

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on October 25, 2023

Fiscal Year 2024/For the 8 Months Ended September 30, 2023

HIGHLIGHTS

A \$183K in Walks was raised in September, which is the highest monthly amount raised year to date.

A \$175K Grant was received from The Donald B. and Dorothy L. Stabler Foundation.

Revenue from Operations is \$721K less than this time last year. Total Events are less than this time last year.

\$368K was received in September as part of the settlement with ALS National.

Total revenue generated through September was \$3.6M of which \$2.0M was generated by Development.

Total expenses incurred through September amounted to \$3.9M, with the highest program expenses going to Care Services at \$1.9M, followed by Education at \$469K, and Research at \$327K.

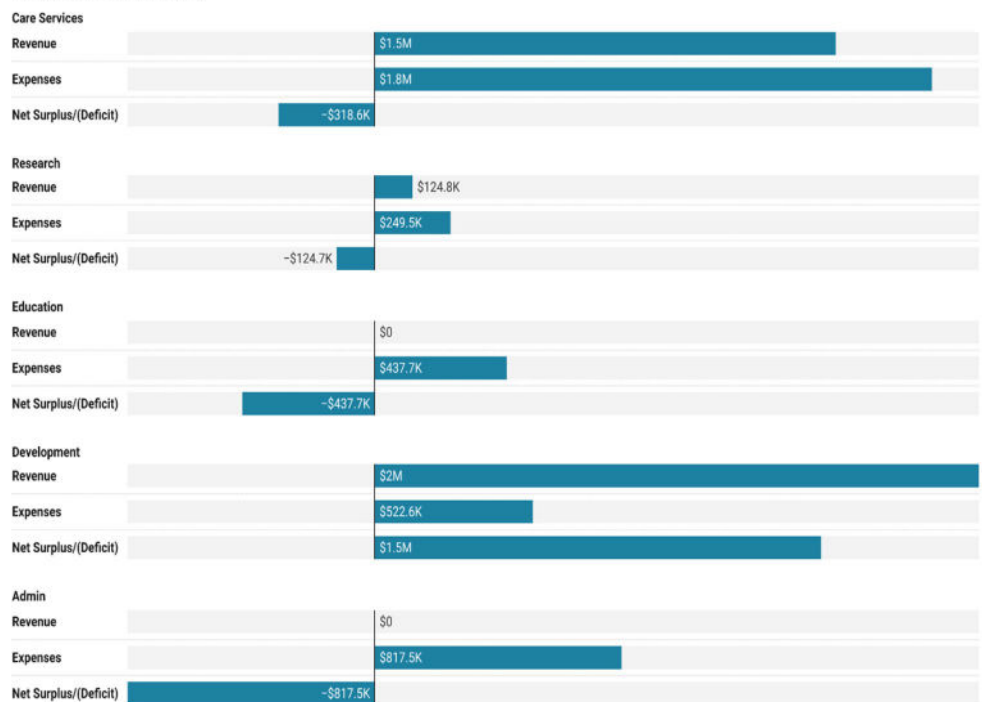


Chart: Angelo DeSantis / YPTC • Source: Financial Edge • Created with Datawrapper

EXECUTIVE SUMMARY

Through September, the financial position continues to remain strong. Revenue from Operations is 18% less than this time last year. Total Events continue to be less than expected and less than this time last year. Total Expenses are \$5k more than this time last year which is a less than 1% increase.

FINANCIAL ANALYSIS

Statements of Financial Position



Compared to this time last year, Total Liabilities decreased by \$84K. The decrease in Total Liabilities is due to the elimination of the revenue share and research payments made to the ALS National Office. The \$173K in Research (Board Designated) represents donations received after June 9th and the \$100K accrued from FY2023 that are restricted for research.

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

Through September 30, 2023, the financial position remains strong with Total Liabilities equal to 13% of Assets.

Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$1.1M less and Total Expenses are \$669K less. All Revenue from Operations categories are less than expected. All total program expenses continue to be less than expected. Revenue from Total Events is 32% less than this time last year.

Year to Date, Net Surplus (Deficit) is \$17K less than expected and \$184K less than this time last year.

Rolling Forecast



At year end, Revenue from Operations is expected to be \$5.5M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.3M, which is \$669K less than the budgeted amount.

RECOMMENDATIONS AND OTHER NOTES

The Fy2023 Audit has been completed. The Auditors have prepared 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 is being 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

Financial Reports Dashboard

For the Eight Months ended September 30, 2023

Year to Date Revenue Line Items Analysis

Through September, Special Events at \$487K, Walks at \$470K, and Government Funding at \$1M are the top three revenue line items. These represent 15%, 15%, and 33% of Revenue from Operations, respectively.

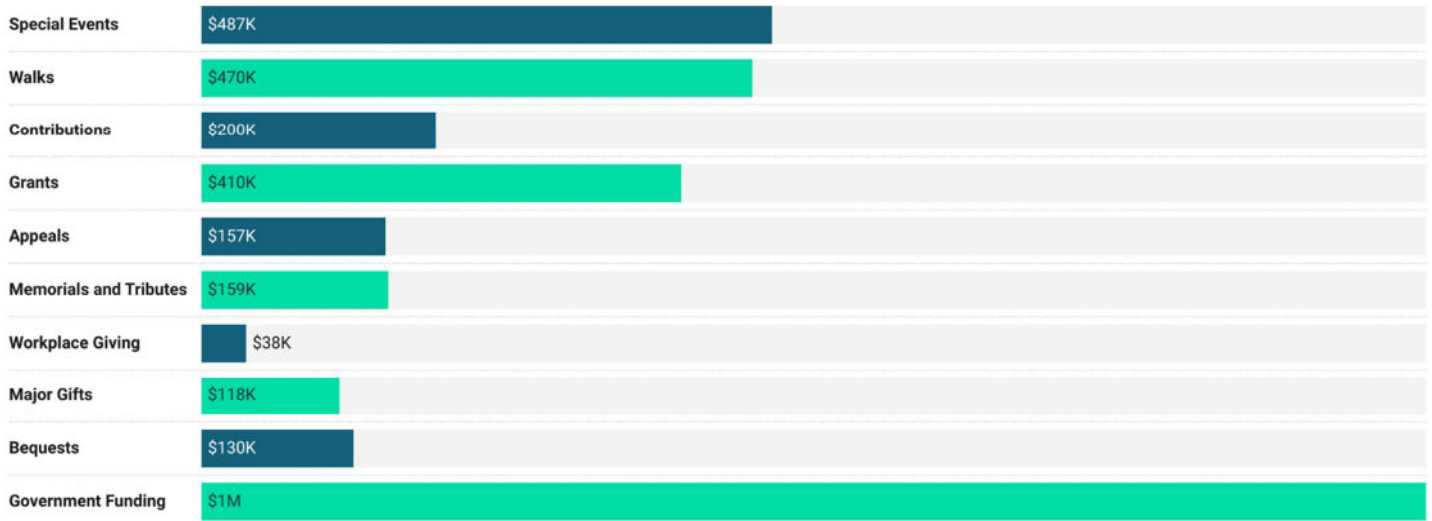


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through September, most donations were from Government Funding, which represents 33% of Revenue from Operations. Annual Giving represents 30% of Revenue from Operations. Total Events represent 30% of Revenue from Operations.

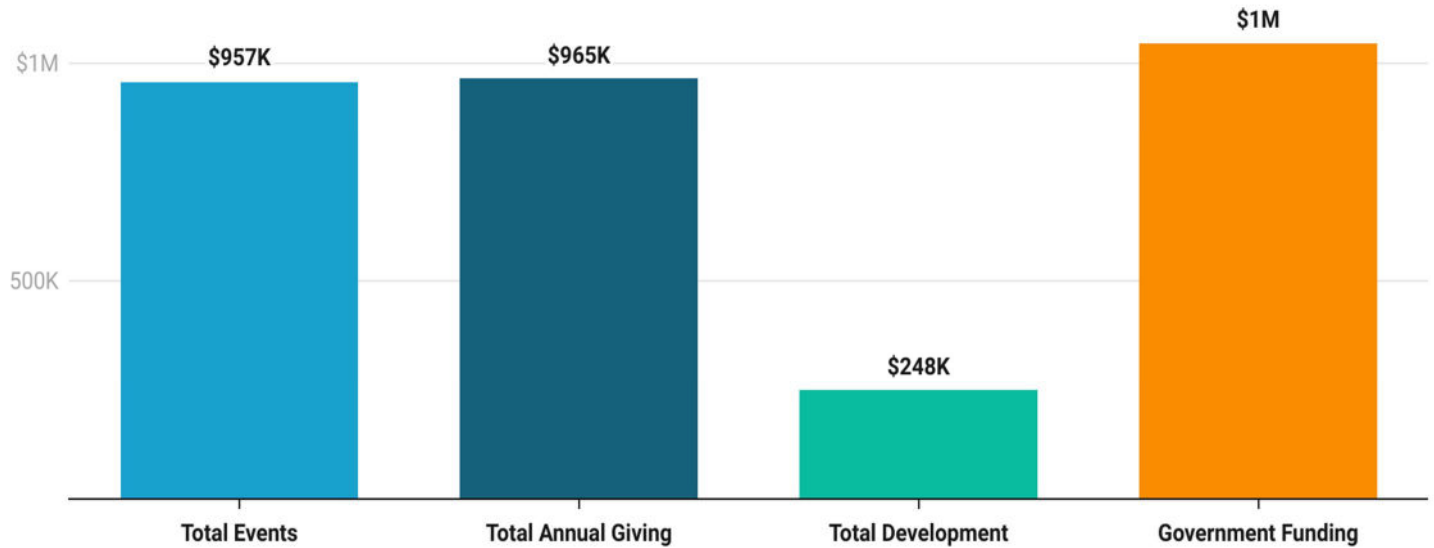


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

ALS United Mid Atlantic
Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Financial Position
as of September 30, 2023 and September 31, 2022

	2023	2022	Variance
Assets			
Cash and Cash Equivalents	\$ 826,980	\$ 915,862	\$ (88,881)
Investments	1,962,256	2,670,367	(708,111)
Pledges Receivable	345,379	376,806	(31,427)
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	767,887	591,295	176,592
Prepaid Expenses	102,537	31,721	70,816
Property & Equipment, Net	139,556	164,959	(25,404)
Beneficial Interest in Perpetual Trust	395,904	374,751	21,153
Right of Use Asset-Office Lease	39,358	-	39,358
Right of Use Asset - Office Equipment Lease	25,521	-	25,521
Total Assets	\$ 4,542,546	\$ 5,077,073	\$ (534,527)
Liabilities			
Accounts Payable & Other Liabilities	\$ 337,820	\$ 501,845	\$ (164,026)
National - Revenue Sharing	-	121,400	(121,400)
National - Research (Revenue Restricted)	-	14,122	(14,122)
Research (Board Designated)	173,027	-	173,027
Right of Use Liability- Office Lease	32,228	16,088	16,139
Right of Use Liability - Office Equipment Lease	26,222	-	26,222
Total Liabilities	569,296	653,456	(84,160)
Net Assets			
Without Donor Restrictions	2,952,779	2,242,800	709,979
With Donor Restrictions	1,020,471	2,180,817	(1,160,346)
Total Net Assets	3,973,250	4,423,617	(450,367)
Total Liabilities and Net Assets	\$ 4,542,546	\$ 5,077,073	\$ (534,527)

Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
for the eight months ended September 30, 2023 and 2022

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 486,997	\$ 619,677	\$ (132,680)	\$ 628,683	\$ (141,686)
Walks	470,122	754,590	(284,468)	774,369	(304,247)
Total Events	957,119	1,374,267	(417,147)	1,403,053	(445,933)
Annual Giving					
Contributions	200,016	219,070	(19,055)	285,253	(85,238)
Grants	410,000	540,859	(130,859)	392,700	17,300
Appeals	157,437	101,384	56,053	94,706	62,731
Memorials and Tributes	159,410	148,066	11,344	173,415	(14,005)
Workplace Giving	38,057	47,245	(9,188)	51,173	(13,116)
Total Annual Giving	964,920	1,056,624	(91,705)	997,247	(32,327)
Development					
Major Gifts	117,682	438,275	(320,593)	240,550	(122,868)
Bequests	130,000	250,000	(120,000)	25,591	104,409
Total Development	247,682	688,275	(440,593)	266,141	(18,459)
Government Funding	1,044,983	1,206,882	(161,898)	1,269,207	(224,224)
REVENUE FROM OPERATIONS	3,214,704	4,326,048	(1,111,344)	3,935,648	(720,944)
Other Revenue					
Miscellaneous Revenue	367,500	-	367,500	-	367,500
Unrealized (Loss) Gain	(3,207)	-	(3,207)	(127,601)	124,394
Interest Income	67,752	6,495	61,257	18,056	49,696
Total Other Revenue	432,045	6,495	425,550	(109,545)	541,590
TOTAL REVENUE	3,646,750	4,332,544	(685,794)	3,826,104	(179,354)
EXPENSES					
Care Services					
Salaries and Benefits	1,138,885	1,066,546	72,340	1,055,317	83,568
ALS Clinic Centers	199,303	198,447	857	193,987	5,317
Abrams Program	341,794	473,079	(131,285)	348,781	(6,986)
Other Service Expenses	162,751	145,273	17,478	159,971	2,780
Allocated Overhead	104,672	154,914	(50,242)	115,998	(11,326)
Total Care Services	1,947,406	2,038,259	(90,853)	1,874,053	73,352
Research					
Research Payments to NTL	51,770	244,180	(192,410)	150,756	(98,986)
Research Payments-Board Designated	73,027	-	73,027	-	73,027
Research Coordinators	84,837	91,473	(6,636)	86,937	(2,100)
Other Research Expense	39,834	18,698	21,136	18,519	21,315
Allocated Overhead	77,535	114,751	(37,216)	85,924	(8,389)
Total Research	327,003	469,102	(142,099)	342,137	(15,134)
Education					
Education	437,722	559,951	(122,229)	432,024	5,699
Allocated Overhead	31,014	45,900	(14,887)	34,370	(3,356)
Total Education	468,736	605,852	(137,116)	466,393	2,343
Development					
Fundraising	417,367	455,594	(38,227)	393,891	23,476
Events	105,204	75,520	29,685	119,282	(14,078)
Allocated Overhead	38,767	57,376	(18,608)	42,962	(4,195)
Total Development	561,339	588,489	(27,151)	556,135	5,204
Administrative & Board	565,503	836,942	(271,439)	626,692	(61,189)
TOTAL EXPENSES	3,869,987	4,538,644	(668,657)	3,865,410	4,577
NET SURPLUS/(DEFICIT)	\$ (223,237)	\$ (206,100)	\$ (17,137)	\$ (39,306)	\$ (183,931)

* Revenue Sharing for the eight months ended September 30, 2023 allocated across all departments is: \$103,035

** Restricted Income: Care Services: \$1,524,179 Research: \$124,797 Education: \$0

ALS United Mid Atlantic
Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Operations with General & Administrative Expenses by Month
for the eight months ended September 30, 2023

	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Total	% of Revenue
REVENUE										
Events										
Special Events	\$ 4,185	\$ 55,673	\$ 74,213	\$ 99,794	\$ 107,882	\$ 19,952	\$ 72,551	\$ 52,748	\$ 486,997	13.4%
Walks	2,464	23,217	48,662	89,839	50,767	15,898	56,086	183,190	470,122	12.9%
Total Events	6,649	78,890	122,874	189,632	158,649	35,849	128,637	235,938	957,119	26.2%
Annual Giving										
Contributions	32,444	26,992	24,082	23,914	46,885	12,033	18,763	14,903	200,016	5.5%
Grants	2,000	-	22,500	-	40,000	165,500	5,000	175,000	410,000	11.2%
Appeals	8,061	12,393	32,933	5,870	28,336	44,892	21,903	3,050	157,437	4.3%
Memorials and Tributes	9,040	8,874	56,793	9,705	23,355	19,607	13,186	18,850	159,410	4.4%
Workplace Giving	6,400	7,859	2,619	2,884	4,689	3,935	5,204	4,467	38,057	1.0%
Total Annual Giving	57,944	56,117	138,926	42,373	143,265	245,968	64,056	216,270	964,920	26.5%
Development										
Major Gifts	40,625	2,750	625	10,112	35,827	1,301	20,393	6,050	117,682	3.2%
Bequests	-	-	-	-	130,000	-	-	-	130,000	3.6%
Total Development	40,625	2,750	625	10,112	165,827	1,301	20,393	6,050	247,682	6.8%
Government Funding	84,385	101,423	78,998	55,471	153,424	571,283	-	-	1,044,983	28.7%
REVENUE FROM OPERATIONS	189,603	239,181	341,423	297,588	621,165	854,400	213,086	458,258	3,214,704	88.2%
Other Revenue										
Miscellaneous Revenue	-	-	-	-	-	-	-	367,500	367,500	10.1%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	18,623	2,015	(2,272)	(25,829)	(3,207)	-0.1%
Interest Income	8,255	8,566	8,407	9,146	9,179	7,873	8,188	8,139	67,752	1.9%
Total Other Revenue	5,173	(182)	27,540	6,099	27,802	9,888	5,916	349,810	432,045	11.8%
TOTAL REVENUE	194,776	238,999	368,963	303,686	648,966	864,288	219,002	808,068	3,646,750	100.0%
EXPENSES										
Care Services										
Salaries and Benefits	93,062	154,029	171,065	153,318	139,899	154,666	160,857	111,990	1,138,885	31.2%
ALS Clinic Centers	29,526	23,467	22,540	29,512	22,286	22,584	27,641	21,748	199,303	5.5%
Abrams Program	58,461	42,855	38,793	48,490	40,183	28,744	38,703	45,566	341,794	9.4%
Other Service Expenses	28,947	34,107	13,861	28,029	16,166	8,410	15,689	17,541	162,751	4.5%
Total Care Services	209,996	254,457	246,259	259,348	218,535	214,404	242,890	196,845	1,842,734	50.5%
Research										
Research Payments to NTL	2,390	8,523	3,301	22,262	15,295	-	-	-	51,770	1.4%
Research Payments-Board Designated	-	-	-	-	14,390	52,104	1,228	5,305	73,027	2.0%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	12,442	10,342	84,837	2.3%
Other Research Expense	2,747	4,937	5,638	4,954	4,226	5,450	5,469	6,413	39,834	1.1%
Total Research	15,480	23,801	19,280	37,558	44,253	67,896	19,140	22,060	249,469	6.8%
Education										
Education	31,507	54,540	53,107	79,757	51,360	52,228	67,428	47,795	437,722	12.0%
Total Education	31,507	54,540	53,107	79,757	51,360	52,228	67,428	47,795	437,722	12.0%
Development										
Fundraising	35,449	53,115	62,918	56,914	47,660	62,444	59,193	39,675	417,367	11.4%
Events	3,403	13,961	20,353	4,099	41,026	706	5,850	15,807	105,204	2.9%
Total Development	38,852	67,076	83,271	61,013	88,686	63,150	65,042	55,481	522,571	14.3%
General & Administration										
Salaries and Benefits	17,269	27,174	33,268	29,183	25,278	28,086	30,920	20,799	211,976	5.8%
Staff Development	-	-	-	584	-	-	-	-	584	0.0%
Office Rent	10,653	10,845	10,637	11,110	10,804	10,637	10,900	10,727	86,313	2.4%
Office Expense	1,018	1,361	1,038	1,158	1,180	1,081	1,092	1,395	9,323	0.3%
Dues, Books, & Subscriptions	-	433	-	-	101	4	240	704	1,483	0.0%
Postage	327	3,457	-	1,749	153	1,004	3,220	45	9,955	0.3%
Printing & Copying	60	289	484	1,480	1,620	57	386	228	4,604	0.1%
IT & Related Expenses	38,152	19,099	28,569	24,504	31,893	24,079	31,464	27,965	225,724	6.2%
Insurance	(1,381)	1,685	615	615	615	615	615	3,849	7,228	0.2%
Telephone	2,586	1,975	2,440	2,472	2,468	2,469	2,477	2,475	19,362	0.5%
Meals & Entertainment	104	50	385	847	944	187	-	-	2,517	0.1%
Travel Expense	38	-	-	-	890	-	190	-	1,119	0.0%
Bank Charges	1,084	(1,997)	2,857	3,708	2,374	817	2,257	2,639	13,740	0.4%
Professional Fees	(53,103)	6,035	27,641	17,275	46,386	30,262	1,913	7,013	83,422	2.3%
Revenue Sharing	16,412	17,949	36,219	20,808	11,647	-	-	-	103,035	2.8%
Miscellaneous	-	-	102	28	250	665	74	397	1,517	0.0%
Depreciation	4,231	4,231	4,295	4,361	4,361	4,361	4,563	4,563	34,967	1.0%
Interest Expense	78	78	78	78	78	78	78	78	621	0.0%
Total General & Administration	37,527	92,664	148,630	119,962	141,042	104,401	90,389	82,876	817,490	22.4%
TOTAL EXPENSES	333,362	492,539	550,548	557,637	543,876	502,079	484,889	405,058	3,869,987	106.1%
NET SURPLUS/(DEFICIT)	\$(138,586)	\$(253,540)	\$(181,585)	\$(253,951)	\$105,090	\$362,210	\$(265,887)	\$403,011	\$(223,237)	-6.1%

(A)

(A) Other Depreciation is Allocated to Care Services

Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statements of Operations
For the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and eight months ended September 30, 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 eight months ended September 30, 2023
REVENUE						
Events						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 486,997
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	470,122
Total Events	2,888,353	2,957,765	1,343,482	1,874,610	2,262,283	957,119
Annual Giving						
Contributions	260,659	418,874	482,917	551,885	520,844	200,016
Grants	465,250	515,916	438,297	624,375	544,550	410,000
Appeals	265,477	210,780	370,388	320,753	246,181	157,437
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	159,410
Workplace Giving	112,629	136,125	101,838	79,146	81,235	38,057
Total Annual Giving	1,387,537	1,490,240	1,653,975	1,899,529	1,685,610	964,920
Development						
Major Gifts	246,857	710,520	687,779	509,969	548,856	117,682
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	247,682
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	3,214,704
Other Revenue						
Miscellaneous Revenue	-	-	-	-	-	367,500
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	(3,207)
Interest Income	26,416	57,287	10,696	2,085	52,816	67,752
Total Other Revenue	(14,195)	90,170	37,706	13,880	(28,994)	432,045
TOTAL REVENUE	6,408,507	6,028,119	4,935,282	5,772,100	6,114,838	3,646,750
EXPENSES						
Care Services						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,579,609	1,138,885
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	199,303
Abrams Program	607,649	623,034	451,952	362,259	565,071	341,794
Other Service Expenses	256,618	298,724	149,085	184,523	323,781	162,751
Allocated Overhead	282,893	320,125	252,643	211,598	212,207	104,672
Total Care Services	2,916,691	3,097,259	2,644,167	2,597,016	2,972,882	1,947,406
Research						
Research Payments to NTL	250,000	200,463	398,124	218,165	322,181	51,770
Research Payments-Board Designated	-	-	-	-	-	73,027
Research Coordinators	132,506	127,997	132,506	134,606	128,306	84,837
Other Research Expense	57,641	39,291	47,911	54,409	48,804	39,834
Allocated Overhead	251,868	159,717	224,936	188,392	195,469	77,535
Total Research	692,016	527,468	803,477	595,572	694,759	327,003
Education						
Education	673,092	718,917	526,297	575,413	670,359	437,722
Allocated Overhead	83,820	94,852	74,857	62,696	62,876	31,014
Total Education	756,913	813,769	601,154	638,108	733,235	468,736
Development						
Fundraising	483,397	522,262	542,522	514,182	648,866	417,367
Events	273,634	339,305	59,663	190,711	253,197	105,204
Allocated Overhead	104,775	118,565	93,571	78,370	78,595	38,767
Total Development	861,806	980,132	695,756	783,262	980,659	561,339
Administrative & Board	808,200	914,567	721,778	604,516	999,740	565,503
TOTAL EXPENSES	6,035,625	6,333,195	5,466,332	5,218,475	6,381,275	3,869,987
NET SURPLUS/(DEFICIT)	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ (223,237)

Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Statement of Cash Flows
for the eight months ended September 30, 2023

Net Surplus/(Deficit) for Period	\$ (223,237)
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities	
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities	34,967
Decrease (Increase) in Pledged Receivables	110,000
(Increase) Decrease in Investments	807,992
(Increase) Decrease in Grant Receivables	5,263
Decrease (Increase) in Prepaids	22,672
Decrease (Increase) in Beneficial Interest in Perpetual Trust	19,496
Decrease (Increase) in Right of Use Asset-Office Lease	78,715
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	7,890
Increase (Decrease) in Accounts Payable	25,844
Increase (Decrease) in Accrued Liabilities	(72,689)
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	73,027
Increase (Decrease) in Right of Use Liability- Office Lease	(87,380)
Increase (Decrease) in Right of Use Liability- Office Equipment Lease	(7,759)
	629,148
Net Cash Provided (Used) by Operating Activities	629,148
Cash Provided (Used) by Investing Activities	
Purchase of Property & Equipment	(18,203)
	(18,203)
Net Cash Provided (Used) by Investing Activities	(18,203)
Net Surplus/(Deficit) in Cash	610,946
Cash and Cash Equivalents Beginning	216,035
Cash and Cash Equivalents Ending	\$ 826,980

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

	Actual YTD		Forecast			Annual		
	Sep-2023	Oct-2023	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance
Events								
Special Events	\$ 486,997	\$ 341,909	\$ 112,419	\$ 62,778	\$ 5,717	\$ 1,009,820	\$ 1,142,500	\$ (132,680)
Walks	470,122	195,936	112,543	3,834	8,097	790,532	1,075,000	(284,468)
Total Events	957,119	537,845	224,962	66,612	13,814	1,800,353	2,217,500	(417,147)
Annual Giving								
Contributions	200,016	15,252	31,134	86,389	48,154	380,945	400,000	(19,055)
Grants	410,000	3,443	133,597	64,044	8,057	619,141	750,000	(130,859)
Appeals	157,437	8,543	36,932	55,272	61,410	319,593	263,540	56,053
Memorials and Tributes	159,410	13,521	42,480	27,870	18,063	261,344	250,000	11,344
Workplace Giving	38,057	3,667	11,076	7,272	5,739	65,812	75,000	(9,188)
Total Annual Giving	964,920	44,427	255,219	240,847	141,424	1,646,835	1,738,540	(91,705)
Development								
Major Gifts	117,682	41,095	152,170	175,434	193,025	679,407	1,000,000	(320,593)
Bequests	130,000	-	-	-	-	130,000	250,000	(120,000)
Total Development	247,682	41,095	152,170	175,434	193,025	809,407	1,250,000	(440,593)
Government Funding	1,044,983	47,831	47,831	47,831	47,543	1,236,021	1,397,919	(161,898)
REVENUE FROM OPERATIONS	3,214,704	671,198	680,183	530,725	395,805	5,492,615	6,603,959	(1,111,344)
Other Revenue								
Miscellaneous Revenue	367,500	-	-	-	-	367,500	-	367,500
Unrealized (Loss) Gain	(3,207)	-	-	-	-	(3,207)	-	(3,207)
Interest Income	67,752	2,278	2,771	4,008	3,448	80,257	19,000	61,257
Total Other Revenue	432,045	2,278	2,771	4,008	3,448	444,550	19,000	425,550
TOTAL REVENUE	3,646,750	673,476	682,954	534,733	399,253	5,937,165	6,622,959	(685,794)
EXPENSES								
Care Services								
Salaries and Benefits	1,138,885	133,318	133,318	133,318	133,318	1,672,158	1,599,818	72,340
ALS Clinic Centers	199,303	22,983	30,080	23,692	23,731	299,790	298,933	857
Abrams Program	341,794	83,511	72,772	62,882	57,755	618,715	750,000	(131,285)
Other Service Expenses	162,751	18,513	17,885	25,262	10,467	234,878	217,400	17,478
Allocated Overhead	104,672	19,364	19,364	19,364	19,364	182,129	232,371	(50,242)
Total Care Services	1,947,406	277,689	273,420	264,519	244,636	3,007,669	3,098,522	(90,853)
Research								
Research Payments to NTL	51,770	82,653	5,755	17,562	9,717	167,457	359,867	(192,410)
Research Payments-Board Designated	73,027	-	-	-	-	73,027	-	73,027
Research Coordinators	84,837	10,882	10,882	10,882	10,882	128,364	135,000	(6,636)
Other Research Expense	39,834	17,925	5,935	660	5,008	69,362	48,226	21,136
Allocated Overhead	77,535	14,344	14,344	14,344	14,344	134,910	172,127	(37,216)
Total Research	327,003	125,804	36,916	43,447	39,950	573,121	715,220	(142,099)
Education								
Education	437,722	70,612	97,468	69,662	59,790	735,255	857,484	(122,229)
Allocated Overhead	31,014	5,738	5,738	5,738	5,738	53,964	68,851	(14,887)
Total Education	468,736	76,350	103,206	75,400	65,527	789,219	926,335	(137,116)
Development								
Fundraising	417,367	79,526	69,655	72,726	60,908	700,183	738,410	(38,227)
Events	105,204	28,567	43,422	1,099	11,692	189,985	160,300	29,685
Allocated Overhead	38,767	7,172	7,172	7,172	7,172	67,455	86,063	(18,608)
Total Development	561,339	115,266	120,249	80,997	79,772	957,623	984,773	(27,151)
Administrative & Board	565,503	104,618	104,618	104,618	104,618	983,974	1,255,413	(271,439)
TOTAL EXPENSES	3,869,987	699,726	638,409	568,980	534,503	6,311,606	6,980,263	(668,657)
NET SURPLUS/(DEFICIT)	\$ (223,237)	\$ (26,250)	\$ 44,545	\$ (34,248)	\$ (135,250)	\$ (374,440)	\$ (357,304)	\$ (17,137)
Cash Activity	834,182	(58,068)	19,043	(1,286)	50,386			
Cash and Cash Equivalents Beginning	216,035	826,980	742,662	806,250	778,713			
Cash and Cash Equivalents Ending	\$ 826,980	\$ 742,662	\$ 806,250	\$ 778,713	\$ 873,644			