

# MONTHLY FINANCIAL SUMMARY

## ALS UNITED MID ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on December 1, 2023

Fiscal Year 2024/For the 9 Months Ended October 31, 2023

### HIGHLIGHTS

**\$199K for Walks and \$174K for Special Events** were raised in October. These are the highest monthly amounts raised year to date for both Revenue items.

**\$60K in Grants was received** in October, which is the highest amount of this month's Annual Giving.

**Revenue from Operations is \$763K less than this time last year.** Total Events are less than this time last year.

**Total revenue generated through October was \$4.3M of which \$2.5M was generated by Development.**

Total expenses incurred through October amounted to \$4.4M, with the highest program expenses going to Care Services at \$2.1M, followed by Education at \$496K, and Research at \$269K.

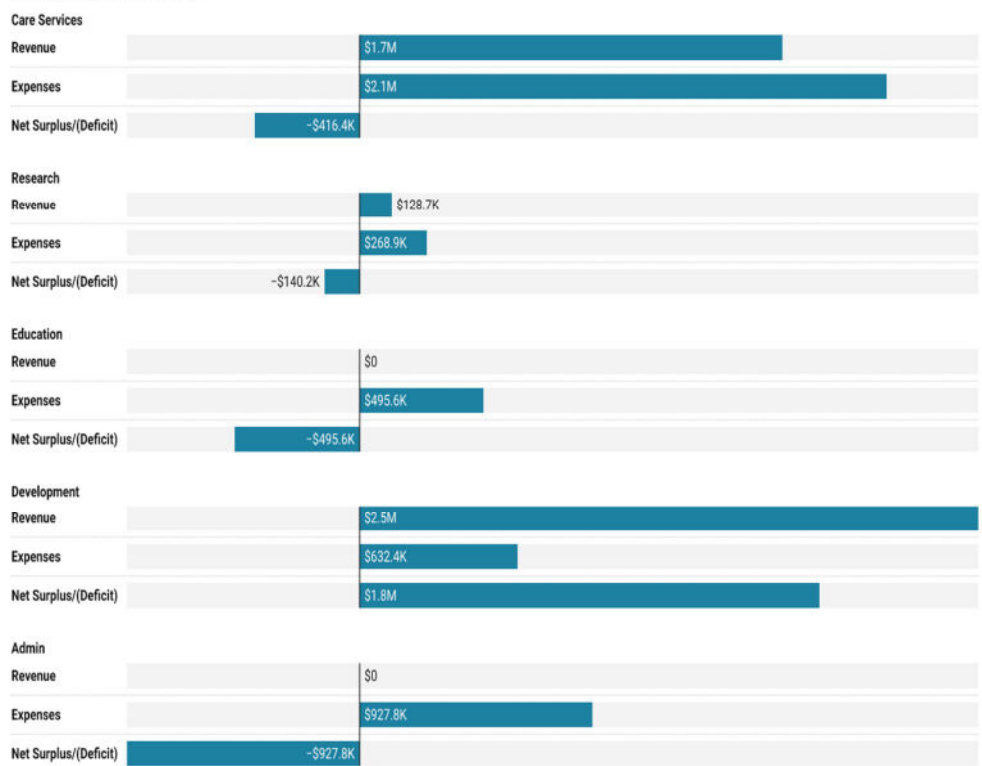


Chart: Angelo DeSantis / YPTC • Source: Financial Edge • Created with Datawrapper

### EXECUTIVE SUMMARY

Through October, the financial position continues to remain strong. Revenue from Operations is 17% less than this time last year. Total Events continue to be less than expected and less than this time last year. Total Expenses are \$107K less than this time last year which is a 2% decrease.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Total Liabilities continue to be less than this time last year. The decrease in Total Liabilities is due to the elimination of the revenue share and research payments made to the ALS National Office. Through October, there is \$177K in Board Designated Research Funds that can be paid to organizations that provide research for the cure to amyotrophic lateral sclerosis.

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 October 31, 2023, the financial position remains strong with Total Liabilities equal to 17% of Assets.

## Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$1.2M less and Total Expenses are \$811K less. All line items for Revenue from Operations are less than expected, except for Appeals and Memorials and Tributes. All total program expenses continue to be less than expected. Revenue from Operations is 17% less than this time last year.

Year to Date, Net Surplus (Deficit) is a favorable \$89K compared to the budget and an unfavorable \$117K compared to this time last year.

## Rolling Forecast



At year end, Revenue from Operations is expected to be \$5.7M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.4M, which is \$572K less than the budgeted amount.

The forecast for the fourth quarter has been revised to better reflect the expected revenue and expenses.

## RECOMMENDATIONS AND OTHER NOTES

The PA DOH Audit, 990, and the PA and NJ informational returns have been filed.

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.

The FY2025 Budget preparation is in progress.

### 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 Nine Months ended October 31, 2023

### Year to Date Revenue Line Items Analysis

Through October, Special Events at \$661K, Walks at \$669K, and Government Funding at \$1M are the top three revenue line items. These represent 17%, 17%, and 30% of Revenue from Operations, respectively.

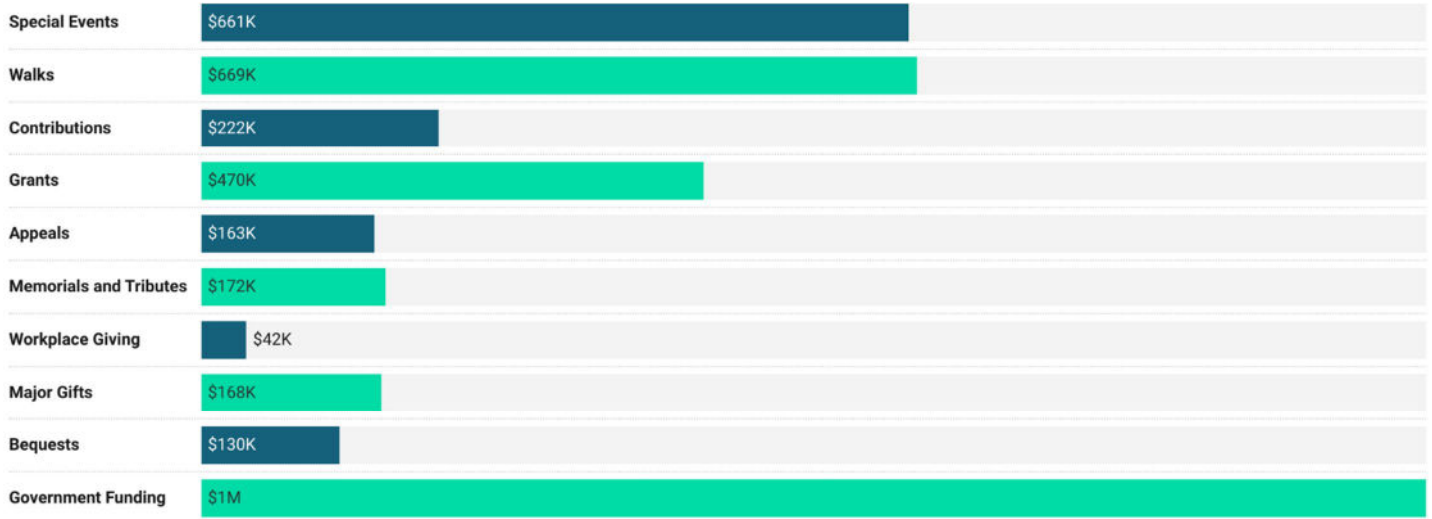


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Analysis

Through October, the highest total donations are from Total Events, which represents 35% of Revenue from Operations. Annual Giving represents 28% of Revenue from Operations. Government Funding represents 30% of Revenue from Operations.

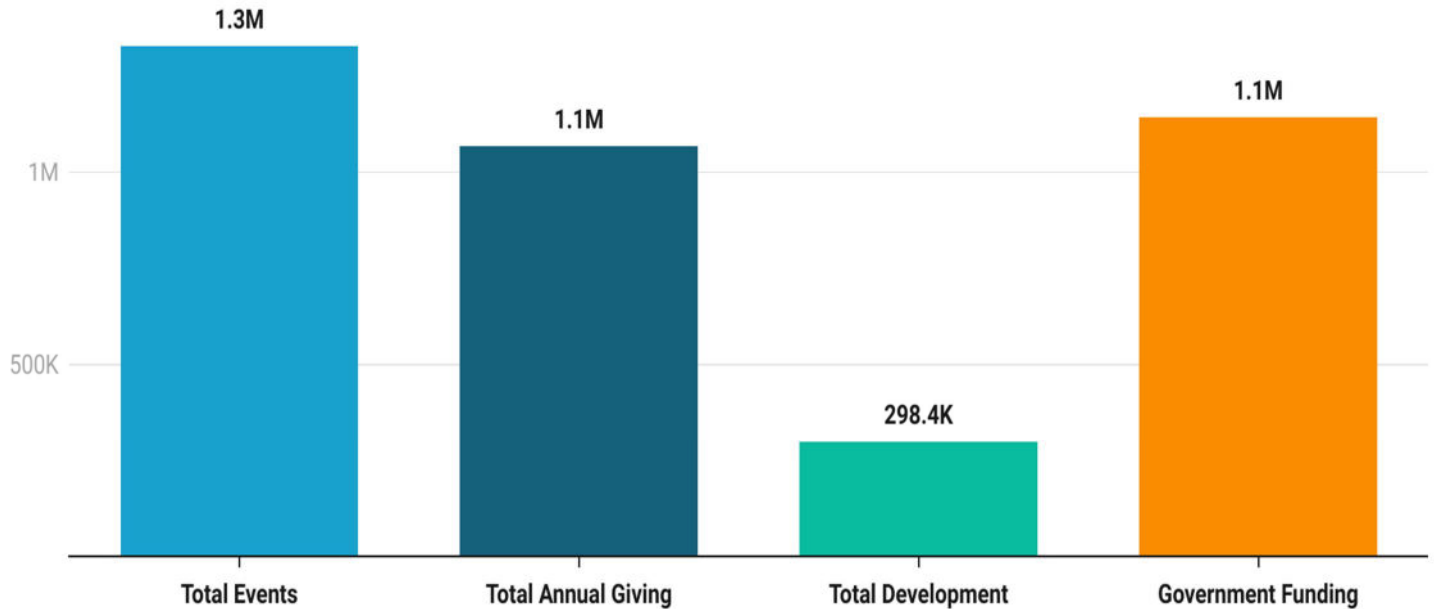


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	<b>2023</b>	<b>2022</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 800,678	\$ 1,000,710	\$ (200,032)
Investments	1,969,517	2,680,398	(710,882)
Pledges Receivable	422,319	351,486	70,833
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	972,948	677,877	295,071
Prepaid Expenses	157,326	76,660	80,667
Security Deposits	12,047	-	12,047
Property & Equipment, Net	134,993	160,824	(25,831)
Beneficial Interest in Perpetual Trust	395,904	374,751	21,153
Right of Use Asset-Office Lease	29,518	-	29,518
Right of Use Asset - Office Equipment Lease	24,535	-	24,535
<b>Total Assets</b>	<b>\$ 4,856,953</b>	<b>\$ 5,274,017</b>	<b>\$ (417,064)</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 569,868	\$ 578,438	\$ (8,570)
National - Revenue Sharing	-	179,331	(179,331)
National - Research (Revenue Restricted)	-	65,152	(65,152)
Research (Board Designated)	176,902	-	176,902
Right of Use Liability- Office Lease	32,228	15,339	16,889
Right of Use Liability - Office Equipment Lease	25,252	-	25,252
<b>Total Liabilities</b>	<b>804,249</b>	<b>838,261</b>	<b>(34,012)</b>
<b>Net Assets</b>			
Without Donor Restrictions	3,032,233	1,881,374	1,150,858
With Donor Restrictions	1,020,471	2,554,382	(1,533,911)
<b>Total Net Assets</b>	<b>4,052,704</b>	<b>4,435,756</b>	<b>(383,053)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 4,856,953</b>	<b>\$ 5,274,017</b>	<b>\$ (417,064)</b>

Formerly known as The ALS Association Greater Philadelphia Chapter  
 Unaudited Statements of Operations  
 for the nine months ended October 31, 2023 and 2022

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 661,334	\$ 961,586	\$ (300,252)	\$ 975,562	\$ (314,228)
Walks	668,968	950,526	(281,557)	975,441	(306,473)
<b>Total Events</b>	<b>1,330,302</b>	<b>1,912,112</b>	<b>(581,810)</b>	<b>1,951,003</b>	<b>(620,701)</b>
<b>Annual Giving</b>					
Contributions	222,286	234,323	(12,036)	305,114	(82,827)
Grants	470,250	544,303	(74,053)	395,200	75,050
Appeals	162,703	109,927	52,776	102,686	60,017
Memorials and Tributes	172,053	161,587	10,466	189,251	(17,198)
Workplace Giving	42,228	50,913	(8,685)	55,145	(12,917)
<b>Total Annual Giving</b>	<b>1,069,520</b>	<b>1,101,051</b>	<b>(31,531)</b>	<b>1,047,395</b>	<b>22,125</b>
<b>Development</b>					
Major Gifts	168,375	479,370	(310,995)	263,105	(94,730)
Bequests	130,000	250,000	(120,000)	25,591	104,409
<b>Total Development</b>	<b>298,375</b>	<b>729,370</b>	<b>(430,995)</b>	<b>288,696</b>	<b>9,678</b>
<b>Government Funding</b>	<b>1,145,590</b>	<b>1,254,713</b>	<b>(109,124)</b>	<b>1,319,511</b>	<b>(173,921)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>3,843,787</b>	<b>4,997,246</b>	<b>(1,153,459)</b>	<b>4,606,606</b>	<b>(762,819)</b>
<b>Other Revenue</b>					
Miscellaneous Revenue	367,500	-	367,500	-	367,500
Unrealized (Loss) Gain	(4,238)	-	(4,238)	(123,896)	119,659
Interest Income	76,072	8,773	67,299	24,388	51,684
<b>Total Other Revenue</b>	<b>439,334</b>	<b>8,773</b>	<b>430,561</b>	<b>(99,508)</b>	<b>538,842</b>
<b>TOTAL REVENUE</b>	<b>4,283,121</b>	<b>5,006,020</b>	<b>(722,899)</b>	<b>4,507,097</b>	<b>(223,976)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	1,304,923	1,199,864	105,059	1,235,641	69,282
ALS Clinic Centers	220,360	221,429	(1,070)	216,453	3,907
Abrams Program	401,582	556,590	(155,009)	410,350	(8,768)
Other Service Expenses	175,376	163,786	11,590	177,355	(1,979)
Allocated Overhead	118,800	174,278	(55,478)	133,876	(15,075)
<b>Total Care Services</b>	<b>2,221,040</b>	<b>2,315,948</b>	<b>(94,907)</b>	<b>2,173,674</b>	<b>47,366</b>
<b>Research</b>					
Research Payments to NTL	51,770	326,834	(275,063)	201,786	(150,016)
Research Payments-Board Designated	76,902	-	76,902	-	76,902
Research Coordinators	95,180	102,355	(7,175)	97,280	(2,100)
Other Research Expense	45,038	36,622	8,415	36,273	8,765
Allocated Overhead	88,000	129,095	(41,095)	99,167	(11,167)
<b>Total Research</b>	<b>356,889</b>	<b>594,906</b>	<b>(238,016)</b>	<b>434,506</b>	<b>(77,616)</b>
<b>Education</b>					
Education	495,565	630,564	(134,998)	486,504	9,062
Allocated Overhead	35,200	51,638	(16,438)	39,667	(4,467)
<b>Total Education</b>	<b>530,766</b>	<b>682,202</b>	<b>(151,436)</b>	<b>526,170</b>	<b>4,595</b>
<b>Development</b>					
Fundraising	478,912	535,121	(56,209)	462,647	16,265
Events	153,463	104,087	49,376	164,404	(10,940)
Allocated Overhead	44,000	64,547	(20,547)	49,584	(5,583)
<b>Total Development</b>	<b>676,375</b>	<b>703,755</b>	<b>(27,380)</b>	<b>676,634</b>	<b>(259)</b>
<b>Administrative &amp; Board</b>	<b>641,834</b>	<b>941,560</b>	<b>(299,726)</b>	<b>723,280</b>	<b>(81,446)</b>
<b>TOTAL EXPENSES</b>	<b>4,426,904</b>	<b>5,238,370</b>	<b>(811,466)</b>	<b>4,534,264</b>	<b>(107,360)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (143,783)</b>	<b>\$ (232,351)</b>	<b>\$ 88,568</b>	<b>\$ (27,167)</b>	<b>\$ (116,616)</b>

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

\*\* Restricted Income:

Care Services: \$1,685,871

Research: \$128,672

Education: \$0

**ALS United Mid Atlantic**  
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**Unaudited Statement of Operations with General & Administrative Expenses by Month**  
**for the nine months ended October 31, 2023**

	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Total	% of Revenue
<b>REVENUE</b>											
<b>Events</b>											
Special Events	\$ 4,185	\$ 55,673	\$ 74,213	\$ 99,794	\$ 107,882	\$ 19,952	\$ 72,551	\$ 52,718	\$ 174,367	\$ 661,334	15.4%
Walks	2,464	23,217	48,662	89,839	50,767	15,898	56,086	183,190	198,846	668,968	15.6%
<b>Total Events</b>	<b>6,649</b>	<b>78,890</b>	<b>122,874</b>	<b>189,632</b>	<b>158,649</b>	<b>35,849</b>	<b>128,637</b>	<b>235,908</b>	<b>373,213</b>	<b>1,330,302</b>	<b>31.1%</b>
<b>Annual Giving</b>											
Contributions	32,444	26,992	24,082	23,914	46,885	12,033	18,763	14,903	22,270	222,286	5.2%
Grants	2,000	-	22,500	-	40,000	165,500	5,000	175,000	60,250	470,250	11.0%
Appeals	8,061	12,393	32,933	5,870	28,336	44,892	21,903	3,050	5,266	162,703	3.8%
Memorials and Tributes	9,040	8,874	56,793	9,705	23,355	19,607	13,186	18,850	12,643	172,053	4.0%
Workplace Giving	6,400	7,859	2,619	2,884	4,689	3,935	5,204	4,467	4,171	42,228	1.0%
<b>Total Annual Giving</b>	<b>57,944</b>	<b>56,117</b>	<b>138,926</b>	<b>42,373</b>	<b>143,265</b>	<b>245,968</b>	<b>64,056</b>	<b>216,270</b>	<b>104,601</b>	<b>1,069,520</b>	<b>25.0%</b>
<b>Development</b>											
Major Gifts	40,625	2,750	625	10,112	35,827	1,301	20,393	6,050	50,693	168,375	3.9%
Bequests	-	-	-	-	130,000	-	-	-	-	130,000	3.0%
<b>Total Development</b>	<b>40,625</b>	<b>2,750</b>	<b>625</b>	<b>10,112</b>	<b>165,827</b>	<b>1,301</b>	<b>20,393</b>	<b>6,050</b>	<b>50,693</b>	<b>298,375</b>	<b>7.0%</b>
<b>Government Funding</b>											
	<b>84,385</b>	<b>101,423</b>	<b>78,998</b>	<b>55,471</b>	<b>153,424</b>	<b>621,586</b>	<b>50,303</b>	<b>-</b>	<b>-</b>	<b>1,145,590</b>	<b>26.7%</b>
<b>REVENUE FROM OPERATIONS</b>	<b>189,603</b>	<b>239,181</b>	<b>341,423</b>	<b>297,588</b>	<b>621,165</b>	<b>904,704</b>	<b>263,389</b>	<b>458,228</b>	<b>528,506</b>	<b>3,843,787</b>	<b>89.7%</b>
<b>Other Revenue</b>											
Miscellaneous Revenue	-	-	-	-	-	-	-	367,500	-	367,500	8.6%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	18,623	2,015	(2,272)	(25,829)	(1,031)	(4,238)	-0.1%
Interest Income	8,255	8,566	8,407	9,146	9,179	7,873	8,188	8,139	8,319	76,072	1.8%
<b>Total Other Revenue</b>	<b>5,173</b>	<b>(182)</b>	<b>27,540</b>	<b>6,099</b>	<b>27,802</b>	<b>9,888</b>	<b>5,916</b>	<b>349,810</b>	<b>7,289</b>	<b>439,334</b>	<b>10.3%</b>
<b>TOTAL REVENUE</b>	<b>194,776</b>	<b>238,999</b>	<b>368,963</b>	<b>303,686</b>	<b>648,966</b>	<b>914,592</b>	<b>269,305</b>	<b>808,038</b>	<b>535,795</b>	<b>4,283,121</b>	<b>100.0%</b>
<b>EXPENSES</b>											
<b>Care Services</b>											
Salaries and Benefits	93,062	154,029	171,065	153,318	139,899	154,666	160,857	112,687	165,342	1,304,923	30.5%
ALS Clinic Centers	29,526	23,467	22,540	29,512	22,286	22,584	27,641	21,748	21,056	220,360	5.1%
Abrams Program	58,461	42,855	38,793	48,490	40,183	28,744	38,703	48,938	56,415	401,582	9.4%
Other Service Expenses	28,947	34,107	13,861	28,029	16,166	8,410	15,689	18,786	11,380	175,376	4.1%
<b>Total Care Services</b>	<b>209,996</b>	<b>254,457</b>	<b>246,259</b>	<b>259,348</b>	<b>218,535</b>	<b>214,404</b>	<b>242,890</b>	<b>202,158</b>	<b>254,193</b>	<b>2,102,240</b>	<b>49.1%</b>
<b>Research</b>											
Research Payments to NTL	2,390	8,523	3,301	22,262	15,295	-	-	-	-	51,770	1.2%
Research Payments-Board Designated	-	-	-	-	14,390	52,104	1,228	5,305	3,875	76,902	1.8%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	12,442	10,342	10,342	95,180	2.2%
Other Research Expense	2,747	4,937	5,638	4,954	4,226	5,450	5,469	6,421	5,196	45,038	1.1%
<b>Total Research</b>	<b>15,480</b>	<b>23,801</b>	<b>19,280</b>	<b>37,558</b>	<b>44,253</b>	<b>67,896</b>	<b>19,140</b>	<b>22,068</b>	<b>19,413</b>	<b>268,889</b>	<b>6.3%</b>
<b>Education</b>											
Education	31,507	54,540	53,107	79,757	51,360	52,228	67,428	47,984	57,654	495,565	11.6%
<b>Total Education</b>	<b>31,507</b>	<b>54,540</b>	<b>53,107</b>	<b>79,757</b>	<b>51,360</b>	<b>52,228</b>	<b>67,428</b>	<b>47,984</b>	<b>57,654</b>	<b>495,565</b>	<b>11.6%</b>
<b>Development</b>											
Fundraising	35,449	53,115	62,918	56,914	47,660	62,444	59,193	39,894	61,325	478,912	11.2%
Events	3,403	13,961	20,353	4,099	41,026	706	5,850	15,877	48,189	153,463	3.6%
<b>Total Development</b>	<b>38,852</b>	<b>67,076</b>	<b>83,271</b>	<b>61,013</b>	<b>88,686</b>	<b>63,150</b>	<b>65,042</b>	<b>55,771</b>	<b>109,514</b>	<b>632,375</b>	<b>14.8%</b>
<b>General &amp; Administration</b>											
Salaries and Benefits	17,269	27,174	33,268	29,183	25,278	28,086	30,920	20,999	22,500	234,676	5.5%
Staff Development	-	-	-	584	-	-	-	-	-	584	0.0%
Office Rent	10,653	10,845	10,637	11,110	10,804	10,637	10,900	10,727	10,429	96,742	2.3%
Office Expense	1,018	1,361	1,038	1,158	1,180	1,081	1,092	1,395	1,251	10,574	0.2%
Dues, Books, & Subscriptions	-	433	-	-	101	4	240	704	-	1,483	0.0%
Postage	327	3,457	-	1,749	153	1,004	3,220	45	2,994	12,949	0.3%
Printing & Copying	60	289	484	1,480	1,620	57	386	228	21	4,625	0.1%
IT & Related Expenses	38,152	19,099	28,569	24,504	31,893	24,079	31,464	27,965	39,134	264,859	6.2%
Insurance	(1,381)	1,685	615	615	615	615	615	3,849	3,821	11,049	0.3%
Telephone	2,586	1,975	2,440	2,472	2,468	2,469	2,477	2,475	1,401	20,763	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	4,128	17,867	0.4%
Professional Fees	(53,103)	6,035	27,641	17,275	46,386	30,262	1,913	7,013	19,825	103,247	2.4%
Revenue Sharing	16,412	17,949	36,219	20,808	11,647	-	-	-	-	103,035	2.4%
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	4,563	39,530	0.9% (A)
Interest Expense	78	78	78	78	78	78	78	78	78	699	0.0%
<b>Total General &amp; Administration</b>	<b>37,527</b>	<b>92,664</b>	<b>148,630</b>	<b>119,962</b>	<b>141,042</b>	<b>104,401</b>	<b>90,389</b>	<b>83,076</b>	<b>110,144</b>	<b>927,834</b>	<b>21.7%</b>
<b>TOTAL EXPENSES</b>	<b>333,362</b>	<b>492,539</b>	<b>550,548</b>	<b>557,637</b>	<b>543,876</b>	<b>502,079</b>	<b>484,889</b>	<b>411,057</b>	<b>550,918</b>	<b>4,426,904</b>	<b>103.4%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(138,586)</b>	<b>\$(253,540)</b>	<b>\$(181,585)</b>	<b>\$(253,951)</b>	<b>\$105,090</b>	<b>\$412,513</b>	<b>\$(215,583)</b>	<b>\$396,982</b>	<b>\$(15,123)</b>	<b>\$(143,783)</b>	<b>-3.4%</b>

(A) Other Depreciation is Allocated to Care Services

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**Unaudited Statements of Operations**  
for the Fiscal Years ended January 31, 2019, 2020, 2021, 2022, 2023 and nine months ended October 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 nine months ended October 31, 2023
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 661,334
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	668,968
<b>Total Events</b>	<b>2,888,353</b>	<b>2,957,765</b>	<b>1,343,482</b>	<b>1,874,610</b>	<b>2,262,283</b>	<b>1,330,302</b>
<b>Annual Giving</b>						
Contributions	260,659	418,874	482,917	551,885	520,844	222,286
Grants	465,250	515,916	438,297	624,375	544,550	470,250
Appeals	265,477	210,780	370,388	320,753	246,181	162,703
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	172,053
Workplace Giving	112,629	136,125	101,838	79,146	81,235	42,228
<b>Total Annual Giving</b>	<b>1,387,537</b>	<b>1,490,240</b>	<b>1,653,975</b>	<b>1,899,529</b>	<b>1,685,610</b>	<b>1,069,520</b>
<b>Development</b>						
Major Gifts	246,857	710,520	687,779	509,969	548,856	168,375
Bequests	1,515,412	197,355	394,903	151,541	25,591	130,000
<b>Total Development</b>	<b>1,762,269</b>	<b>907,875</b>	<b>1,082,681</b>	<b>661,510</b>	<b>574,447</b>	<b>298,375</b>
<b>Government Funding</b>	<b>384,543</b>	<b>582,070</b>	<b>817,437</b>	<b>1,322,570</b>	<b>1,621,492</b>	<b>1,145,590</b>
<b>REVENUE FROM OPERATIONS</b>	<b>6,422,702</b>	<b>5,937,949</b>	<b>4,897,576</b>	<b>5,758,220</b>	<b>6,143,833</b>	<b>3,843,787</b>
<b>Other Revenue</b>						
Miscellaneous Revenue	-	-	-	-	-	367,500
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	(4,238)
Interest Income	26,416	57,287	10,696	2,085	52,816	76,072
<b>Total Other Revenue</b>	<b>(14,195)</b>	<b>90,170</b>	<b>37,706</b>	<b>13,880</b>	<b>(28,994)</b>	<b>439,334</b>
<b>TOTAL REVENUE</b>	<b>6,408,507</b>	<b>6,028,119</b>	<b>4,935,282</b>	<b>5,772,100</b>	<b>6,114,838</b>	<b>4,283,121</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,579,609	1,304,923
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	220,360
Abrams Program	607,649	623,034	451,952	362,259	565,071	401,582
Other Service Expenses	256,618	298,724	149,085	184,523	323,781	175,376
Allocated Overhead	282,893	320,125	252,643	211,598	212,207	118,800
<b>Total Care Services</b>	<b>2,916,691</b>	<b>3,097,259</b>	<b>2,644,167</b>	<b>2,597,016</b>	<b>2,972,882</b>	<b>2,221,040</b>
<b>Research</b>						
Research Payments to NTL	250,000	200,463	398,124	218,165	322,181	51,770
Research Payments-Board Designated	-	-	-	-	-	76,902
Research Coordinators	132,506	127,997	132,506	134,606	128,306	95,180
Other Research Expense	57,641	39,291	47,911	54,409	48,804	45,038
Allocated Overhead	251,868	159,717	224,936	188,392	195,469	88,000
<b>Total Research</b>	<b>692,016</b>	<b>527,468</b>	<b>803,477</b>	<b>595,572</b>	<b>694,759</b>	<b>356,889</b>
<b>Education</b>						
Education	673,092	718,917	526,297	575,413	670,359	495,565
Allocated Overhead	83,820	94,852	74,857	62,696	62,876	35,200
<b>Total Education</b>	<b>756,913</b>	<b>813,769</b>	<b>601,154</b>	<b>638,108</b>	<b>733,235</b>	<b>530,766</b>
<b>Development</b>						
Fundraising	483,397	522,262	542,522	514,182	648,866	478,912
Events	273,634	339,305	59,663	190,711	253,197	153,463
Allocated Overhead	104,775	118,565	93,571	78,370	78,595	44,000
<b>Total Development</b>	<b>861,806</b>	<b>980,132</b>	<b>695,756</b>	<b>783,262</b>	<b>980,659</b>	<b>676,375</b>
<b>Administrative &amp; Board</b>	<b>808,200</b>	<b>914,567</b>	<b>721,778</b>	<b>604,516</b>	<b>999,740</b>	<b>641,834</b>
<b>TOTAL EXPENSES</b>	<b>6,035,625</b>	<b>6,333,195</b>	<b>5,466,332</b>	<b>5,218,475</b>	<b>6,381,275</b>	<b>4,426,904</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 372,882</b>	<b>\$ (305,076)</b>	<b>\$ (531,049)</b>	<b>\$ 553,625</b>	<b>\$ (266,437)</b>	<b>\$ (143,783)</b>



**Formerly known as The ALS Association Greater Philadelphia Chapter  
Unaudited Statement of Cash Flows  
for the nine months ended October 31, 2023**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$ (143,783)</b>
 <b>Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities</b>	
<b>Depreciation (Total of Care Services + General &amp; Administrative) Provided (Used) by Operating Activities</b>	<b>39,530</b>
Decrease (Increase) in Pledged Receivables	33,060
(Increase) Decrease in Investments	800,731
(Increase) Decrease in Grant Receivables	(199,797)
Decrease (Increase) in Prepaids	(32,117)
Decrease (Increase) in Security Deposits	(12,047)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	19,496
Decrease (Increase) in Right of Use Asset-Office Lease	88,555
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	8,877
Increase (Decrease) in Accounts Payable	234,089
Increase (Decrease) in Accrued Liabilities	(48,885)
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	76,902
Increase (Decrease) in Right of Use Liability- Office Lease	(87,380)
Increase (Decrease) in Right of Use Liability- Office Equipment Lease	(8,728)
<b>Net Cash Provided (Used) by Operating Activities</b>	<b><u>602,846</u></b>
 <b>Cash Provided (Used) by Investing Activities</b>	
Purchase of Property & Equipment	(18,203)
<b>Net Cash Provided (Used) by Investing Activities</b>	<b><u>(18,203)</u></b>
 <b>Net Surplus/(Deficit) in Cash</b>	<b><u>584,643</u></b>
 <b>Cash and Cash Equivalents Beginning</b>	<b><u>216,035</u></b>
 <b>Cash and Cash Equivalents Ending</b>	<b><u><u>\$ 800,678</u></u></b>

**ALS United Mid Atlantic**  
**Formerly known as The ALS Association Greater Philadelphia Chapter**  
**Unaudited Rolling Forecast Revised as of October 31, 2023**  
**for the twelve months ending January 31, 2024**

	Actual YTD		Forecast			Annual	
	Oct-2023	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance
<b>Events</b>							
Special Events	\$ 661,334	\$ 157,629	\$ 88,023	\$ 8,016	\$ 915,002	\$ 1,142,500	\$ (227,498)
Walks	668,968	205,000	3,834	8,097	885,899	1,075,000	(189,101)
<b>Total Events</b>	<b>1,330,302</b>	<b>362,629</b>	<b>91,857</b>	<b>16,113</b>	<b>1,800,901</b>	<b>2,217,500</b>	<b>(416,599)</b>
<b>Annual Giving</b>							
Contributions	222,286	29,577	82,070	45,746	379,680	400,000	(20,320)
Grants	470,250	126,917	60,842	7,654	665,662	750,000	(84,338)
Appeals	162,703	35,085	52,508	58,340	308,636	263,540	45,096
Memorials and Tributes	172,053	40,356	26,476	17,160	256,046	250,000	6,046
Workplace Giving	42,228	10,522	6,908	5,452	65,111	75,000	(9,889)
<b>Total Annual Giving</b>	<b>1,069,520</b>	<b>242,458</b>	<b>228,804</b>	<b>134,352</b>	<b>1,675,135</b>	<b>1,738,540</b>	<b>(63,405)</b>
<b>Development</b>							
Major Gifts	168,375	295,000	100,000	100,000	663,375	1,000,000	(336,625)
Bequests	130,000	28,000	-	75,000	233,000	250,000	(17,000)
<b>Total Development</b>	<b>298,375</b>	<b>323,000</b>	<b>100,000</b>	<b>175,000</b>	<b>896,375</b>	<b>1,250,000</b>	<b>(353,625)</b>
<b>Government Funding</b>	<b>1,145,590</b>	<b>55,415</b>	<b>55,415</b>	<b>55,080</b>	<b>1,311,499</b>	<b>1,397,919</b>	<b>(86,420)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>3,843,787</b>	<b>983,501</b>	<b>476,076</b>	<b>380,546</b>	<b>5,683,910</b>	<b>6,603,959</b>	<b>(920,049)</b>
<b>Other Revenue</b>							
Miscellaneous Revenue	367,500	-	-	-	367,500	-	367,500
Unrealized (Loss) Gain	(4,238)	-	-	-	(4,238)	-	(4,238)
Interest Income	76,072	2,771	4,008	3,448	86,299	19,000	67,299
<b>Total Other Revenue</b>	<b>439,334</b>	<b>2,771</b>	<b>4,008</b>	<b>3,448</b>	<b>449,561</b>	<b>19,000</b>	<b>430,561</b>
<b>TOTAL REVENUE</b>	<b>4,283,121</b>	<b>986,272</b>	<b>480,084</b>	<b>383,993</b>	<b>6,133,471</b>	<b>6,622,959</b>	<b>(489,489)</b>
<b>EXPENSES</b>							
<b>Care Services</b>							
Salaries and Benefits	1,304,923	133,318	133,318	133,318	1,704,878	1,599,818	105,059
ALS Clinic Centers	220,360	30,080	23,692	23,731	297,863	298,933	(1,070)
Abrams Program	401,582	72,772	62,882	57,755	594,991	750,000	(155,009)
Other Service Expenses	175,376	17,885	25,262	10,467	228,990	217,400	11,590
Allocated Overhead	118,800	19,364	19,364	19,364	176,893	232,371	(55,478)
<b>Total Care Services</b>	<b>2,221,040</b>	<b>273,420</b>	<b>264,519</b>	<b>244,636</b>	<b>3,003,615</b>	<b>3,098,522</b>	<b>(94,907)</b>
<b>Research</b>							
Research Payments to NTL	51,770	5,755	17,562	9,717	84,804	359,867	(275,063)
Research Payments-Board Designated	76,902	-	-	-	76,902	-	76,902
Research Coordinators	95,180	10,882	10,882	10,882	127,825	135,000	(7,175)
Other Research Expense	45,038	5,935	660	5,008	56,641	48,226	8,415
Allocated Overhead	88,000	14,344	14,344	14,344	131,032	172,127	(41,095)
<b>Total Research</b>	<b>356,889</b>	<b>36,916</b>	<b>43,447</b>	<b>39,950</b>	<b>477,203</b>	<b>715,220</b>	<b>(238,016)</b>
<b>Education</b>							
Education	495,565	97,468	69,662	59,790	722,486	857,484	(134,998)
Allocated Overhead	35,200	5,738	5,738	5,738	52,413	68,851	(16,438)
<b>Total Education</b>	<b>530,766</b>	<b>103,206</b>	<b>75,400</b>	<b>65,527</b>	<b>774,899</b>	<b>926,335</b>	<b>(151,436)</b>
<b>Development</b>							
Fundraising	478,912	69,655	72,726	60,908	682,201	738,410	(56,209)
Events	153,463	43,422	1,099	11,692	209,676	160,300	49,376
Allocated Overhead	44,000	7,172	7,172	7,172	65,516	86,063	(20,547)
<b>Total Development</b>	<b>676,375</b>	<b>120,249</b>	<b>80,997</b>	<b>79,772</b>	<b>957,393</b>	<b>984,773</b>	<b>(27,380)</b>
<b>Administrative &amp; Board</b>	<b>641,834</b>	<b>184,284</b>	<b>184,284</b>	<b>184,284</b>	<b>1,194,687</b>	<b>1,255,413</b>	<b>(60,726)</b>
<b>TOTAL EXPENSES</b>	<b>4,426,904</b>	<b>718,076</b>	<b>648,647</b>	<b>614,170</b>	<b>6,407,797</b>	<b>6,980,263</b>	<b>(572,466)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (143,783)</b>	<b>\$ 268,196</b>	<b>\$ (168,562)</b>	<b>\$ (230,176)</b>	<b>\$ (274,326)</b>	<b>\$ (357,304)</b>	<b>\$ 82,977</b>
Cash Activity	728,426	(44,384)	104,798	81,630			
<b>Cash and Cash Equivalents Beginning</b>	<b>216,035</b>	<b>800,678</b>	<b>1,024,490</b>	<b>960,725</b>			
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 800,678</b>	<b>\$ 1,024,490</b>	<b>\$ 960,725</b>	<b>\$ 812,179</b>			