

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on September 22, 2023

Fiscal Year 2024/For the 7 Months Ended August 31, 2023

HIGHLIGHTS

A \$129K in Total events was raised in August, which represents 60% of the total Revenue from Operations for the month.

Revenue from Operations is \$460K less than this time last year. Total Events are less than this time last year.

Through August, overall Total Expenses are \$528K less than expected.

Net Surplus/(Deficit) of (\$583K) is \$200K less than expected.

Total revenue generated through August was \$2.8M of which \$1.3M was generated for Care Services.

Total expenses incurred through August amounted to \$3.4M, with the highest program expenses going to Care Services at \$1.7M, followed by Education at \$401K, and Research at \$296K.

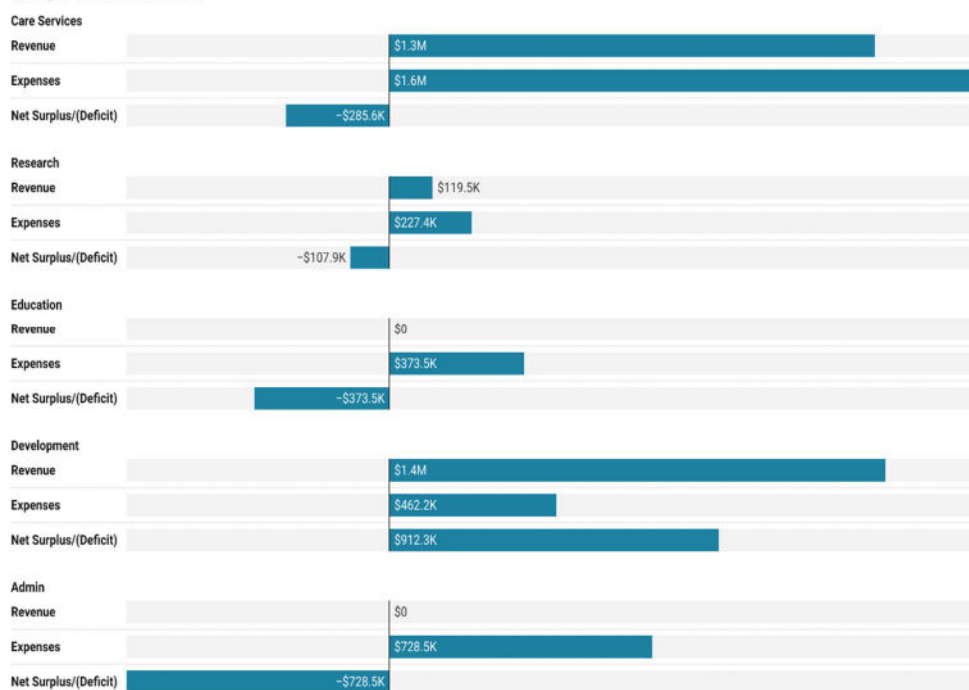


Chart: Angelo DeSantis /YPTC • Source: Financial Edge • Created with Datawrapper

EXECUTIVE SUMMARY

Through August, the financial position remains strong. Revenue for Total Events continues to be less than expected and less than this time last year, while Total Annual Giving is greater than expected and greater than this time last year. Administrative and Board Expenses continue to be less than expected and less than this time last year.

FINANCIAL ANALYSIS

Statements of Financial Position



Compared to this time last year, Total Liabilities increased by \$101K. The \$168K in National- Research (Board Designated) represents donations received after June 9th and the \$100K accrued from FY2023 that are restricted for research.

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 August 31, 2023, the financial position remains strong with Total Liabilities equal to 19% of Assets.

Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$806K less and Total Expenses are \$528K less. All revenue categories, except for Total Annual Giving, are less than expected. All total program expenses continue to be less than expected.

Year to Date, Total Annual Giving is \$4K more than expected. Contributions, Appeals, and Tributes are more than expected. Grants and Workplace Giving are less than expected.

Rolling Forecast



At year end, Revenue from Operations is expected to be \$6.2M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.5M, which is \$528K less than the budgeted amount.

RECOMMENDATIONS AND OTHER NOTES

The FY2023 Audit has been completed. The Auditors are preparing the PA DOH Audit, 990, and the PA and NJ informational returns.

Due to a projected deficit, the cash position should be monitored and forecasted weekly. This will help to determine if the use of the cash reserves will be needed. A revised revenue forecast will be prepared to better reflect the remaining months of the current fiscal year.

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 Seven Months ended August 31, 2023

Year to Date Revenue Line Items Analysis

Through August, Special Events at \$434K and Government Funding at \$1M are the two top revenue line items. These represent 16% and 38% of Revenue from Operations, respectively.

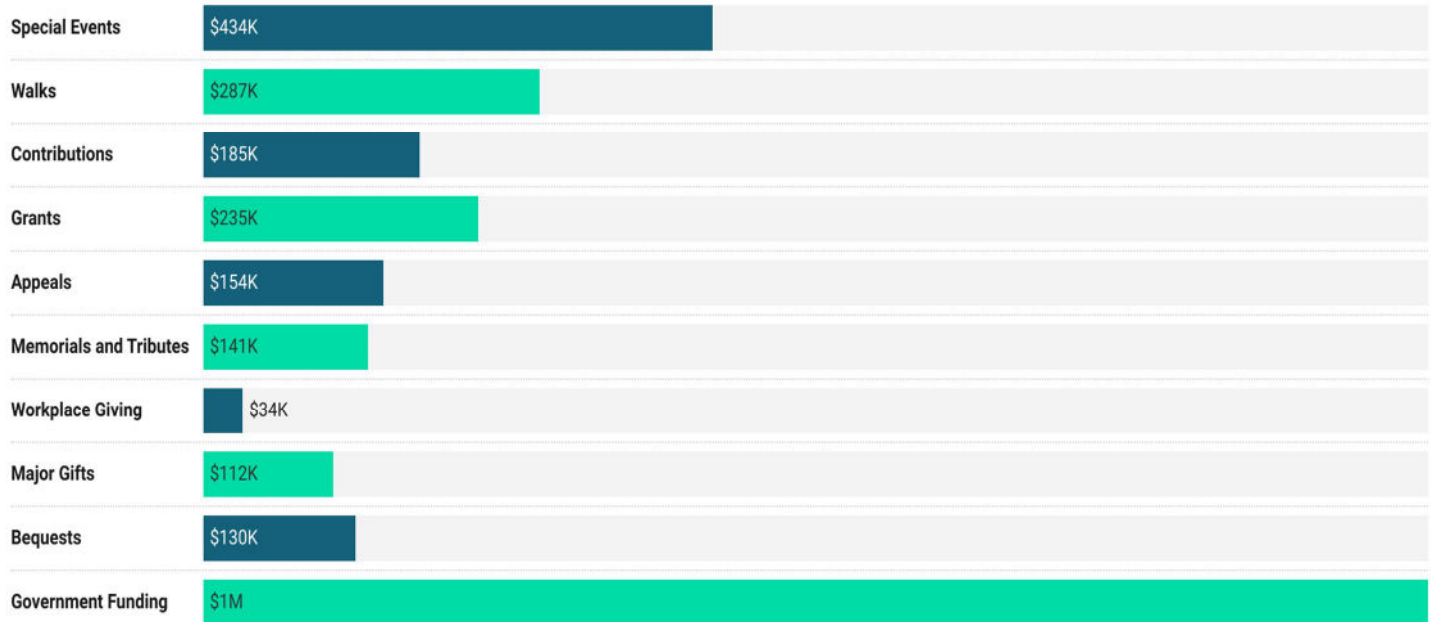


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through August, most donations were from Government Funding, which represents 38% of Revenue from Operations. Annual Giving represents 27% of Revenue from Operations. Total Events represent 26% of Revenue from Operations.



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

Unaudited- For Management Purposes

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

	2023	2022	Variance
Assets			
Cash and Cash Equivalents	\$ 406,589	\$ 879,063	\$ (472,474)
Investments	1,959,619	2,669,846	(710,227)
Pledges Receivable	403,379	410,206	(6,827)
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	973,836	528,994	444,842
Prepaid Expenses	143,630	43,986	99,643
Property & Equipment, Net	144,119	152,095	(7,976)
Beneficial Interest in Perpetual Trust	416,253	403,113	13,140
Right of Use Asset-Office Lease	49,197	-	49,197
Right of Use Asset - Office Equipment Lease	26,507	-	26,507
Total Assets	\$ 4,460,297	\$ 5,038,615	\$ (578,317)
Liabilities			
Accounts Payable & Other Liabilities	\$ 608,940	\$ 525,865	\$ 83,075
National - Revenue Sharing	-	100,423	(100,423)
National - Research (Revenue Restricted)	-	102,439	(102,439)
Research (Board Designated)	167,722	-	167,722
Right of Use Liability- Office Lease	43,140	16,838	26,301
Right of Use Liability - Office Equipment Lease	27,191	-	27,191
Total Liabilities	846,993	745,566	101,428
Net Assets			
Without Donor Restrictions	2,878,450	790,689	2,087,761
With Donor Restrictions	734,854	3,502,360	(2,767,506)
Total Net Assets	3,613,304	4,293,049	(679,745)
Total Liabilities and Net Assets	\$ 4,460,297	\$ 5,038,615	\$ (578,317)

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 434,249	\$ 525,721	\$ (91,472)	\$ 533,362	\$ (99,113)
Walks	286,933	473,724	(186,791)	472,880	(185,947)
Total Events	721,181	999,445	(278,263)	1,006,242	(285,061)
Annual Giving					
Contributions	185,113	179,244	5,869	246,656	(61,544)
Grants	235,000	299,559	(64,559)	217,500	17,500
Appeals	154,387	99,189	55,198	92,656	61,731
Memorials and Tributes	140,560	125,964	14,596	147,530	(6,970)
Workplace Giving	33,590	40,709	(7,119)	44,093	(10,503)
Total Annual Giving	748,649	744,665	3,984	748,435	214
Development					
Major Gifts	111,632	423,417	(311,785)	232,395	(120,763)
Bequests	130,000	250,000	(120,000)	25,591	104,409
Total Development	241,632	673,417	(431,785)	257,986	(16,354)
Government Funding	1,044,983	1,144,787	(99,804)	1,203,904	(158,920)
REVENUE FROM OPERATIONS	2,756,446	3,562,315	(805,869)	3,216,567	(460,121)
Unrealized (Loss) Gain	22,622	-	22,622	(94,738)	117,360
Interest Income	59,613	4,687	54,926	13,028	46,585
TOTAL REVENUE	2,838,681	3,567,002	(728,320)	3,134,858	(296,176)
EXPENSES					
Care Services					
Salaries and Benefits	1,026,199	933,227	92,971	921,444	104,755
ALS Clinic Centers	177,556	175,687	1,869	171,739	5,817
Abrams Program	288,921	392,152	(103,231)	289,116	(195)
Other Service Expenses	137,559	127,248	10,311	133,309	4,250
Allocated Overhead	93,279	135,550	(42,271)	94,752	(1,473)
Total Care Services	1,723,514	1,763,865	(40,351)	1,610,360	113,153
Research					
Research Payments to NTL	51,770	231,559	(179,789)	142,964	(91,194)
Research Payments-Board Designated	67,722	-	67,722	-	67,722
Research Coordinators	74,495	80,591	(6,096)	76,595	(2,100)
Other Research Expense	33,413	27,939	5,475	27,672	5,741
Allocated Overhead	69,096	100,407	(31,311)	70,187	(1,091)
Total Research	296,496	440,496	(144,000)	317,417	(20,921)
Education					
Education	373,475	458,544	(85,069)	353,784	19,691
Allocated Overhead	27,638	40,163	(12,525)	28,075	(436)
Total Education	401,113	498,707	(97,593)	381,858	19,255
Development					
Fundraising	376,995	398,924	(21,928)	344,895	32,100
Events	85,246	65,337	19,909	103,198	(17,952)
Allocated Overhead	34,548	50,204	(15,656)	35,093	(545)
Total Development	496,789	514,464	(17,675)	483,187	13,602
Administrative & Board	503,952	732,324	(228,372)	511,909	(7,957)
TOTAL EXPENSES	3,421,864	3,949,855	(527,991)	3,304,732	117,132
NET SURPLUS/(DEFICIT)	\$ (583,183)	\$ (382,853)	\$ (200,329)	\$ (169,874)	\$ (413,308)

* Revenue Sharing for the seven months ended August 31, 2023 allocated across all departments is: \$103,035 \$0

** Restricted Income: Care Services: \$1,344,618 Research: \$119,492 Education:

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

	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Total	% of Revenue
REVENUE									
Events									
Special Events	\$ 4,185	\$ 55,673	\$ 74,213	\$ 99,794	\$ 107,882	\$ 19,952	\$ 72,551	\$ 434,249	15.3%
Walks	2,464	23,217	48,662	89,839	50,767	15,898	56,086	286,933	10.1%
Total Events	6,649	78,890	122,874	189,632	158,649	35,849	128,637	721,181	25.4%
Annual Giving									
Contributions	32,444	26,992	24,082	23,914	46,885	12,033	18,763	185,113	6.5%
Grants	2,000	-	22,500	-	40,000	165,500	5,000	235,000	8.3%
Appeals	8,061	12,393	32,933	5,870	28,336	44,892	21,903	154,387	5.4%
Memorials and Tributes	9,040	8,874	56,793	9,705	23,355	19,607	13,186	140,560	5.0%
Workplace Giving	6,400	7,859	2,619	2,884	4,689	3,935	5,204	33,590	1.2%
Total Annual Giving	57,944	56,117	138,926	42,373	143,265	245,968	64,056	748,649	26.4%
Development									
Major Gifts	40,625	2,750	625	10,112	35,827	1,301	20,393	111,632	3.9%
Bequests	-	-	-	-	130,000	-	-	130,000	4.6%
Total Development	40,625	2,750	625	10,112	165,827	1,301	20,393	241,632	8.5%
Government Funding	84,385	101,423	78,998	55,471	153,424	571,283	-	1,044,983	36.8%
REVENUE FROM OPERATIONS	189,603	239,181	341,423	297,588	621,165	854,400	213,086	2,756,446	97.1%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	18,623	2,015	(2,272)	22,622	0.8%
Interest Income	8,255	8,566	8,407	9,146	9,179	7,873	8,188	59,613	2.1%
TOTAL REVENUE	194,776	238,999	368,963	303,686	648,966	864,288	219,002	2,838,681	100.0%
EXPENSES									
Care Services									
Salaries and Benefits	93,062	154,029	171,065	153,318	139,899	154,666	160,161	1,026,199	36.2%
ALS Clinic Centers	29,526	23,467	22,540	29,512	22,286	22,584	27,641	177,556	6.3%
Abrams Program	58,461	42,855	38,793	48,490	40,183	28,033	32,106	288,921	10.2%
Other Service Expenses	28,947	34,107	13,861	28,029	16,166	7,642	8,806	137,559	4.8%
Total Care Services	209,996	254,457	246,259	259,348	218,535	212,925	228,715	1,630,234	57.4%
Research									
Research Payments to NTL	2,390	8,523	3,301	22,262	15,295	-	-	51,770	1.8%
Research Payments-Board Designated	-	-	-	-	14,390	52,104	1,228	67,722	2.4%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	12,442	74,495	2.6%
Other Research Expense	2,747	4,937	5,638	4,954	4,226	5,450	5,462	33,413	1.2%
Total Research	15,480	23,801	19,280	37,558	44,253	67,896	19,132	227,401	8.0%
Education									
Education	31,507	54,540	53,107	79,757	51,360	52,228	50,976	373,475	13.2%
Total Education	31,507	54,540	53,107	79,757	51,360	52,228	50,976	373,475	13.2%
Development									
Fundraising	35,449	53,115	62,918	56,914	47,660	62,444	58,495	376,995	13.3%
Events	3,403	13,961	20,353	4,099	41,026	706	1,697	85,246	3.0%
Total Development	38,852	67,076	83,271	61,013	88,686	63,150	60,193	462,241	16.3%
General & Administration									
Salaries and Benefits	17,269	27,174	33,268	29,183	25,278	28,086	30,720	190,977	6.7%
Staff Development	-	-	-	584	-	-	-	584	0.0%
Office Rent	10,653	10,845	10,637	11,110	10,804	10,637	10,583	75,269	2.7%
Office Expense	1,018	1,361	1,038	1,158	1,180	1,081	1,018	7,854	0.3%
Dues, Books, & Subscriptions	-	433	-	-	101	4	-	538	0.0%
Postage	327	3,457	-	1,749	153	1,004	3,220	9,910	0.3%
Printing & Copying	60	289	484	1,480	1,620	57	386	4,376	0.2%
IT & Related Expenses	38,152	19,099	28,569	24,504	31,893	24,079	27,529	193,825	6.8%
Insurance	(1,381)	1,685	615	615	615	615	615	3,379	0.1%
Telephone	2,586	1,975	2,440	2,472	2,468	2,469	1,396	15,807	0.6%
Meals & Entertainment	104	50	385	847	944	187	-	2,517	0.1%
Travel Expense	38	-	-	-	890	-	-	928	0.0%
Bank Charges	1,084	(1,997)	2,857	3,708	2,374	817	2,257	11,101	0.4%
Professional Fees	(53,103)	6,035	27,641	17,275	46,386	30,262	1,913	76,409	2.7%
Revenue Sharing	16,412	17,949	36,219	20,808	11,647	-	-	103,035	3.6%
Miscellaneous	-	-	102	(28)	250	665	66	1,055	0.0%
Depreciation	4,231	4,231	4,295	4,361	4,361	4,361	4,563	30,405	1.1%
Interest Expense	78	78	78	78	78	78	78	544	0.0%
Total General & Administration	37,527	92,664	148,630	119,905	141,042	104,401	84,344	728,513	25.7%
TOTAL EXPENSES	333,362	492,539	550,548	557,580	543,876	500,600	443,360	3,421,864	120.5%
NET SURPLUS/(DEFICIT)	\$ (138,586)	\$ (253,540)	\$ (181,585)	\$ (253,894)	\$ 105,091	\$ 363,689	\$ (224,358)	\$ (583,183)	-20.5%

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and seven months ended August 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 seven months ended August 31, 2023
REVENUE						
Events						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 434,249
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	286,933
Total Events	2,888,353	2,957,765	1,343,482	1,874,610	2,262,283	721,181
Annual Giving						
Contributions	260,659	418,874	482,917	551,885	520,844	185,113
Grants	465,250	515,916	438,297	624,375	544,550	235,000
Appeals	265,477	210,780	370,388	320,753	246,181	154,387
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	140,560
Workplace Giving	112,629	136,125	101,838	79,146	81,235	33,590
Total Annual Giving	1,387,537	1,490,240	1,653,975	1,899,529	1,685,610	748,649
Development						
Major Gifts	246,857	710,520	687,779	509,969	548,856	111,632
Bequests	1,515,412	197,355	394,903	151,541	25,591	130,000
Total Development	1,762,269	907,875	1,082,681	661,510	574,447	241,632
Government Funding						
	384,543	582,070	817,437	1,322,570	1,621,492	1,044,983
REVENUE FROM OPERATIONS						
	6,422,702	5,937,949	4,897,576	5,758,220	6,143,833	2,756,446
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	22,622
Interest Income	26,416	57,287	10,696	2,085	52,816	59,613
TOTAL REVENUE	6,408,507	6,028,119	4,935,282	5,772,100	6,114,838	2,838,681
EXPENSES						
Care Services						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,579,609	1,026,199
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	177,556
Abrams Program	607,649	623,034	451,952	362,259	565,071	288,921
Other Service Expenses	256,618	298,724	149,085	184,523	323,781	137,559
Allocated Overhead	282,893	320,125	252,643	211,598	212,207	93,279
Total Care Services	2,916,691	3,097,259	2,644,167	2,597,016	2,972,882	1,723,514
Research						
Research Payments to NTL	250,000	200,463	398,124	218,165	322,181	51,770
Research Payments-Board Designated	-	-	-	-	-	67,722
Research Coordinators	132,506	127,997	132,506	134,606	128,306	74,495
Other Research Expense	57,641	39,291	47,911	54,409	48,804	33,413
Allocated Overhead	251,868	159,717	224,936	188,392	195,469	69,096
Total Research	692,016	527,468	803,477	595,572	694,759	296,496
Education						
Education	673,092	718,917	526,297	575,413	670,359	373,475
Allocated Overhead	83,820	94,852	74,857	62,696	62,876	27,638
Total Education	756,913	813,769	601,154	638,108	733,235	401,113
Development						
Fundraising	483,397	522,262	542,522	514,182	648,866	376,995
Events	273,634	339,305	59,663	190,711	253,197	85,246
Allocated Overhead	104,775	118,565	93,571	78,370	78,595	34,548
Total Development	861,806	980,132	695,756	783,262	980,659	496,789
Administrative & Board						
	808,200	914,567	721,778	604,516	999,740	503,952
TOTAL EXPENSES	6,035,625	6,333,195	5,466,332	5,218,475	6,381,275	3,421,864
NET SURPLUS/(DEFICIT)	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ (583,183)

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

Net Surplus/(Deficit) for Period	\$ (583,183)
 Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	30,405
Decrease (Increase) in Pledged Receivables	52,000
(Increase) Decrease in Investments	810,629
(Increase) Decrease in Grant Receivables	(200,686)
Decrease (Increase) in Prepaids	(18,420)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(853)
Decrease (Increase) in Right of Use Asset-Office Lease	68,876
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	6,904
Increase (Decrease) in Accounts Payable	159,393
Increase (Decrease) in Accrued Liabilities	64,884
Increase (Decrease) in Accrued National - Revenue Sharing	(145,262)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)	(20,395)
Increase (Decrease) in Accrued National - Research	67,722
Increase (Decrease) in Right of Use Liability- Office Lease	(76,468)
Increase (Decrease) in Right of Use Liability- Office Equipment Lease	<u>(6,789)</u>
 Net Cash Provided (Used) by Operating Activities	 <u>208,757</u>
 Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	<u>(18,203)</u>
 Net Cash Provided (Used) by Investing Activities	 <u>(18,203)</u>
 Net Surplus/(Deficit) in Cash	 <u>190,554</u>
 Cash and Cash Equivalents Beginning	 <u>216,035</u>
 Cash and Cash Equivalents Ending	 <u>\$ 406,589</u>

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

	Actual YTD		Forecast					Annual	
	Aug-2023	Sep-2023	Oct-2023	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance
Events									
Special Events	\$ 434,249	\$ 93,956	\$ 341,909	\$ 112,419	\$ 62,778	\$ 5,717	\$ 1,051,028	\$ 1,142,500	\$ (91,472)
Walks	286,933	280,866	195,936	112,543	3,834	8,097	888,209	1,075,000	(186,791)
Total Events	721,181	374,822	537,845	224,962	66,612	13,814	1,939,237	2,217,500	(278,263)
Annual Giving									
Contributions	185,113	39,826	15,252	31,134	86,389	48,154	405,869	400,000	5,869
Grants	235,000	241,300	3,443	133,597	64,044	8,057	685,441	750,000	(64,559)
Appeals	154,387	2,195	8,543	36,932	55,272	61,410	318,738	263,540	55,198
Memorials and Tributes	140,560	22,101	13,521	42,480	27,870	18,063	264,596	250,000	14,596
Workplace Giving	33,590	6,537	3,667	11,076	7,272	5,739	67,881	75,000	(7,119)
Total Annual Giving	748,649	311,959	44,427	255,219	240,847	141,424	1,742,524	1,738,540	3,984
Development									
Major Gifts	111,632	14,858	41,095	152,170	175,434	193,025	688,215	1,000,000	(311,785)
Bequests	130,000	-	-	-	-	-	130,000	250,000	(120,000)
Miscellaneous Income	-	367,500	-	-	-	-	367,500	-	367,500
Total Development	241,632	382,358	41,095	152,170	175,434	193,025	1,185,715	1,250,000	(64,285)
Government Funding	1,044,983	62,094	47,831	47,831	47,831	47,543	1,298,115	1,397,919	(99,804)
REVENUE FROM OPERATIONS	2,756,446	1,131,233	671,198	680,183	530,725	395,805	6,165,590	6,603,959	(438,369)
Unrealized (Loss) Gain	22,622	-	-	-	-	-	22,622	-	22,622
Interest Income	59,613	1,809	2,278	2,771	4,008	3,448	73,926	19,000	54,926
TOTAL REVENUE	2,838,681	1,133,042	673,476	682,954	534,733	399,253	6,262,139	6,622,959	(360,820)
EXPENSES									
Care Services									
Salaries and Benefits	1,026,199	133,318	133,318	133,318	133,318	133,318	1,692,790	1,599,818	92,971
ALS Clinic Centers	177,556	22,759	22,983	30,080	23,692	23,731	300,802	298,933	1,869
Abrams Program	288,921	80,928	83,511	72,772	62,882	57,755	646,769	750,000	(103,231)
Other Service Expenses	137,559	18,025	18,513	17,885	25,262	10,467	227,711	217,400	10,311
Allocated Overhead	93,279	19,364	19,364	19,364	19,364	19,364	190,100	232,371	(42,271)
Total Care Services	1,723,514	274,394	277,689	273,420	264,519	244,636	3,058,171	3,098,522	(40,351)
Research									
Research Payments to NTL	51,770	12,621	82,653	5,755	17,562	9,717	180,078	359,867	(179,789)
Research Payments-Board Designated	67,722	-	-	-	-	-	67,722	-	67,722
Research Coordinators	74,495	10,882	10,882	10,882	10,882	10,882	128,904	135,000	(6,096)
Other Research Expense	33,413	(9,241)	17,925	5,935	660	5,008	53,701	48,226	5,475
Allocated Overhead	69,096	14,344	14,344	14,344	14,344	14,344	140,815	172,127	(31,311)
Total Research	296,496	28,606	125,804	36,916	43,447	39,950	571,220	715,220	(144,000)
Education									
Education	373,475	101,408	70,612	97,468	69,662	59,790	772,415	857,484	(85,069)
Allocated Overhead	27,638	5,738	5,738	5,738	5,738	5,738	56,326	68,851	(12,525)
Total Education	401,113	107,145	76,350	103,206	75,400	65,527	828,741	926,335	(97,593)
Development									
Fundraising	376,995	56,671	79,526	69,655	72,726	60,908	716,482	738,410	(21,928)
Events	85,246	10,183	28,567	43,422	1,099	11,692	180,209	160,300	19,909
Allocated Overhead	34,548	7,172	7,172	7,172	7,172	7,172	70,408	86,063	(15,656)
Total Development	496,789	74,026	115,266	120,249	80,997	79,772	967,098	984,773	(17,675)
Administrative & Board	503,952	104,618	104,618	104,618	104,618	104,618	1,027,041	1,255,413	(228,372)
TOTAL EXPENSES	3,421,864	588,789	699,726	638,409	568,980	534,503	6,452,272	6,980,263	(527,991)
NET SURPLUS/(DEFICIT)	\$ (583,183)	\$ 544,253	\$ (26,250)	\$ 44,545	\$ (34,248)	\$ (135,250)	\$ (190,133)	\$ (357,304)	\$ 167,171
Cash Activity	773,737	(155,150)	(87,821)	(118,794)	(67,122)	(87,820)			
Cash and Cash Equivalents Beginning	216,035	406,589	795,693	1,252,125	1,107,081	1,084,504			
Cash and Cash Equivalents Ending	\$ 406,589	\$ 795,693	\$ 1,252,125	\$ 1,107,081	\$ 1,084,504	\$ 962,436			