

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on June 20, 2023

Fiscal Year 2024/For the 4 Months Ended May 31, 2023

HIGHLIGHTS

\$189K in Total Events revenue in May is the most earned in a month year to date.

Revenue from Operations is (769K) less than this time last year. This is due to the forgiveness of the \$416K 2nd PPP Loan in February 2022, which was recognized as revenue and a government grant in FY2023. However, all other revenue categories are less than this time last year.

Through May, overall Total Expenses are (\$189K) less than expected.

Total revenue generated through May was \$1.1M, with \$666K generated from Development activities.

The total expenses incurred during the period amounted to \$2.1M, with the highest program expenses attributed to Care Services at \$982K, followed by Education at \$227K, and Research at \$97K. Development and Administration expenses amounted to \$260K and \$488K, respectively.

Care Services		
Revenue		\$349.5K
Expenses		\$981.9K
Net Surplus/(Deficit)		-\$632.4K
Research		
Revenue		\$36.5K
Expenses		\$97.1K
Net Surplus/(Deficit)		-\$60.7K
Education		
Revenue		\$0
Expenses		\$227.2K
Net Surplus/(Deficit)		-\$227.2K
Development		
Revenue		\$666K
Expenses		\$260.2K
Net Surplus/(Deficit)		\$405.7K
Admin		
Revenue		\$0
Expenses		\$487.6K
Net Surplus/(Deficit)		-\$487.6K

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

EXECUTIVE SUMMARY

Compared to Budget, there is an unfavorable variance of (\$463K) in Total Revenue. Memorials and Tributes, and Government Funding are the only revenue items from operations item that are doing better than expected. The less than expected revenue from Grants and Major Gifts is due to timing. Bequests are difficult to budget and forecast. Through May, the less than expected in Total Events is due to the less than expected participants and sponsorships.

FINANCIAL ANALYSIS

Statements of Financial Position



Compared to this time last year, Total Liabilities increased by \$113K due to the \$212K in Accounts Payable and Other Liabilities. The increase is due to the portion of the PA DOH receipts that is owed to the Western Pennsylvania Chapter.

Cash and Investment balance of \$2.4M is enough to cover expenses for 5 months. As a rule, 6 months of cash to cover expenses is ideal.

Through May 31, 2023, the financial position remains strong with Total Liabilities equal to 15% of Assets.

Statements of Operations



Compared to this time last year, Total Revenue is (\$705K) less and Total Expenses are \$184K more. The reduction in Total Revenue is due to decreases in all Revenue from Operations line items. The increase in Total Expenses is due to higher costs in Care Services, Education, Development and Administrative & Board. Research costs are less than this time last year.

Rolling Forecast



At year end, Revenue from Operations is expected to be \$6.1M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.8M, which is (\$189K) less than the budgeted amount.

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

RECOMMENDATIONS AND OTHER NOTES

The Fy2023 Audit is expected to be completed by the end of July 2023.

Since Total Revenue is less than expected and less than this time last year, I recommend a cash flow projection be done on a weekly basis.

ATTACHMENTS:

- Financial Reports Dashboard
- Statements of Financial Position
- Statements of Operations Actual vs. YTD Budget vs Prior Year
- Statements of Operations by Month with General & Administrative Expenses
- Statements of Operations for the Past 5 Fiscal Years and YTD
- Statement of Cash Flows
- Rolling Forecast

THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Financial Reports Dashboard

For the Four Months ended May 31, 2023

Year to Date Revenue Analysis

Through May, most donations were for Total Events, which represents 39% of Revenue from Operations.

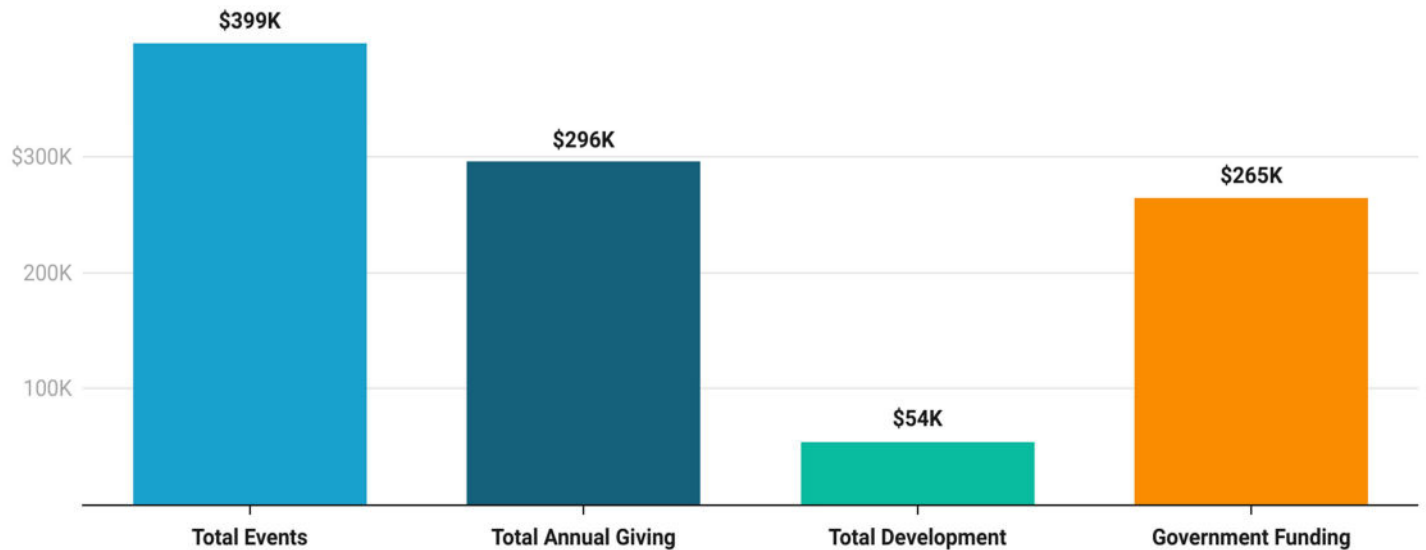


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Line Items Analysis

Through May, Special Events at \$235K and Government Funding at \$265K are the two top revenue line items. These represent 23% and 26% of Revenue from Operations, respectively.

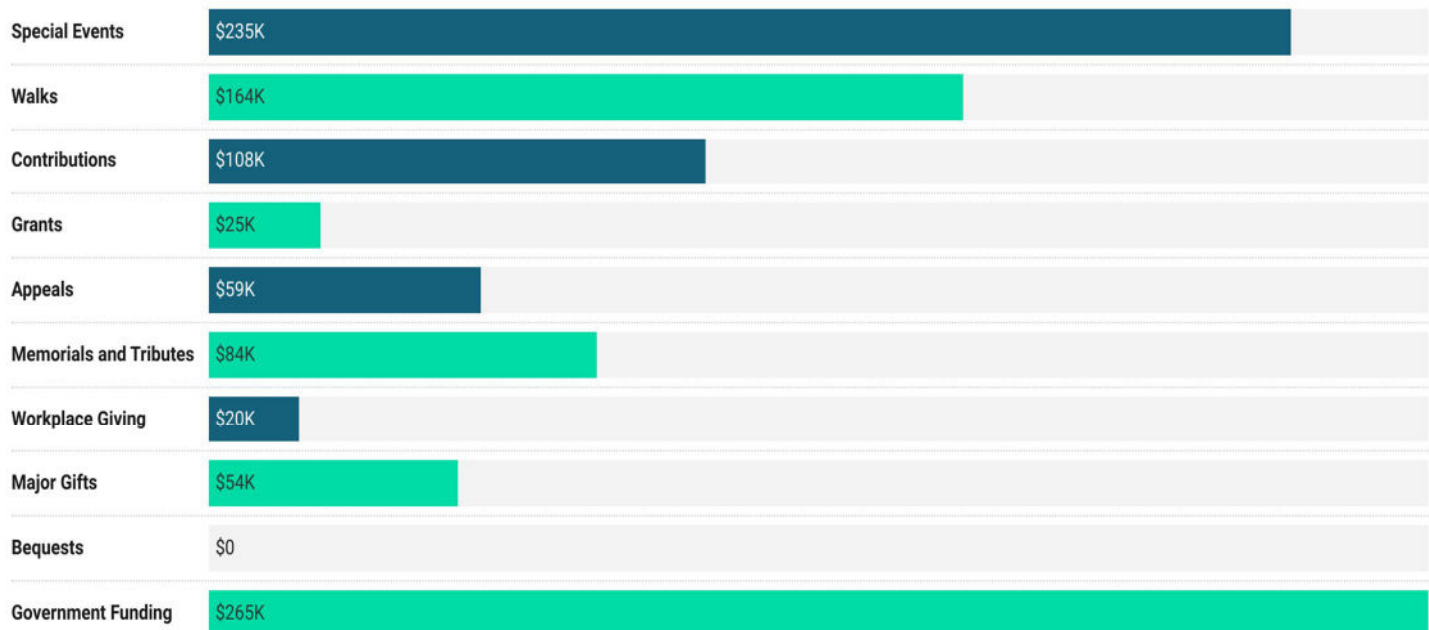


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	2023	2022	Variance
Assets			
Cash and Cash Equivalents	\$ 92,312	\$ 1,086,118	\$ (993,806)
Investments	2,278,567	2,661,527	(382,960)
Pledges Receivable	404,379	433,141	(28,762)
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	424,184	83,165	341,018
Prepaid Expenses	115,518	48,833	66,685
Property & Equipment, Net	150,152	101,123	49,029
Beneficial Interest in Perpetual Trust	403,704	468,227	(64,523)
Right of Use Asset-Office Lease	78,715	-	78,715
Total Assets	\$ 3,884,698	\$ 4,833,446	\$ (948,748)
Liabilities			
Accounts Payable & Other Liabilities	\$ 485,563	\$ 273,321	\$ 212,243
National - Revenue Sharing	20,808	118,210	(97,402)
National - Research (Revenue Restricted)	22,262	72,344	(50,082)
Right of Use Liability- Office Lease	67,173	19,088	48,085
Total Liabilities	595,806	482,963	112,844
Net Assets			
Without Donor Restrictions	1,721,903	2,302,686	(580,783)
With Donor Restrictions	1,566,989	2,047,798	(480,808)
Total Net Assets	3,288,892	4,350,483	(1,061,591)
Total Liabilities and Net Assets	\$ 3,884,698	\$ 4,833,446	\$ (948,748)

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the four months ended May 31, 2023 and 2022

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 234,864	\$ 335,552	\$ (100,688)	\$ 340,429	\$ (105,565)
Walks	163,691	231,672	(67,982)	237,745	(74,054)
Total Events	398,555	567,224	(168,669)	578,173	(179,619)
Annual Giving					
Contributions	107,922	137,408	(29,486)	178,921	(70,998)
Grants	24,500	55,091	(30,591)	40,000	(15,500)
Appeals	59,256	77,408	(18,152)	72,309	(13,053)
Memorials and Tributes	84,412	72,094	12,318	84,437	(25)
Workplace Giving	19,762	26,675	(6,913)	28,893	(9,131)
Total Annual Giving	295,852	368,677	(72,825)	404,559	(108,707)
Development					
Major Gifts	54,112	285,266	(231,154)	156,570	(102,458)
Bequests	-	95,576	(95,576)	9,784	(9,784)
Total Development	54,112	380,842	(326,730)	166,354	(112,242)
Government Funding	264,806	196,902	67,904	633,071	(368,265)
REVENUE FROM OPERATIONS	1,013,324	1,513,644	(500,320)	1,782,158	(768,833)
Unrealized (Loss) Gain	4,256	-	4,256	(27,369)	31,625
Interest Income	34,374	877	33,496	2,439	31,934
TOTAL REVENUE	1,051,954	1,514,522	(462,568)	1,757,228	(705,274)
EXPENSES					
Care Services					
Salaries and Benefits	598,968	533,273	65,695	540,761	58,207
ALS Clinic Centers	105,044	99,641	5,403	97,401	7,643
Abrams Program	175,948	236,133	(60,184)	174,090	1,858
Other Service Expenses	101,980	70,316	31,664	64,095	37,885
Allocated Overhead	62,429	77,457	(15,028)	53,417	9,013
Total Care Services	1,044,370	1,016,819	27,551	929,764	114,606
Research					
Research Payments to NTL	36,475	117,176	(80,701)	72,344	(35,869)
Research Coordinators	41,369	45,737	(4,368)	43,469	(2,100)
Other Research Expense	19,305	16,260	3,046	16,104	3,201
Allocated Overhead	46,244	57,376	(11,132)	39,568	6,676
Total Research	143,393	236,548	(93,155)	171,485	(28,092)
Education					
Education	227,237	268,746	(41,508)	207,347	19,890
Allocated Overhead	18,498	22,950	(4,453)	15,827	2,670
Total Education	245,735	291,696	(45,961)	223,174	22,560
Development					
Fundraising	218,416	223,523	(5,107)	193,250	25,166
Events	41,816	27,617	14,199	43,620	(1,804)
Allocated Overhead	23,122	28,688	(5,566)	19,784	3,338
Total Development	283,354	279,828	3,526	256,654	26,700
Administrative & Board	337,283	418,471	(81,188)	288,590	48,693
TOTAL EXPENSES	2,054,134	2,243,361	(189,227)	1,869,668	184,466
NET SURPLUS/(DEFICIT)	\$ (1,002,180)	\$ (728,840)	\$ (273,340)	\$ (112,440)	\$ (889,740)

* Revenue Sharing for the four months ended May 31, 2023 allocated across all departments is: \$91,388

** Restricted Income: Care Services: \$349,508 Research: \$36,475 Education: \$0

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

	Feb-2023	Mar-2023	Apr-2023	May-2023	Total	% of Revenue
REVENUE						
Events						
Special Events	\$ 5,185	\$ 55,673	\$ 74,213	\$ 99,794	\$ 234,864	22.3%
Walks	2,464	23,217	48,662	89,348	163,691	15.6%
Total Events	7,649	78,890	122,874	189,141	398,555	37.9%
Annual Giving						
Contributions	32,444	26,992	24,082	24,405	107,922	10.3%
Grants	2,000	-	22,500	-	24,500	2.3%
Appeals	8,061	12,393	32,933	5,870	59,256	5.6%
Memorials and Tributes	9,040	8,874	56,793	9,705	84,412	8.0%
Workplace Giving	6,400	7,859	2,619	2,884	19,762	1.9%
Total Annual Giving	57,944	56,117	138,926	42,864	295,852	28.1%
Development						
Major Gifts	40,625	2,750	625	10,112	54,112	5.1%
Total Development	40,625	2,750	625	10,112	54,112	5.1%
Government Funding	84,385	101,423	78,998	-	264,806	25.2%
REVENUE FROM OPERATIONS	190,603	239,181	341,423	242,117	1,013,324	96.3%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	4,256	0.4%
Interest Income	8,255	8,566	8,407	9,146	34,374	3.3%
TOTAL REVENUE	195,776	238,999	368,963	248,216	1,051,954	100.0%
EXPENSES						
Care Services						
Salaries and Benefits	121,151	154,029	171,065	152,724	598,968	56.9%
ALS Clinic Centers	29,526	23,467	22,540	29,512	105,044	10.0%
Abrams Program	56,499	42,855	38,793	37,801	175,948	16.7%
Other Service Expenses	29,081	33,570	13,070	26,259	101,980	9.7%
Total Care Services	236,257	253,920	245,468	246,295	981,940	93.3%
Research						
Research Payments to NTL	2,390	8,523	3,301	22,262	36,475	3.5%
Research Coordinators	10,342	10,342	10,342	10,342	41,369	3.9%
Other Research Expense	3,784	4,937	5,638	4,947	19,305	1.8%
Total Research	16,516	23,801	19,280	37,551	97,149	9.2%
Education						
Education	40,103	54,540	53,107	79,487	227,237	21.6%
Total Education	40,103	54,540	53,107	79,487	227,237	21.6%
Development						
Fundraising	45,688	53,115	62,918	56,694	218,416	20.8%
Events	3,403	13,961	20,353	4,099	41,816	4.0%
Total Development	49,091	67,076	83,271	60,793	260,232	24.7%
General & Administration						
Salaries and Benefits	22,364	27,174	33,268	28,983	111,789	10.6%
Staff Development	-	-	-	584	584	0.1%
Office Rent	10,653	10,845	10,637	11,110	43,245	4.1%
Office Expense	1,079	1,422	1,099	1,219	4,820	0.5%
Dues, Books, & Subscriptions	-	433	-	-	433	0.0%
Postage	327	3,457	-	1,749	5,533	0.5%
Printing & Copying	60	289	484	1,480	2,314	0.2%
IT & Related Expenses	38,152	19,099	28,569	24,504	110,324	10.5%
Insurance	(1,381)	1,685	615	615	1,534	0.1%
Telephone	2,586	1,975	2,440	2,472	9,474	0.9%
Meals & Entertainment	104	50	385	847	1,386	0.1%
Travel Expense	38	-	-	-	38	0.0%
Bank Charges	1,084	(1,997)	2,857	3,708	5,652	0.5%
Professional Fees	31,852	6,035	27,641	16,340	81,868	7.8%
Revenue Sharing	16,412	17,949	36,219	20,808	91,388	8.7%
Miscellaneous	-	-	102	(28)	74	0.0%
Depreciation	4,231	4,231	4,295	4,361	17,119	1.6%
Total General & Administration	127,561	92,648	148,613	118,754	487,576	46.3%
TOTAL EXPENSES	469,529	491,985	549,740	542,879	2,054,134	195.3%
NET SURPLUS/(DEFICIT)	\$ (273,753)	\$ (252,986)	\$ (180,777)	\$ (294,663)	\$ (1,002,180)	-95.3%

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and four months ended May 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 four months ended May 31, 2023
REVENUE						
Events						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 234,864
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	163,691
Total Events	2,888,353	2,957,765	1,343,482	1,874,610	2,262,283	398,555
Annual Giving						
Contributions	260,659	418,874	482,917	551,885	520,844	107,922
Grants	465,250	515,916	438,297	624,375	544,550	24,500
Appeals	265,477	210,780	370,388	320,753	246,181	59,256
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	84,412
Workplace Giving	112,629	136,125	101,838	79,146	81,235	19,762
Total Annual Giving	1,387,537	1,490,240	1,653,975	1,899,529	1,685,610	295,852
Development						
Major Gifts	246,857	710,520	687,779	509,969	548,856	54,112
Bequests	1,515,412	197,355	394,903	151,541	25,591	-
Total Development	1,762,269	907,875	1,082,681	661,510	574,447	54,112
Government Funding	384,543	582,070	817,437	1,322,570	1,420,118	264,806
REVENUE FROM OPERATIONS	6,422,702	5,937,949	4,897,576	5,758,220	5,942,459	1,013,324
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	4,256
Interest Income	26,416	57,287	10,696	2,085	52,816	34,374
TOTAL REVENUE	6,408,507	6,028,119	4,935,282	5,772,100	5,913,464	1,051,954
EXPENSES						
Care Services						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,550,931	598,968
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	105,044
Abrams Program	607,649	623,034	451,952	362,259	552,942	175,948
Other Service Expenses	256,618	298,724	149,085	184,523	321,575	101,980
Allocated Overhead	282,893	320,125	252,643	211,598	182,331	62,429
Total Care Services	2,916,691	3,097,259	2,644,167	2,597,016	2,899,995	1,044,370
Research						
Research Payments to NTL	250,000	200,463	398,124	218,165	222,181	36,475
Research Coordinators	132,506	127,997	132,506	134,606	128,306	41,369
Other Research Expense	57,641	39,291	47,911	54,409	47,766	19,305
Allocated Overhead	251,868	159,717	224,936	188,392	135,060	46,244
Total Research	692,016	527,468	803,477	595,572	533,313	143,393
Education						
Education	673,092	718,917	526,297	575,413	661,581	227,237
Allocated Overhead	83,820	94,852	74,857	62,696	54,024	18,498
Total Education	756,913	813,769	601,154	638,108	715,605	245,735
Development						
Fundraising	483,397	522,262	542,522	514,182	638,404	218,416
Events	273,634	339,305	59,663	190,711	253,191	41,816
Allocated Overhead	104,775	118,565	93,571	78,370	67,530	23,122
Total Development	861,806	980,132	695,756	783,262	959,124	283,354
Administrative & Board	808,200	914,567	721,778	604,516	985,068	337,283
TOTAL EXPENSES	6,035,625	6,333,195	5,466,332	5,218,475	6,093,105	2,054,134
NET SURPLUS/(DEFICIT)	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (179,641)	\$ (1,002,180)

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

Net Surplus/(Deficit) for Period	\$ (1,002,180)
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	17,119
Decrease (Increase) in Pledged Receivables	50,000
(Increase) Decrease in Investments	491,681
(Increase) Decrease in Grant Receivables	375,260
(Increase) Decrease in Receivables - Other	25,358
Decrease (Increase) in Prepaids	9,691
Decrease (Increase) in Beneficial Interest in Perpetual Trust	11,697
Decrease (Increase) in Right of Use Asset-Office Lease	39,358
Increase (Decrease) in Accounts Payable	23,217
Increase (Decrease) in Accrued Liabilities	12,345
Increase (Decrease) in Accrued National - Revenue Sharing	(124,454)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	1,867
Increase (Decrease) in Right of Use Liability- Office Lease	<u>(43,732)</u>
 Net Cash Provided (Used) by Operating Activities	 <u>(112,774)</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(10,950)</u>
 Net Cash Provided (Used) by Investing Activities	 <u>(10,950)</u>
 Net Surplus/(Deficit) in Cash	 <u>(123,724)</u>
 Cash and Cash Equivalents Beginning	 <u>216,036</u>
 Cash and Cash Equivalents Ending	 <u>\$ 92,312</u>

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

	Actual YTD										Forecast		Annual	
	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance		
Events														
Special Events	\$ 234,864	\$ 120,085	\$ 19,363	\$ 50,722	\$ 93,956	\$ 341,909	\$ 112,419	\$ 62,778	\$ 5,717	\$ 1,041,812	\$ 1,142,500	\$ (100,688)		
Walks	163,691	57,674	30,776	153,601	280,866	195,936	112,543	3,834	8,097	1,007,018	1,075,000	(67,982)		
Total Events	398,555	177,759	50,139	204,323	374,822	537,845	224,962	66,612	13,814	2,048,831	2,217,500	(168,669)		
Annual Giving														
Contributions	107,922	19,755	15,521	6,559	39,826	15,252	31,134	86,389	48,154	370,514	400,000	(29,486)		
Grants	24,500	34,432	206,593	3,443	241,300	3,443	133,597	64,044	8,057	719,409	750,000	(30,591)		
Appeals	59,256	9,769	8,849	3,163	2,195	8,543	36,932	55,272	61,410	245,388	263,540	(18,152)		
Memorials and Tributes	84,412	14,297	12,311	27,263	22,101	13,521	42,480	27,870	18,063	262,318	250,000	12,318		
Workplace Giving	19,762	5,520	3,398	5,116	6,537	3,667	11,076	7,272	5,739	68,087	75,000	(6,913)		
Total Annual Giving	295,852	83,773	246,672	45,544	311,959	44,427	255,219	240,847	141,424	1,665,715	1,738,540	(72,825)		
Development														
Major Gifts	54,112	66,548	24,551	47,052	14,858	41,095	152,170	175,434	193,025	768,846	1,000,000	(231,154)		
Bequests	-	-	-	150,000	-	-	-	-	-	150,000	250,000	(100,000)		
Total Development	54,112	66,548	24,551	197,052	14,858	41,095	152,170	175,434	193,025	918,846	1,250,000	(331,154)		
Government Funding	264,806	70,230	829,825	47,831	62,094	47,831	47,831	47,831	47,543	1,465,823	1,397,919	67,904		
REVENUE FROM OPERATIONS	1,013,324	398,309	1,151,187	494,751	763,733	671,198	680,183	530,725	395,805	6,099,215	6,603,959	(504,744)		
Unrealized (Loss) Gain	4,256	-	-	-	-	-	-	-	-	4,256	-	4,256		
Interest Income	34,374	874	1,244	1,691	1,809	2,278	2,771	4,008	3,448	52,496	19,000	33,496		
TOTAL REVENUE	1,051,954	399,183	1,152,431	496,441	765,542	673,476	682,954	534,733	399,253	6,155,967	6,622,959	(466,992)		
EXPENSES														
Care Services														
Salaries and Benefits	598,968	133,318	133,318	133,318	133,318	133,318	133,318	133,318	133,318	1,665,514	1,599,818	65,695		
ALS Clinic Centers	105,044	24,297	24,090	27,660	22,759	22,983	30,080	23,692	23,731	304,336	298,933	5,403		
Abrams Program	175,948	53,436	49,148	53,435	80,928	83,511	72,772	62,882	57,755	689,816	750,000	(60,184)		
Other Service Expenses	101,980	21,943	18,936	16,053	18,025	18,513	17,885	25,262	10,467	249,064	217,400	31,664		
Allocated Overhead	62,429	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	217,343	232,371	(15,028)		
Total Care Services	1,044,370	252,358	244,857	249,831	274,394	277,689	273,420	264,519	244,636	3,126,073	3,098,522	27,551		
Research														
Research Payments to NTL	36,475	22,552	81,578	10,253	12,621	82,653	5,755	17,562	9,717	279,166	359,867	(80,701)		
Research Coordinators	41,369	10,882	10,882	13,091	10,882	10,882	10,882	10,882	10,882	130,632	135,000	(4,368)		
Other Research Expense	19,305	4,154	3,199	4,326	(9,241)	17,925	5,935	660	5,008	51,272	48,226	3,046		
Allocated Overhead	46,244	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	160,995	172,127	(11,132)		
Total Research	143,393	51,931	110,003	42,014	28,606	125,804	36,916	43,447	39,950	622,064	715,220	(93,155)		
Education														
Education	227,237	68,254	44,281	77,264	101,408	70,612	97,468	69,662	59,790	815,976	857,484	(41,508)		
Allocated Overhead	18,498	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	64,398	68,851	(4,453)		
Total Education	245,735	73,991	50,018	83,001	107,145	76,350	103,206	75,400	65,527	880,374	926,335	(45,961)		
Development														
Fundraising	218,416	57,972	54,443	62,986	56,671	79,526	69,655	72,726	60,908	733,303	738,410	(5,107)		
Events	41,816	32,081	1,059	4,580	10,183	28,567	43,422	1,099	11,692	174,499	160,300	14,199		
Allocated Overhead	23,122	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	80,498	86,063	(5,566)		
Total Development	283,354	97,225	62,674	74,737	74,026	115,266	120,249	80,997	79,772	988,300	984,773	3,526		
Administrative & Board	337,283	104,618	104,618	104,618	104,618	104,618	104,618	104,618	104,618	1,174,224	1,255,413	(81,188)		
TOTAL EXPENSES	2,054,134	580,123	572,170	554,201	588,789	699,726	638,409	568,980	534,503	6,791,036	6,980,263	(189,227)		
NET SURPLUS/(DEFICIT)	\$(1,002,180)	\$(180,940)	\$ 580,261	\$(57,760)	\$ 176,753	\$(26,250)	\$ 44,545	\$(34,248)	\$(135,250)	\$(635,068)	\$(357,304)	\$(277,765)		
Depreciation	17,119	4,360	4,360	4,360	4,360	4,360	4,360	4,360	4,360					
Cash Activity	861,337	162,929	(210,938)	(148,746)	(97,074)	6,926	6,926	6,926	6,926					
Cash and Cash Equivalents Beginning	216,036	92,312	78,660	452,344	250,199	334,238	319,274	375,105	352,144					
Cash and Cash Equivalents Ending	\$ 92,312	\$ 78,660	\$ 452,344	\$ 250,199	\$ 334,238	\$ 319,274	\$ 375,105	\$ 352,144	\$ 228,180					