542,522	514,182	638,404	100,381
Events	273,634	339,305	59,663	190,711	253,191	11,674
Allocated Overhead	104,775	118,565	93,571	78,370	67,530	10,133
<b>Total Development</b>	<b>861,806</b>	<b>980,132</b>	<b>695,756</b>	<b>783,262</b>	<b>959,124</b>	<b>122,187</b>
<b>Administrative &amp; Board</b>	<b>808,200</b>	<b>914,567</b>	<b>721,778</b>	<b>604,516</b>	<b>985,068</b>	<b>147,811</b>
<b>TOTAL EXPENSES</b>	<b>6,035,625</b>	<b>6,333,195</b>	<b>5,466,332</b>	<b>5,218,475</b>	<b>6,093,105</b>	<b>936,715</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 372,882</b>	<b>\$ (305,076)</b>	<b>\$ (531,049)</b>	<b>\$ 553,625</b>	<b>\$ (179,641)</b>	<b>\$ (687,208)</b>

**The ALS Association Greater Philadelphia Chapter  
Unaudited Statement of Cash Flows  
for the two months ended March 31, 2023**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$ (687,208)</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>	8,462
Decrease (Increase) in Pledged Receivables	40,000
(Increase) Decrease in Investments	508,317
(Increase) Decrease in Grant Receivables	495,332
(Increase) Decrease in Receivables - Other	174,810
Decrease (Increase) in Prepaids	13,027
Decrease (Increase) in Beneficial Interest in Perpetual Trust	11,697
Decrease (Increase) in Right of Use Asset-Office Lease	19,679
Increase (Decrease) in Accounts Payable	(2,869)
Increase (Decrease) in Accrued Liabilities	(96,824)
Increase (Decrease) in Accrued National - Revenue Sharing	(110,901)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(9,482)
Increase (Decrease) in Right of Use Liability- Office Lease	<u>(21,908)</u>
<b>Net Cash Provided (Used) by Operating Activities</b>	<b><u>342,131</u></b>
<b>Cash Provided (Used) by Investing Activities</b>	
Purchase of Property & Equipment	<u>(5,400)</u>
<b>Net Cash Provided (Used) by Investing Activities</b>	<b><u>(5,400)</u></b>
<b>Net Surplus/(Deficit) in Cash</b>	<b><u>336,731</u></b>
<b>Cash and Cash Equivalents Beginning</b>	<b><u>216,036</u></b>
<b>Cash and Cash Equivalents Ending</b>	<b><u>\$ 552,767</u></b>



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

	Forecast											Annual		
	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance
<b>Events</b>														
Special Events	\$ 60,858	\$ 161,450	\$ 138,737	\$ 120,085	\$ 19,363	\$ 50,722	\$ 93,956	\$ 341,909	\$ 112,419	\$ 62,778	\$ 5,717	\$ 1,167,994	\$ 1,142,500	\$ 25,494
Walks	25,681	66,764	100,827	57,674	30,776	153,601	280,866	195,936	112,543	3,834	8,097	1,036,600	1,075,000	(38,400)
<b>Total Events</b>	<b>86,539</b>	<b>228,214</b>	<b>239,565</b>	<b>177,759</b>	<b>50,139</b>	<b>204,323</b>	<b>374,822</b>	<b>537,845</b>	<b>224,962</b>	<b>66,612</b>	<b>13,814</b>	<b>2,204,594</b>	<b>2,217,500</b>	<b>(12,906)</b>
<b>Annual Giving</b>														
Contributions	59,436	21,938	16,834	19,755	15,521	6,559	39,826	15,252	31,134	86,389	48,154	360,799	400,000	(39,201)
Grants	2,000	55,091	-	34,432	206,593	3,443	241,300	3,443	133,597	64,044	8,057	752,000	750,000	2,000
Appeals	20,453	19,439	43,805	9,769	8,849	3,163	2,195	8,543	36,932	55,272	61,410	269,830	263,540	6,290
Memorials and Tributes	17,914	10,479	14,850	14,297	12,311	27,263	22,101	13,521	42,480	27,870	18,063	221,149	250,000	(28,851)
Workplace Giving	14,258	5,280	6,152	5,520	3,398	5,116	6,537	3,667	11,076	7,272	5,739	74,015	75,000	(985)
<b>Total Annual Giving</b>	<b>114,062</b>	<b>112,227</b>	<b>81,641</b>	<b>83,773</b>	<b>246,672</b>	<b>45,544</b>	<b>311,959</b>	<b>44,427</b>	<b>255,219</b>	<b>240,847</b>	<b>141,424</b>	<b>1,677,793</b>	<b>1,738,540</b>	<b>(60,747)</b>
<b>Development</b>														
Major Gifts	43,375	11,396	45,413	66,548	24,551	47,052	14,858	41,095	152,170	175,434	193,025	814,918	1,000,000	(185,082)
Bequests	-	-	75,000	-	-	150,000	-	-	-	-	-	225,000	250,000	(25,000)
<b>Total Development</b>	<b>43,375</b>	<b>11,396</b>	<b>120,413</b>	<b>66,548</b>	<b>24,551</b>	<b>197,052</b>	<b>14,858</b>	<b>41,095</b>	<b>152,170</b>	<b>175,434</b>	<b>193,025</b>	<b>1,039,918</b>	<b>1,250,000</b>	<b>(210,082)</b>
<b>Government Funding</b>	<b>540</b>	<b>76,688</b>	<b>50,106</b>	<b>70,230</b>	<b>829,825</b>	<b>47,831</b>	<b>62,094</b>	<b>47,831</b>	<b>47,831</b>	<b>47,831</b>	<b>47,543</b>	<b>1,328,352</b>	<b>1,397,919</b>	<b>(69,567)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>244,516</b>	<b>428,525</b>	<b>491,725</b>	<b>398,309</b>	<b>1,151,187</b>	<b>494,751</b>	<b>763,733</b>	<b>671,198</b>	<b>680,183</b>	<b>530,725</b>	<b>395,805</b>	<b>6,250,656</b>	<b>6,603,959</b>	<b>(353,303)</b>
Unrealized (Loss) Gain	(11,830)	-	-	-	-	-	-	-	-	-	-	(11,830)	-	(11,830)
Interest Income	16,821	168	488	874	1,244	1,691	1,809	2,278	2,771	4,008	3,448	35,600	19,000	16,600
<b>TOTAL REVENUE</b>	<b>249,507</b>	<b>428,694</b>	<b>492,213</b>	<b>399,183</b>	<b>1,152,431</b>	<b>496,441</b>	<b>765,542</b>	<b>673,476</b>	<b>682,954</b>	<b>534,733</b>	<b>399,253</b>	<b>6,274,426</b>	<b>6,622,959</b>	<b>(348,533)</b>
<b>EXPENSES</b>														
<b>Care Services</b>														
Salaries and Benefits	274,586	133,318	133,318	133,318	133,318	133,318	133,318	133,318	133,318	133,318	133,318	1,607,768	1,599,818	7,949
ALS Clinic Centers	51,602	23,429	28,354	24,297	24,090	27,660	22,759	22,983	30,080	23,692	23,731	302,676	298,933	3,743
Abrams Program	89,805	55,899	71,399	53,436	49,148	53,435	80,928	83,511	72,772	62,882	57,755	730,970	750,000	(19,030)
Other Service Expenses	60,457	16,942	17,825	21,943	18,936	16,053	18,025	18,513	17,885	25,262	10,467	242,307	217,400	24,907
Allocated Overhead	27,359	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	221,002	232,371	(11,369)
<b>Total Care Services</b>	<b>503,808</b>	<b>248,952</b>	<b>270,260</b>	<b>252,358</b>	<b>244,857</b>	<b>249,831</b>	<b>274,394</b>	<b>277,689</b>	<b>273,420</b>	<b>264,519</b>	<b>244,636</b>	<b>3,104,723</b>	<b>3,096,522</b>	<b>6,201</b>
<b>Research</b>														
Research Payments to NTL	10,913	40,502	51,539	22,552	81,578	10,253	12,621	82,653	5,755	17,562	9,717	345,644	359,867	(14,223)
Research Coordinators	20,684	10,882	13,091	10,882	10,882	13,091	10,882	10,882	10,882	10,882	10,882	133,921	135,000	(1,079)
Other Research Expense	8,713	5,279	4,192	4,154	3,199	4,326	(9,241)	17,925	5,935	660	5,008	50,151	48,226	1,925
Allocated Overhead	20,266	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	163,705	172,127	(8,422)
<b>Total Research</b>	<b>60,576</b>	<b>71,007</b>	<b>83,166</b>	<b>51,931</b>	<b>110,003</b>	<b>42,014</b>	<b>28,606</b>	<b>125,804</b>	<b>36,916</b>	<b>43,447</b>	<b>39,950</b>	<b>693,421</b>	<b>715,220</b>	<b>(21,799)</b>
<b>Education</b>														
Education	94,226	84,740	87,721	68,254	44,281	77,264	101,408	70,612	97,468	69,662	59,790	855,425	857,484	(2,059)
Allocated Overhead	8,106	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	65,482	68,851	(3,369)
<b>Total Education</b>	<b>102,332</b>	<b>90,477</b>	<b>93,459</b>	<b>73,991</b>	<b>50,018</b>	<b>83,001</b>	<b>107,145</b>	<b>76,350</b>	<b>103,206</b>	<b>75,400</b>	<b>65,527</b>	<b>920,907</b>	<b>926,335</b>	<b>(5,428)</b>
<b>Development</b>														
Fundraising	100,381	75,601	57,706	57,972	54,443	62,986	56,671	79,526	69,655	72,726	60,908	748,575	738,410	10,165
Events	11,674	10,419	7,833	32,081	1,059	4,580	10,183	28,567	43,422	1,099	11,692	162,609	160,300	2,309
Allocated Overhead	10,133	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	81,852	86,063	(4,211)
<b>Total Development</b>	<b>122,187</b>	<b>93,192</b>	<b>72,711</b>	<b>97,225</b>	<b>62,674</b>	<b>74,737</b>	<b>74,026</b>	<b>115,266</b>	<b>120,249</b>	<b>80,997</b>	<b>79,772</b>	<b>993,036</b>	<b>984,773</b>	<b>8,263</b>
<b>Administrative &amp; Board</b>	<b>147,811</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>1,193,989</b>	<b>1,255,413</b>	<b>(61,424)</b>
<b>TOTAL EXPENSES</b>	<b>936,715</b>	<b>608,245</b>	<b>624,214</b>	<b>580,123</b>	<b>572,170</b>	<b>554,201</b>	<b>588,789</b>	<b>699,726</b>	<b>638,409</b>	<b>568,980</b>	<b>534,503</b>	<b>6,906,076</b>	<b>6,980,263</b>	<b>(74,187)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (687,208)</b>	<b>\$ (179,551)</b>	<b>\$ (132,001)</b>	<b>\$ (180,940)</b>	<b>\$ 580,261</b>	<b>\$ (57,760)</b>	<b>\$ 176,753</b>	<b>\$ (26,250)</b>	<b>\$ 44,545</b>	<b>\$ (34,248)</b>	<b>\$ (135,250)</b>	<b>\$ (631,649)</b>	<b>\$ (357,304)</b>	<b>\$ (274,345)</b>
Depreciation	8,462	4,231	4,231											
Pledged Receivables	40,000	42,143	10,536											
Investments	508,317	-	-											
Grant Receivables	495,332	52,000	52,000											
Receivables - Other	174,810	26,711	26,711											
Prepays	13,027	(19,755)	(19,755)											
Beneficial Interest in Perpetual Trust	11,697	-	-											
Right of Use Asset-Office Lease	19,679	9,839	9,839											
Purchase of Property & Equipment	(5,400)	-	-											
Accounts Payable	(2,869)	(49,255)	(43,508)											
Accrued Liabilities	(96,824)	(37,339)	-											
Accrued National - Revenue Sharing	(110,901)	-	(51,500)											
Accrued National - Research (Revenue Restricted)	(9,482)	-	(16,500)											
Right of Use Liability- Office Lease	(21,908)	(10,912)	(10,912)											
<b>Cash and Cash Equivalents Beginning</b>	<b>216,036</b>	<b>552,767</b>	<b>390,880</b>											
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 552,767</b>	<b>\$ 390,880</b>	<b>\$ 172,471</b>											