

MONTHLY FINANCIAL SUMMARY

THE ALS ASSOCIATION

GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on August 31, 2023

Fiscal Year 2024/For the 6 Months Ended July 31, 2023

HIGHLIGHTS

A \$166K in grants received in July. \$150K of the grants was from the Julius and Ray Charlestein Foundation, Inc.

Revenue from Operations is \$321K less than this time last year.

Total Events are less than this time last year.

Through July, overall Total Expenses are \$424K less than expected.

Net Surplus/(Deficit) of \$352K is \$22K less than expected.

Total revenue generated through July was \$2.6M of which \$1.3M was generated for Care Services.

Total expenses incurred through July amounted to \$3.0M, with the highest program expenses going to Care Services at \$1.5M, followed by Education at \$346K, and Research at \$269K.

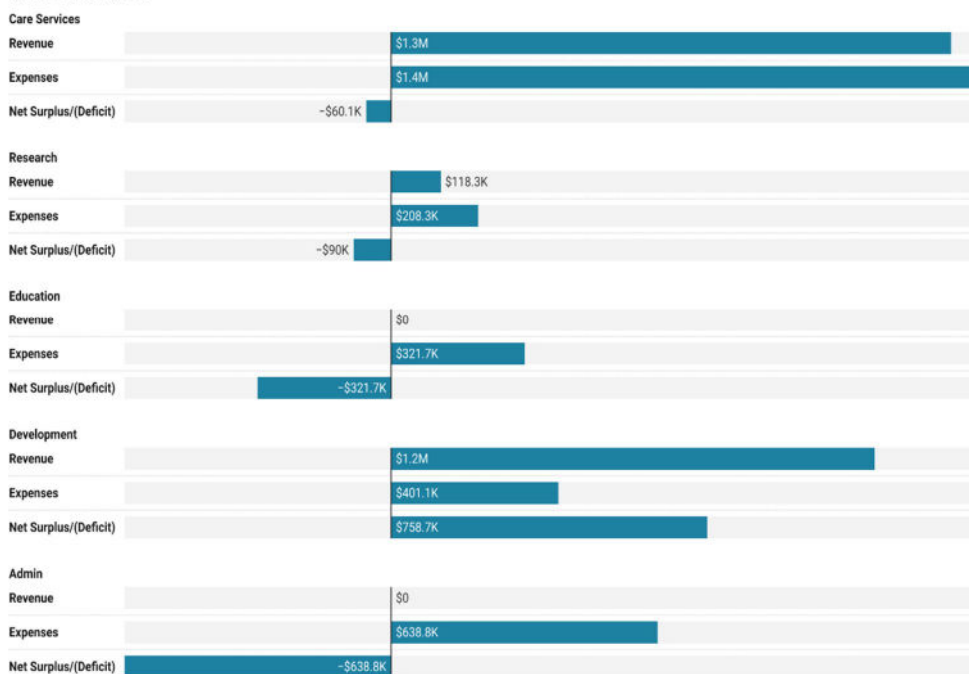


Chart: Angelo DeSantis / YPTC - Source: Financial Edge - Created with Datawrapper

EXECUTIVE SUMMARY

Through July, the financial position remains strong. Although Total Revenue is \$446K less than expected, Total Expenses is \$424K less than expected. The Net Surplus (Deficit) is about where we expected it. The month of July had a Net Surplus of \$372K, making the 2nd month in a row for a Net Surplus. The months prior to June had Net Deficits.

FINANCIAL ANALYSIS

Statements of Financial Position



Compared to this time last year, Total Liabilities increased by \$436K. The increase is due to payments owed for legal fees to Ballard Spahr and the Revenue Share and Research payment to the National office. Per the mediation agreement, no further revenue share and research payments will be required to be made to the National office. The \$166K 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 \$2.6M is enough to cover expenses for 5 months. As a rule, 6 months of cash to cover expenses is ideal.

Through July 31, 2023, the financial position remains strong with Total Liabilities equal to 21% of Assets.

Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$520K less and Total Expenses are \$424K less. All revenue categories are less than expected. All total program expenses are less than expected.

Total Annual Giving for July is \$246K, which represents the highest monthly amount of the year to date. 66% of July's Total Annual Giving was from Grants. Government Funding for July is \$571K, which represents the highest monthly amount of the year to date. This is due to the renewal of the Pennsylvania, New Jersey, and Delaware Department of Health Grants.

Rolling Forecast



At year end, Revenue from Operations is expected to be \$6.0M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.6M, which is \$424K less than the budgeted amount.

RECOMMENDATIONS AND OTHER NOTES

The FY2023 Audit has been completed.

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.

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 Six Months ended July 31, 2023

Year to Date Revenue Line Items Analysis

Through July, Government Funding at \$1M and Special Events at \$362K are the two top revenue line items. These represent 41% and 14% of Revenue from Operations, respectively.

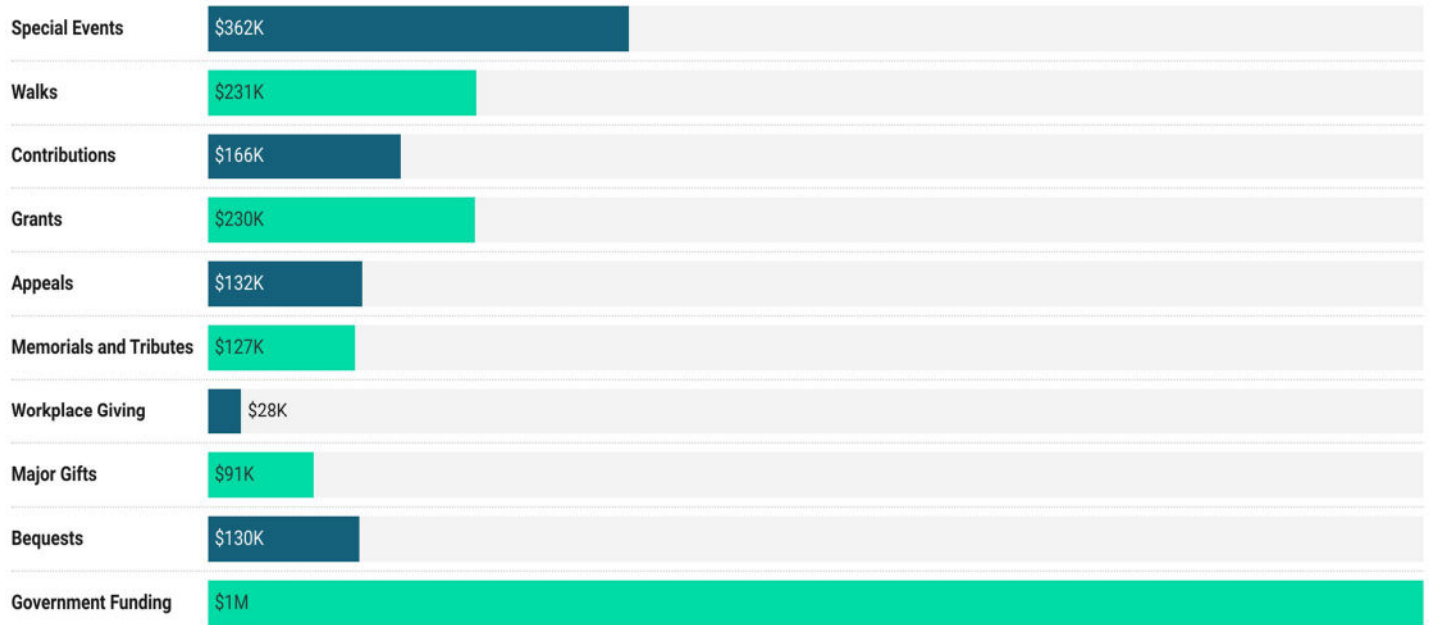


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through July, most donations were from Government Funding, which represents 41% of Revenue from Operations. Annual Giving represents 27% 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 July 31, 2023 and July 31, 2022

| | 2023 | 2022 | Variance |
|---|---------------------|---------------------|---------------------|
| Assets | | | |
| Cash and Cash Equivalents | \$ 695,073 | \$ 734,435 | \$ (39,362) |
| Investments | 1,953,704 | 2,667,215 | (713,511) |
| Pledges Receivable | 388,379 | 420,306 | (31,927) |
| 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 | 1,158,985 | 676,808 | 482,176 |
| Prepaid Expenses | 78,746 | 26,090 | 52,656 |
| Property & Equipment, Net | 141,429 | 119,411 | 22,019 |
| Beneficial Interest in Perpetual Trust | 416,253 | 403,113 | 13,140 |
| Right of Use Asset-Office Lease | 59,036 | - | 59,036 |
| Right of Use Asset - Office Equipment Lease | 27,493 | - | 27,493 |
| Total Assets | \$ 4,856,267 | \$ 4,998,689 | \$ (142,422) |
| Liabilities | | | |
| Accounts Payable & Other Liabilities | \$ 762,711 | \$ 393,803 | \$ 368,909 |
| National - Revenue Sharing | - | 68,488 | (68,488) |
| National - Research (Revenue Restricted) | - | 96,109 | (96,109) |
| National - Research (Board Designated) | 166,494 | - | 166,494 |
| Right of Use Liability- Office Lease | 54,052 | 17,588 | 36,463 |
| Right of Use Liability - Office Equipment Lease | 28,347 | - | 28,347 |
| Total Liabilities | 1,011,604 | 575,988 | 435,617 |
| Net Assets | | | |
| Without Donor Restrictions | 1,816,678 | 1,118,856 | 697,822 |
| With Donor Restrictions | 2,027,985 | 3,303,846 | (1,275,860) |
| Total Net Assets | 3,844,663 | 4,422,702 | (578,039) |
| Total Liabilities and Net Assets | \$ 4,856,267 | \$ 4,998,689 | \$ (142,422) |

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

| | Actual | YTD Budget | Actual vs. Budget | Prior Year | Actual vs. Prior Year |
|-----------------------------------|---------------------|---------------------|--------------------|--------------------|-----------------------|
| REVENUE | | | | | |
| Events | | | | | |
| Special Events | \$ 361,698 | \$ 474,999 | \$ (113,301) | \$ 481,903 | \$ (120,205) |
| Walks | 230,846 | 320,123 | (89,277) | 328,514 | (97,668) |
| Total Events | 592,544 | 795,122 | (202,578) | 810,417 | (217,873) |
| Annual Giving | | | | | |
| Contributions | 166,350 | 172,685 | (6,335) | 224,855 | (58,505) |
| Grants | 230,000 | 296,116 | (66,116) | 215,000 | 15,000 |
| Appeals | 132,484 | 96,026 | 36,458 | 89,701 | 42,783 |
| Memorials and Tributes | 127,374 | 98,702 | 28,672 | 115,600 | 11,774 |
| Workplace Giving | 28,386 | 35,593 | (7,207) | 38,552 | (10,166) |
| Total Annual Giving | 684,593 | 699,122 | (14,528) | 683,707 | 886 |
| Development | | | | | |
| Major Gifts | 91,239 | 376,365 | (285,126) | 206,570 | (115,331) |
| Bequests | 130,000 | 95,576 | 34,424 | 9,784 | 120,216 |
| Total Development | 221,239 | 471,940 | (250,701) | 216,354 | 4,885 |
| Government Funding | 1,044,983 | 1,096,956 | (51,972) | 1,153,600 | (108,617) |
| REVENUE FROM OPERATIONS | 2,543,360 | 3,063,140 | (519,780) | 2,864,078 | (320,718) |
| Unrealized (Loss) Gain | 24,894 | - | 24,894 | (92,673) | 117,567 |
| Interest Income | 51,425 | 2,996 | 48,429 | 8,328 | 43,097 |
| TOTAL REVENUE | 2,619,679 | 3,066,136 | (446,456) | 2,779,733 | (160,054) |
| EXPENSES | | | | | |
| Care Services | | | | | |
| Salaries and Benefits | 865,341 | 799,909 | 65,432 | 779,685 | 85,657 |
| ALS Clinic Centers | 150,565 | 148,027 | 2,537 | 144,700 | 5,864 |
| Abrams Program | 258,215 | 338,717 | (80,502) | 249,721 | 8,494 |
| Other Service Expenses | 127,590 | 111,195 | 16,395 | 109,563 | 18,027 |
| Allocated Overhead | 81,790 | 116,185 | (34,396) | 80,862 | 928 |
| Total Care Services | 1,483,501 | 1,514,034 | (30,533) | 1,364,532 | 118,969 |
| Research | | | | | |
| Research Payments to NTL | 118,264 | 221,306 | (103,042) | 136,634 | (18,369) |
| Research Coordinators | 62,053 | 67,500 | (5,447) | 64,153 | (2,100) |
| Other Research Expense | 27,944 | 23,612 | 4,331 | 23,387 | 4,557 |
| Allocated Overhead | 60,585 | 86,063 | (25,478) | 59,898 | 687 |
| Total Research | 268,846 | 398,482 | (129,636) | 284,072 | (15,225) |
| Education | | | | | |
| Education | 321,652 | 381,280 | (59,629) | 294,172 | 27,480 |
| Allocated Overhead | 24,234 | 34,425 | (10,191) | 23,959 | 275 |
| Total Education | 345,886 | 415,705 | (69,820) | 318,131 | 27,755 |
| Development | | | | | |
| Fundraising | 318,161 | 335,938 | (17,777) | 290,440 | 27,721 |
| Events | 82,939 | 60,757 | 22,181 | 95,965 | (13,026) |
| Allocated Overhead | 30,292 | 43,032 | (12,739) | 29,949 | 344 |
| Total Development | 431,392 | 439,726 | (8,335) | 416,354 | 15,038 |
| Administrative & Board | 441,879 | 627,706 | (185,827) | 436,867 | 5,012 |
| TOTAL EXPENSES | 2,971,503 | 3,395,654 | (424,151) | 2,819,955 | 151,548 |
| NET SURPLUS/(DEFICIT) | \$ (351,824) | \$ (329,518) | \$ (22,305) | \$ (40,222) | \$ (311,602) |

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

** Restricted Income: Care Services: \$1,341,660 Research: \$118,264 Education: \$0

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

| | Feb-2023 | Mar-2023 | Apr-2023 | May-2023 | Jun-2023 | Jul-2023 | Total | % of Revenue |
|---|---------------------|---------------------|---------------------|---------------------|-------------------|-------------------|---------------------|---------------|
| REVENUE | | | | | | | | |
| Events | | | | | | | | |
| Special Events | \$ 4,185 | \$ 55,673 | \$ 74,213 | \$ 99,794 | \$ 107,882 | \$ 19,952 | \$ 361,698 | 13.8% |
| Walks | 2,464 | 23,217 | 48,662 | 89,839 | 50,767 | 15,898 | 230,846 | 8.8% |
| Total Events | 6,649 | 78,890 | 122,874 | 189,632 | 158,649 | 35,849 | 592,544 | 22.6% |
| Annual Giving | | | | | | | | |
| Contributions | 32,444 | 26,992 | 24,082 | 23,914 | 46,885 | 12,033 | 166,350 | 6.4% |
| Grants | 2,000 | - | 22,500 | - | 40,000 | 165,500 | 230,000 | 8.8% |
| Appeals | 8,061 | 12,393 | 32,933 | 5,870 | 28,336 | 44,892 | 132,484 | 5.1% |
| Memorials and Tributes | 9,040 | 8,874 | 56,793 | 9,705 | 23,355 | 19,607 | 127,374 | 4.9% |
| Workplace Giving | 6,400 | 7,859 | 2,619 | 2,884 | 4,689 | 3,935 | 28,386 | 1.1% |
| Total Annual Giving | 57,944 | 56,117 | 138,926 | 42,373 | 143,265 | 245,968 | 684,593 | 26.1% |
| Development | | | | | | | | |
| Major Gifts | 40,625 | 2,750 | 625 | 10,112 | 35,827 | 1,301 | 91,239 | 3.5% |
| Bequests | - | - | - | - | 130,000 | - | 130,000 | 5.0% |
| Total Development | 40,625 | 2,750 | 625 | 10,112 | 165,827 | 1,301 | 221,239 | 8.4% |
| Government Funding | 84,385 | 101,423 | 78,998 | 55,471 | 153,424 | 571,283 | 1,044,983 | 39.9% |
| REVENUE FROM OPERATIONS | 189,603 | 239,181 | 341,423 | 297,588 | 621,165 | 854,400 | 2,543,360 | 97.1% |
| Unrealized (Loss) Gain | (3,082) | (8,748) | 19,133 | (3,047) | 18,623 | 2,015 | 24,894 | 1.0% |
| Interest Income | 8,255 | 8,566 | 8,407 | 9,146 | 9,179 | 7,873 | 51,425 | 2.0% |
| TOTAL REVENUE | 194,776 | 238,999 | 368,963 | 303,686 | 648,966 | 864,288 | 2,619,679 | 100.0% |
| EXPENSES | | | | | | | | |
| Care Services | | | | | | | | |
| Salaries and Benefits | 93,062 | 154,029 | 171,065 | 153,318 | 139,899 | 153,969 | 865,341 | 33.0% |
| ALS Clinic Centers | 29,526 | 23,467 | 22,540 | 29,512 | 22,286 | 23,234 | 150,565 | 5.7% |
| Abrams Program | 58,461 | 42,855 | 38,793 | 48,490 | 40,183 | 29,433 | 258,215 | 9.9% |
| Other Service Expenses | 28,947 | 34,107 | 13,861 | 28,029 | 16,166 | 6,479 | 127,590 | 4.9% |
| Total Care Services | 209,996 | 254,457 | 246,259 | 259,348 | 218,535 | 213,116 | 1,401,711 | 53.5% |
| Research | | | | | | | | |
| Research Payments to NTL | 2,390 | 8,523 | 3,301 | 22,262 | 29,685 | 52,104 | 118,264 | 4.5% |
| Research Coordinators | 10,342 | 10,342 | 10,342 | 10,342 | 10,342 | 10,342 | 62,053 | 2.4% |
| Other Research Expense | 2,747 | 4,937 | 5,638 | 4,954 | 4,226 | 5,442 | 27,944 | 1.1% |
| Total Research | 15,480 | 23,801 | 19,280 | 37,558 | 44,253 | 67,888 | 208,261 | 7.9% |
| Education | | | | | | | | |
| Education | 31,507 | 54,540 | 53,107 | 79,757 | 51,360 | 51,380 | 321,652 | 12.3% |
| Total Education | 31,507 | 54,540 | 53,107 | 79,757 | 51,360 | 51,380 | 321,652 | 12.3% |
| Development | | | | | | | | |
| Fundraising | 35,449 | 53,115 | 62,918 | 56,914 | 47,660 | 62,105 | 318,161 | 12.1% |
| Events | 3,403 | 13,961 | 20,353 | 4,099 | 41,026 | 96 | 82,939 | 3.2% |
| Total Development | 38,852 | 67,076 | 83,271 | 61,013 | 88,686 | 62,201 | 401,099 | 15.3% |
| General & Administration | | | | | | | | |
| Salaries and Benefits | 17,269 | 27,174 | 33,268 | 29,183 | 25,278 | 27,887 | 160,058 | 6.1% |
| Staff Development | - | - | - | 584 | - | - | 584 | 0.0% |
| Office Rent | 10,653 | 10,845 | 10,637 | 11,110 | 10,804 | 10,358 | 64,407 | 2.5% |
| Office Expense | 1,018 | 1,361 | 1,038 | 1,158 | 1,180 | 1,081 | 6,836 | 0.3% |
| Dues, Books, & Subscriptions | - | 433 | - | - | 101 | - | 534 | 0.0% |
| Postage | 327 | 3,457 | - | 1,749 | 153 | 1,004 | 6,690 | 0.3% |
| Printing & Copying | 60 | 289 | 484 | 1,480 | 1,620 | 57 | 3,990 | 0.2% |
| IT & Related Expenses | 38,152 | 19,099 | 28,569 | 24,504 | 31,893 | 21,979 | 164,196 | 6.3% |
| Insurance | (1,381) | 1,685 | 615 | 615 | 615 | 615 | 2,764 | 0.1% |
| Telephone | 2,586 | 1,975 | 2,440 | 2,472 | 2,468 | 1,390 | 13,332 | 0.5% |
| Meals & Entertainment | 104 | 50 | 385 | 847 | 944 | - | 2,330 | 0.1% |
| Travel Expense | 38 | - | - | - | 890 | - | 928 | 0.0% |
| Bank Charges | 1,084 | (1,997) | 2,857 | 3,708 | 2,374 | 817 | 8,844 | 0.3% |
| Professional Fees | (53,103) | 6,035 | 27,641 | 17,275 | 47,186 | 28,052 | 73,087 | 2.8% |
| Revenue Sharing | 16,412 | 17,949 | 36,219 | 20,808 | 11,647 | - | 103,035 | 3.9% |
| Miscellaneous | - | - | 102 | (28) | 250 | 349 | 673 | 0.0% |
| Depreciation | 4,231 | 4,231 | 4,295 | 4,361 | 4,361 | 4,361 | 25,842 | 1.0% |
| Interest Expense | 109 | 109 | 109 | 109 | 109 | 109 | 652 | 0.0% |
| Total General & Administration | 37,558 | 92,695 | 148,661 | 119,936 | 141,873 | 98,058 | 638,780 | 24.4% |
| TOTAL EXPENSES | 333,393 | 492,570 | 550,579 | 557,611 | 544,707 | 492,643 | 2,971,503 | 113.4% |
| NET SURPLUS/(DEFICIT) | \$ (138,617) | \$ (253,571) | \$ (181,616) | \$ (253,925) | \$ 104,260 | \$ 371,645 | \$ (351,824) | -13.4% |

The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and six months ended July 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 six months ended July 31, 2023 |
|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---|
| REVENUE | | | | | | |
| Events | | | | | | |
| Special Events | \$ 1,449,292 | \$ 1,552,655 | \$ 706,907 | \$ 870,507 | \$ 1,159,105 | \$ 361,698 |
| Walks | 1,439,061 | 1,405,110 | 636,575 | 1,004,103 | 1,103,178 | 230,846 |
| Total Events | 2,888,353 | 2,957,765 | 1,343,482 | 1,874,610 | 2,262,283 | 592,544 |
| Annual Giving | | | | | | |
| Contributions | 260,659 | 418,874 | 482,917 | 551,885 | 520,844 | 166,350 |
| Grants | 465,250 | 515,916 | 438,297 | 624,375 | 544,550 | 230,000 |
| Appeals | 265,477 | 210,780 | 370,388 | 320,753 | 246,181 | 132,484 |
| Memorials and Tributes | 283,523 | 208,545 | 260,535 | 323,371 | 292,801 | 127,374 |
| Workplace Giving | 112,629 | 136,125 | 101,838 | 79,146 | 81,235 | 28,386 |
| Total Annual Giving | 1,387,537 | 1,490,240 | 1,653,975 | 1,899,529 | 1,685,610 | 684,593 |
| Development | | | | | | |
| Major Gifts | 246,857 | 710,520 | 687,779 | 509,969 | 548,856 | 91,239 |
| 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 | 221,239 |
| 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 | 2,543,360 |
| Unrealized (Loss) Gain | (40,612) | 32,883 | 27,011 | 11,795 | (81,811) | 24,894 |
| Interest Income | 26,416 | 57,287 | 10,696 | 2,085 | 52,816 | 51,425 |
| TOTAL REVENUE | 6,408,507 | 6,028,119 | 4,935,282 | 5,772,100 | 6,114,838 | 2,619,679 |
| EXPENSES | | | | | | |
| Care Services | | | | | | |
| Salaries and Benefits | 1,483,299 | 1,565,690 | 1,507,009 | 1,539,303 | 1,579,609 | 865,341 |
| ALS Clinic Centers | 286,232 | 289,687 | 283,478 | 299,334 | 292,215 | 150,565 |
| Abrams Program | 607,649 | 623,034 | 451,952 | 362,259 | 565,071 | 258,215 |
| Other Service Expenses | 256,618 | 298,724 | 149,085 | 184,523 | 323,781 | 127,590 |
| Allocated Overhead | 282,893 | 320,125 | 252,643 | 211,598 | 212,207 | 81,790 |
| Total Care Services | 2,916,691 | 3,097,259 | 2,644,167 | 2,597,016 | 2,972,882 | 1,483,501 |
| Research | | | | | | |
| Research Payments to NTL | 250,000 | 200,463 | 398,124 | 218,165 | 322,181 | 118,264 |
| Research Coordinators | 132,506 | 127,997 | 132,506 | 134,606 | 128,306 | 62,053 |
| Other Research Expense | 57,641 | 39,291 | 47,911 | 54,409 | 48,804 | 27,944 |
| Allocated Overhead | 251,868 | 159,717 | 224,936 | 188,392 | 195,469 | 60,585 |
| Total Research | 692,016 | 527,468 | 803,477 | 595,572 | 694,759 | 268,846 |
| Education | | | | | | |
| Education | 673,092 | 718,917 | 526,297 | 575,413 | 670,359 | 321,652 |
| Allocated Overhead | 83,820 | 94,852 | 74,857 | 62,696 | 62,876 | 24,234 |
| Total Education | 756,913 | 813,769 | 601,154 | 638,108 | 733,235 | 345,886 |
| Development | | | | | | |
| Fundraising | 483,397 | 522,262 | 542,522 | 514,182 | 648,866 | 318,161 |
| Events | 273,634 | 339,305 | 59,663 | 190,711 | 253,197 | 82,939 |
| Allocated Overhead | 104,775 | 118,565 | 93,571 | 78,370 | 78,595 | 30,292 |
| Total Development | 861,806 | 980,132 | 695,756 | 783,262 | 980,659 | 431,392 |
| Administrative & Board | 808,200 | 914,567 | 721,778 | 604,516 | 999,740 | 441,879 |
| TOTAL EXPENSES | 6,035,625 | 6,333,195 | 5,466,332 | 5,218,475 | 6,381,275 | 2,971,503 |
| NET SURPLUS/(DEFICIT) | \$ 372,882 | \$ (305,076) | \$ (531,049) | \$ 553,625 | \$ (266,437) | \$ (351,824) |

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

| | |
|---|---------------------|
| Net Surplus/(Deficit) for Period | \$ (351,824) |
| Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities | |
| Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities | 25,842 |
| Decrease (Increase) in Pledged Receivables | 67,000 |
| (Increase) Decrease in Investments | 816,544 |
| (Increase) Decrease in Grant Receivables | (385,834) |
| Decrease (Increase) in Prepaids | 46,463 |
| Decrease (Increase) in Beneficial Interest in Perpetual Trust | (853) |
| Decrease (Increase) in Right of Use Asset-Office Lease | 59,037 |
| Decrease (Increase) in Right of Use Asset-Office Equipment Lease | 5,918 |
| Increase (Decrease) in Accounts Payable | 366,255 |
| Increase (Decrease) in Accrued Liabilities | 11,793 |
| 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 | 66,494 |
| Increase (Decrease) in Right of Use Liability- Office Lease | (65,556) |
| Increase (Decrease) in Right of Use Liability- Office Equipment Lease | (5,633) |
| | 489,988 |
| Net Cash Provided (Used) by Operating Activities | 489,988 |
| Cash Provided (Used) by Investing Activities | |
| Purchase of Property & Equipment | (10,950) |
| | (10,950) |
| Net Cash Provided (Used) by Investing Activities | (10,950) |
| Net Surplus/(Deficit) in Cash | 479,038 |
| Cash and Cash Equivalents Beginning | 216,035 |
| Cash and Cash Equivalents Ending | \$ 695,073 |

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

| | Actual YTD | | Forecast | | | | | Annual | | |
|--|---------------------|--------------------|---------------------|--------------------|-------------------|--------------------|---------------------|---------------------|---------------------|--------------------|
| | Jul-2023 | Aug-2023 | Sep-2023 | Oct-2023 | Nov-2023 | Dec-2023 | Jan-2024 | TOTALS | Budget | Variance |
| Events | | | | | | | | | | |
| Special Events | \$ 361,698 | \$ 50,722 | \$ 93,956 | \$ 341,909 | \$ 112,419 | \$ 62,778 | \$ 5,717 | \$ 1,029,199 | \$ 1,142,500 | \$ (113,301) |
| Walks | 230,846 | 153,601 | 280,866 | 195,936 | 112,543 | 3,834 | 8,097 | 985,723 | 1,075,000 | (89,277) |
| Total Events | 592,544 | 204,323 | 374,822 | 537,845 | 224,962 | 66,612 | 13,814 | 2,014,922 | 2,217,500 | (202,578) |
| Annual Giving | | | | | | | | | | |
| Contributions | 166,350 | 6,559 | 39,826 | 15,252 | 31,134 | 86,389 | 48,154 | 393,665 | 400,000 | (6,335) |
| Grants | 230,000 | 3,443 | 241,300 | 3,443 | 133,597 | 64,044 | 8,057 | 683,884 | 750,000 | (66,116) |
| Appeals | 132,484 | 3,163 | 2,195 | 8,543 | 36,932 | 55,272 | 61,410 | 299,998 | 263,540 | 36,458 |
| Memorials and Tributes | 127,374 | 27,263 | 22,101 | 13,521 | 42,480 | 27,870 | 18,063 | 278,672 | 250,000 | 28,672 |
| Workplace Giving | 28,386 | 5,116 | 6,537 | 3,667 | 11,076 | 7,272 | 5,739 | 67,793 | 75,000 | (7,207) |
| Total Annual Giving | 684,593 | 45,544 | 311,959 | 44,427 | 255,219 | 240,847 | 141,424 | 1,724,012 | 1,738,540 | (14,528) |
| Development | | | | | | | | | | |
| Major Gifts | 91,239 | 47,052 | 14,858 | 41,095 | 152,170 | 175,434 | 193,025 | 714,874 | 1,000,000 | (285,126) |
| Bequests | 130,000 | 150,000 | - | - | - | - | - | 280,000 | 250,000 | 30,000 |
| Total Development | 221,239 | 197,052 | 14,858 | 41,095 | 152,170 | 175,434 | 193,025 | 994,874 | 1,250,000 | (255,126) |
| Government Funding | 1,044,983 | 47,831 | 62,094 | 47,831 | 47,831 | 47,831 | 47,543 | 1,345,947 | 1,397,919 | (51,972) |
| REVENUE FROM OPERATIONS | 2,543,360 | 494,751 | 763,733 | 671,198 | 680,183 | 530,725 | 395,805 | 6,079,755 | 6,603,959 | (524,204) |
| Unrealized (Loss) Gain | 24,894 | - | - | - | - | - | - | 24,894 | - | 24,894 |
| Interest Income | 51,425 | 1,691 | 1,809 | 2,278 | 2,771 | 4,008 | 3,448 | 67,429 | 19,000 | 48,429 |
| TOTAL REVENUE | 2,619,679 | 496,441 | 765,542 | 673,476 | 682,954 | 534,733 | 399,253 | 6,172,078 | 6,622,959 | (450,881) |
| EXPENSES | | | | | | | | | | |
| Care Services | | | | | | | | | | |
| Salaries and Benefits | 865,341 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 133,318 | 1,665,251 | 1,599,818 | 65,432 |
| ALS Clinic Centers | 150,565 | 27,660 | 22,759 | 22,983 | 30,080 | 23,692 | 23,731 | 301,470 | 298,933 | 2,537 |
| Abrams Program | 258,215 | 53,435 | 80,928 | 83,511 | 72,772 | 62,882 | 57,755 | 669,498 | 750,000 | (80,502) |
| Other Service Expenses | 127,590 | 16,053 | 18,025 | 18,513 | 17,885 | 25,262 | 10,467 | 233,795 | 217,400 | 16,395 |
| Allocated Overhead | 81,790 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 19,364 | 197,975 | 232,371 | (34,396) |
| Total Care Services | 1,483,501 | 249,831 | 274,394 | 277,689 | 273,420 | 264,519 | 244,636 | 3,067,989 | 3,098,522 | (30,533) |
| Research | | | | | | | | | | |
| Research Payments to NTL | 118,264 | 10,253 | 12,621 | 82,653 | 5,755 | 17,562 | 9,717 | 256,825 | 359,867 | (103,042) |
| Research Coordinators | 62,053 | 13,091 | 10,882 | 10,882 | 10,882 | 10,882 | 10,882 | 129,553 | 135,000 | (5,447) |
| Other Research Expense | 27,944 | 4,326 | (9,241) | 17,925 | 5,935 | 660 | 5,008 | 52,557 | 48,226 | 4,331 |
| Allocated Overhead | 60,585 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 14,344 | 146,648 | 172,127 | (25,478) |
| Total Research | 268,846 | 42,014 | 28,606 | 125,804 | 36,916 | 43,447 | 39,950 | 585,584 | 715,220 | (129,636) |
| Education | | | | | | | | | | |
| Education | 321,652 | 77,264 | 101,408 | 70,612 | 97,468 | 69,662 | 59,790 | 797,856 | 857,484 | (59,629) |
| Allocated Overhead | 24,234 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 5,738 | 58,659 | 68,851 | (10,191) |
| Total Education | 345,886 | 83,001 | 107,145 | 76,350 | 103,206 | 75,400 | 65,527 | 856,515 | 926,335 | (69,820) |
| Development | | | | | | | | | | |
| Fundraising | 318,161 | 62,986 | 56,671 | 79,526 | 69,655 | 72,726 | 60,908 | 720,633 | 738,410 | (17,777) |
| Events | 82,939 | 4,580 | 10,183 | 28,567 | 43,422 | 1,099 | 11,692 | 182,481 | 160,300 | 22,181 |
| Allocated Overhead | 30,292 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 7,172 | 73,324 | 86,063 | (12,739) |
| Total Development | 431,392 | 74,737 | 74,026 | 115,266 | 120,249 | 80,997 | 79,772 | 976,439 | 984,773 | (8,335) |
| Administrative & Board | 441,879 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 104,618 | 1,069,585 | 1,255,413 | (185,827) |
| TOTAL EXPENSES | 2,971,503 | 554,201 | 588,789 | 699,726 | 638,409 | 568,980 | 534,503 | 6,556,112 | 6,980,263 | (424,151) |
| NET SURPLUS/(DEFICIT) | \$ (351,824) | \$ (57,760) | \$ 176,753 | \$ (26,250) | \$ 44,545 | \$ (34,248) | \$ (135,250) | \$ (384,034) | \$ (357,304) | \$ (26,730) |
| Cash Activity | 830,862 | (3,666) | 265,563 | (115,411) | (63,739) | (84,437) | (84,437) | | | |
| Cash and Cash Equivalents Beginning | 216,035 | 695,073 | 633,648 | 1,075,964 | 934,303 | 915,109 | 796,424 | | | |
| Cash and Cash Equivalents Ending | \$ 695,073 | \$ 633,648 | \$ 1,075,964 | \$ 934,303 | \$ 915,109 | \$ 796,424 | \$ 576,737 | | | |