

MONTHLY FINANCIAL SUMMARY

ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER
 Prepared by Angelo DeSantis, YPTC, on December 27, 2023

Fiscal Year 2024/For the 10 Months Ended November 30, 2023

HIGHLIGHTS

\$208K for Walks and \$215K for Special Events were raised in November, which surpasses October as the highest amounts raised in a month.

\$311K in Major Gifts was received in November. Oliver Goetz donated \$284K of the Major Gifts.

Through November, Revenue from Operations is \$289K less than this time last year. Total Events are less than this time last year.

Total revenue generated through November was \$5.4M of which \$3.3M was generated by Development.

Total expenses incurred through November amounted to \$5.1M, with the highest program expenses going to Care Services at \$2.3M, followed by Education at \$560K, and Research at \$372K.

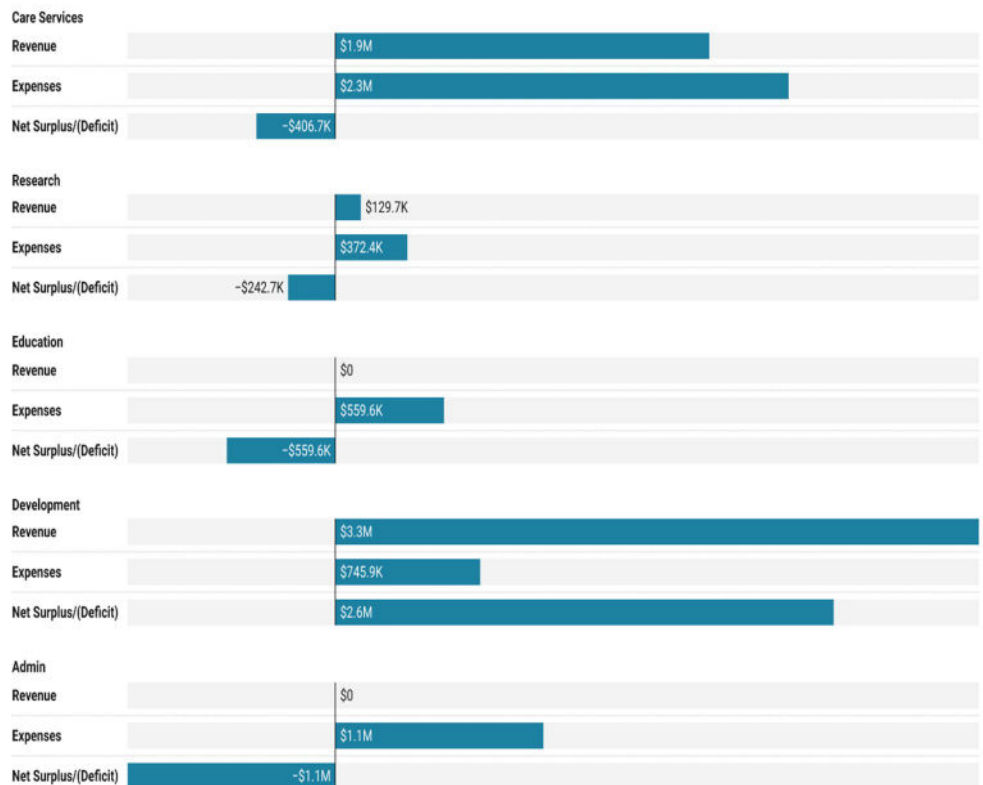


Chart: Angelo DeSantis /YPTC • Source: Financial Edge • Created with Datawrapper

EXECUTIVE SUMMARY

Through November, there is a \$288K Surplus compared to an expected (\$188K) Deficit and a (\$56K) Deficit this time last year. Revenue from Operations is 6% less than this time last year. Total Events continue to be less than expected and less than this time last year. Total Expenses are \$87K 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 November, there is \$186K in Board Designated Research and \$78K Research Restricted Funds that can be given to organizations that provide research for the cure to amyotrophic lateral sclerosis.

The Cash and Investment balance of \$3.2M is enough to cover expenses for 6 months. As a rule, 6 months of cash to cover expenses is ideal.

Through November 30, 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 \$763K less and Total Expenses are \$794K less. All line items for Revenue from Operations are less than expected, except for Appeals, and Government Funding. All total program expenses continue to be less than expected. Revenue from Operations is 6% less than this time last year. Through November, there is a \$288K Surplus.

Year to Date, Net Surplus (Deficit) is a favorable \$476K compared to the budget and a favorable \$344K compared to this time last year.

Rolling Forecast



At year end, Revenue from Operations is expected to be \$5.8M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.3M, which is \$635K 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

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. Three listening sessions have been scheduled during January 2025.

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 Ten Months ended November 30, 2023

Year to Date Revenue Line Items Analysis

Through November, Special Events at \$876K, Walks at \$877K, and Government Funding at \$1.3M are the top three revenue line items. These represent 18%, 18%, and 27% of Revenue from Operations, respectively.

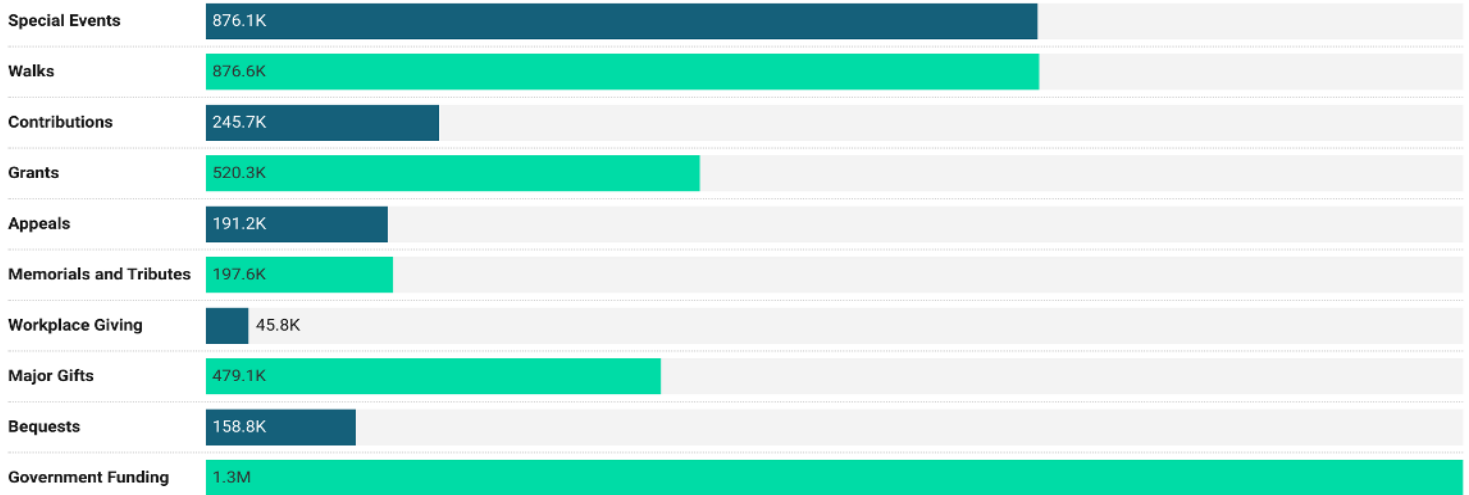


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

Year to Date Revenue Analysis

Through November, the highest total donations are from Total Events, which represents 36% of Revenue from Operations. Annual Giving represents 24% of Revenue from Operations. Government Funding represents 27% of Revenue from Operations.

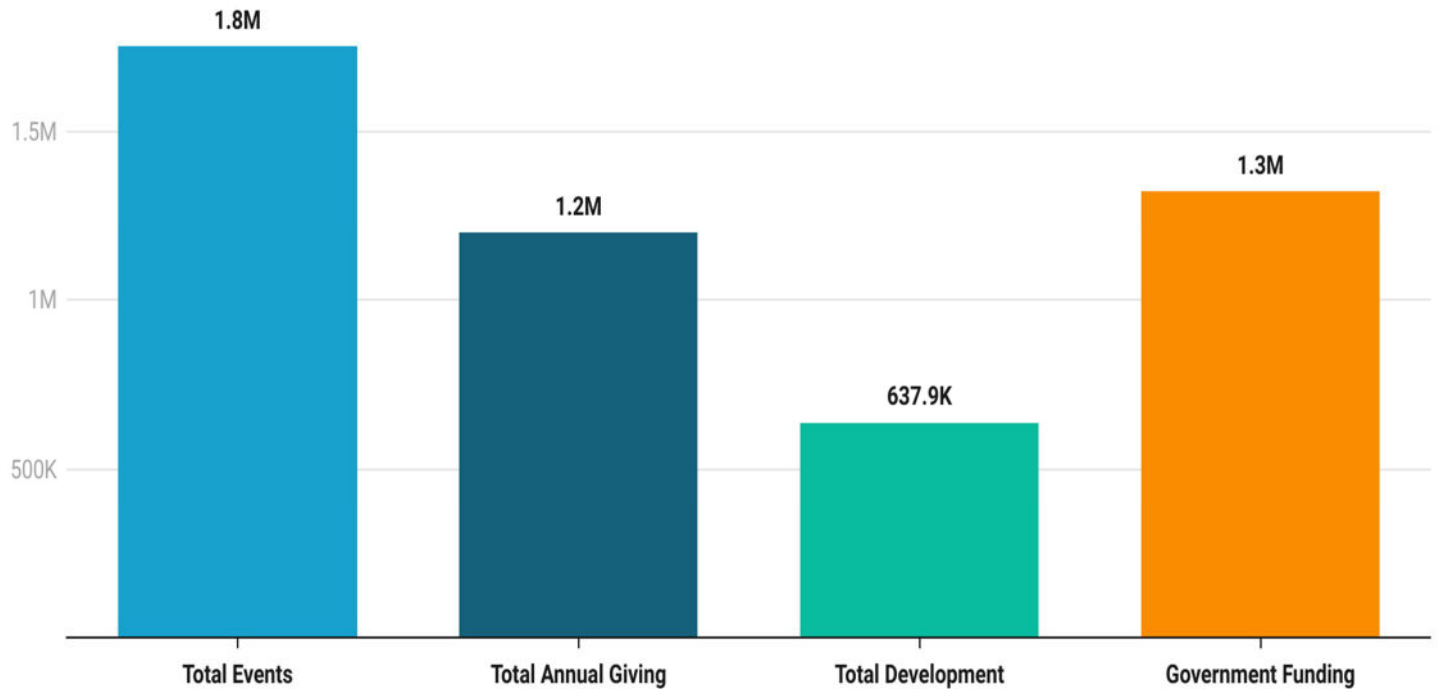


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	2023	2022	Variance
Assets			
Cash and Cash Equivalents	\$ 1,179,240	\$ 982,241	\$ 196,999
Investments	1,986,349	2,691,070	(704,721)
Pledges Receivable	351,969	368,736	(16,767)
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	1,263,604	754,803	508,801
Prepaid Expenses	126,586	141,920	(15,334)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	130,430	156,688	(26,258)
Beneficial Interest in Perpetual Trust	395,904	374,751	21,153
Right of Use Asset-Office Lease	19,679	-	19,679
Right of Use Asset - Office Equipment Lease	23,548	-	23,548
Total Assets	\$ 5,426,524	\$ 5,421,521	\$ 5,004
Liabilities			
Accounts Payable & Other Liabilities	\$ 644,227	\$ 681,451	\$ (37,224)
National - Revenue Sharing	-	249,675	(249,675)
National - Research (Revenue Restricted)	-	68,706	(68,706)
Research (Revenue Restricted)	77,951	-	77,951
Research (Board Designated)	185,645	-	185,645
Right of Use Liability- Office Lease	9,949	-	9,949
Right of Use Liability - Office Equipment Lease	24,282	-	24,282
Total Liabilities	942,054	1,014,194	(72,140)
Net Assets			
Without Donor Restrictions	3,464,000	2,975,577	488,423
With Donor Restrictions	1,020,471	1,431,750	(411,280)
Total Net Assets	4,484,471	4,407,327	77,143
Total Liabilities and Net Assets	\$ 5,426,524	\$ 5,421,521	\$ 5,004

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
REVENUE					
Events					
Special Events	\$ 876,121	\$ 1,074,006	\$ (197,884)	\$ 1,088,615	\$ (212,494)
Walks	876,587	1,063,069	(186,482)	1,090,934	(214,347)
Total Events	1,752,708	2,137,074	(384,366)	2,179,549	(426,841)
Annual Giving					
Contributions	245,711	265,457	(19,746)	345,654	(99,943)
Grants	520,250	677,899	(157,649)	492,200	28,050
Appeals	191,200	146,858	44,342	137,185	54,016
Memorials and Tributes	197,623	204,067	(6,444)	239,004	(41,381)
Workplace Giving	45,784	61,989	(16,205)	67,142	(21,358)
Total Annual Giving	1,200,568	1,356,270	(155,702)	1,281,184	(80,617)
Development					
Major Gifts	479,053	631,540	(152,488)	346,625	132,428
Bequests	158,829	250,000	(91,171)	25,591	133,237
Total Development	637,882	881,540	(243,659)	372,216	265,665
Government Funding	1,322,976	1,302,545	20,432	1,369,814	(46,838)
REVENUE FROM OPERATIONS	4,914,134	5,677,429	(763,296)	5,202,764	(288,630)
Other Revenue					
Miscellaneous Revenue	367,500	-	367,500	-	367,500
Unrealized (Loss) Gain	4,519	-	4,519	(120,922)	125,441
Interest Income	84,175	11,544	72,631	32,091	52,084
Total Other Revenue	456,194	11,544	444,649	(88,831)	545,025
TOTAL REVENUE	5,370,327	5,688,974	(318,646)	5,113,933	256,395
EXPENSES					
Care Services					
Salaries and Benefits	1,437,886	1,333,182	104,704	1,374,222	63,663
ALS Clinic Centers	251,335	251,510	(175)	245,857	5,478
Abrams Program	441,121	629,363	(188,242)	464,002	(22,881)
Other Service Expenses	203,306	181,671	21,635	203,725	(419)
Allocated Overhead	137,117	193,642	(56,526)	154,807	(17,691)
Total Care Services	2,470,765	2,589,368	(118,604)	2,442,614	28,151
Research					
Research Payments to NTL	51,770	332,589	(280,819)	205,339	(153,569)
Research Payments	77,951	-	77,951	-	77,951
Research Payments-Board Designated	85,645	-	85,645	-	85,645
Research Coordinators	107,622	113,237	(5,615)	107,622	-
Other Research Expense	49,392	42,558	6,834	42,152	7,240
Allocated Overhead	101,568	143,439	(41,871)	114,672	(13,104)
Total Research	473,947	631,822	(157,875)	469,785	4,163
Education					
Education	559,566	728,032	(168,466)	561,704	(2,138)
Allocated Overhead	40,627	57,376	(16,748)	45,869	(5,242)
Total Education	600,193	785,408	(185,215)	607,573	(7,380)
Development					
Fundraising	531,287	604,776	(73,489)	522,868	8,419
Events	214,578	147,509	67,069	232,988	(18,409)
Allocated Overhead	50,784	71,719	(20,936)	57,336	(6,552)
Total Development	796,649	824,004	(27,355)	813,192	(16,542)
Administrative & Board	740,789	1,046,177	(305,388)	836,365	(95,576)
TOTAL EXPENSES	5,082,344	5,876,780	(794,436)	5,169,529	(87,185)
NET SURPLUS/(DEFICIT)	\$ 287,984	\$ (187,806)	\$ 475,790	\$ (55,596)	\$ 343,580

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

** Restricted Income: Care Services: \$1,926,934 Research: \$129,721 Education: \$0

ALS United Mid-Atlantic
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Unaudited Statement of Operations with General & Administrative Expenses by Month
for the ten months ended November 30, 2023

	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-23	Total	% of Revenue
REVENUE												
Events												
Special Events	\$ 4,185	\$ 55,673	\$ 74,213	\$ 99,794	\$ 107,882	\$ 19,952	\$ 72,551	\$ 52,718	\$ 174,367	\$ 214,787	\$ 876,121	16.3%
Walks	2,464	23,217	48,662	89,839	50,767	15,898	56,086	183,190	198,846	207,619	876,587	16.3%
Total Events	6,649	78,890	122,874	189,632	158,649	35,849	128,637	235,908	373,213	422,406	1,752,708	32.6%
Annual Giving												
Contributions	32,444	26,992	24,082	23,914	46,885	12,033	18,763	14,903	22,270	23,425	245,711	4.6%
Grants	2,000	-	22,500	-	40,000	165,500	5,000	175,000	60,250	50,000	520,250	9.7%
Appeals	8,061	12,393	32,933	5,870	28,336	44,892	21,903	3,050	5,266	28,497	191,200	3.6%
Memorials and Tributes	9,040	8,874	56,793	9,705	23,355	19,607	13,186	18,850	12,643	25,569	197,623	3.7%
Workplace Giving	6,400	7,859	2,619	2,884	4,689	3,935	5,204	4,467	4,171	3,556	45,784	0.9%
Total Annual Giving	57,944	56,117	138,926	42,373	143,265	245,968	64,056	216,270	104,601	131,048	1,200,568	22.4%
Development												
Major Gifts	40,625	2,750	625	10,112	35,827	1,301	20,393	6,050	50,693	310,678	479,053	8.9%
Bequests	-	-	-	-	130,000	-	-	-	-	28,829	158,829	3.0%
Total Development	40,625	2,750	625	10,112	165,827	1,301	20,393	6,050	50,693	339,507	637,882	11.9%
Government Funding	84,385	101,423	78,998	55,471	153,424	621,586	50,303	65,303	112,083	-	1,322,976	24.6%
REVENUE FROM OPERATIONS	189,603	239,181	341,423	297,588	621,165	904,704	263,389	523,532	640,589	892,960	4,914,134	91.5%
Other Revenue												
Miscellaneous Revenue	-	-	-	-	-	-	-	367,500	-	-	367,500	6.8%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	18,623	2,015	(2,272)	(25,829)	(1,031)	8,756	4,519	0.1%
Interest Income	8,255	8,566	8,407	9,146	9,179	7,873	8,188	8,139	8,319	8,103	84,175	1.6%
Total Other Revenue	5,173	(182)	27,540	6,099	27,802	9,888	5,916	349,810	7,289	16,859	456,194	8.5%
TOTAL REVENUE	194,776	238,999	368,963	303,686	648,966	914,592	269,305	873,342	647,878	909,820	5,370,327	100.0%
EXPENSES												
Care Services												
Salaries and Benefits	93,062	154,029	171,065	153,318	139,899	154,666	160,857	112,687	166,632	131,673	1,437,886	26.8%
ALS Clinic Centers	29,526	23,467	22,540	29,512	22,286	22,584	27,641	21,748	23,756	28,275	251,335	4.7%
Abrams Program	58,461	42,855	38,793	48,490	40,183	28,744	38,703	48,938	57,057	38,898	441,121	8.2%
Other Service Expenses	28,947	34,107	13,861	28,029	16,166	8,473	15,689	18,767	13,575	25,692	203,306	3.8%
Total Care Services	209,996	254,457	246,259	259,348	218,535	214,466	242,890	202,139	261,020	224,538	2,333,648	43.5%
Research												
Research Payments to NTL	2,390	8,523	3,301	22,262	15,295	-	-	-	-	-	51,770	1.0%
Research Payments	-	-	-	-	14,390	52,104	1,228	5,305	3,875	1,049	77,951	1.5%
Research Payments-Board Designated	157	4,420	6,112	9,428	8,215	1,488	7,385	13,962	19,348	15,130	85,645	1.6%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	12,442	10,342	10,342	12,442	107,622	2.0%
Other Research Expense	2,747	4,937	5,638	4,954	4,226	5,450	5,469	6,421	5,211	4,339	49,392	0.9%
Total Research	15,636	28,222	25,392	46,986	52,468	69,384	26,525	36,030	38,776	32,960	372,380	6.9%
Education												
Education	31,507	54,540	53,107	79,757	51,360	52,228	67,428	47,984	58,989	62,665	559,566	10.4%
Total Education	31,507	54,540	53,107	79,757	51,360	52,228	67,428	47,984	58,989	62,665	559,566	10.4%
Development												
Fundraising	35,449	53,115	62,897	56,914	47,660	62,444	59,193	39,894	62,616	51,105	531,287	9.9%
Events	3,403	13,961	20,353	4,099	41,026	706	5,850	15,877	49,441	59,863	214,578	4.0%
Total Development	38,852	67,076	83,250	61,013	88,686	63,150	65,042	55,771	112,057	110,968	745,866	13.9%
General & Administration												
Salaries and Benefits	17,269	27,174	33,268	29,183	25,278	28,086	30,920	20,999	22,899	26,381	261,456	4.9%
Staff Development	-	-	-	584	-	-	-	-	-	-	584	0.0%
Office Rent	10,653	10,845	10,637	11,110	10,804	10,637	10,900	10,727	10,746	10,921	107,980	2.0%
Office Expense	1,018	1,361	1,038	1,158	1,180	1,081	1,092	1,395	1,251	1,180	11,754	0.2%
Dues, Books, & Subscriptions	-	433	-	-	101	4	240	704	-	4	1,487	0.0%
Postage	327	3,457	-	1,749	153	1,004	3,220	45	2,994	-	12,949	0.2%
Printing & Copying	60	289	484	1,480	1,620	57	386	228	21	834	5,459	0.1%
IT & Related Expenses	38,152	19,099	28,569	24,504	31,893	24,079	31,464	27,965	39,346	27,144	292,215	5.4%
Insurance	(1,381)	1,685	615	615	615	615	3,849	3,926	3,821	14,975	14,975	0.3%
Telephone	2,586	1,975	2,475	2,472	2,468	2,469	2,477	2,475	2,475	2,534	24,406	0.5%
Meals & Entertainment	104	50	385	847	944	187	-	-	-	301	2,818	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	8,758	26,625	0.5%
Professional Fees	(53,103)	6,035	27,641	17,275	46,386	30,262	1,913	12,129	73,384	83,498	245,421	4.6%
Revenue Sharing	16,412	17,949	36,219	20,808	11,647	-	-	-	-	-	103,035	1.9%
Miscellaneous	-	-	102	(28)	250	665	66	462	444	(88,229)	(86,267)	-1.6%
Depreciation	4,231	4,231	4,295	4,361	4,361	4,361	4,563	4,563	4,563	4,563	44,093	0.8%
Interest Expense	78	78	78	78	78	78	78	78	78	78	777	0.0%
Total General & Administration	37,527	92,664	148,665	119,905	141,042	104,401	90,381	88,257	166,255	81,788	1,070,885	19.9%
TOTAL EXPENSES	333,518	496,959	556,674	567,009	552,090	503,629	492,266	430,181	637,097	512,920	5,082,344	94.6%
NET SURPLUS/(DEFICIT)	\$(138,743)	\$(257,960)	\$(187,711)	\$(263,322)	\$ 96,876	\$ 410,962	\$(222,961)	\$ 443,161	\$ 10,781	\$ 396,900	\$ 287,984	5.4%

(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 ten months ended November 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 ten months ended November 30, 2023
REVENUE						
Events						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 876,121
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	876,587
Total Events	2,888,353	2,957,765	1,343,482	1,874,610	2,262,283	1,752,708
Annual Giving						
Contributions	260,659	418,874	482,917	551,885	520,844	245,711
Grants	465,250	515,916	438,297	624,375	544,550	520,250
Appeals	265,477	210,780	370,388	320,753	246,181	191,200
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	197,623
Workplace Giving	112,629	136,125	101,838	79,146	81,235	45,784
Total Annual Giving	1,387,537	1,490,240	1,653,975	1,899,529	1,685,610	1,200,568
Development						
Major Gifts	246,857	710,520	687,779	509,969	548,856	479,053
Bequests	1,515,412	197,355	394,903	151,541	25,591	158,829
Total Development	1,762,269	907,875	1,082,681	661,510	574,447	637,882
Government Funding						
	384,543	582,070	817,437	1,322,570	1,621,492	1,322,976
REVENUE FROM OPERATIONS	6,422,702	5,937,949	4,897,576	5,758,220	6,143,833	4,914,134
Other Revenue						
Miscellaneous Revenue	-	-	-	-	-	367,500
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	4,519
Interest Income	26,416	57,287	10,696	2,085	52,816	84,175
Total Other Revenue	(14,195)	90,170	37,706	13,880	(28,994)	456,194
TOTAL REVENUE	6,408,507	6,028,119	4,935,282	5,772,100	6,114,838	5,370,327
EXPENSES						
Care Services						
Salaries and Benefits	1,483,299	1,565,690	1,507,009	1,539,303	1,579,609	1,437,886
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	251,335
Abrams Program	607,649	623,034	451,952	362,259	565,071	441,121
Other Service Expenses	256,618	298,724	149,085	184,523	323,781	203,306
Allocated Overhead	282,893	320,125	252,643	211,598	212,207	137,117
Total Care Services	2,916,691	3,097,259	2,644,167	2,597,016	2,972,882	2,470,765
Research						
Research Payments to NTL	250,000	200,463	398,124	218,165	322,181	51,770
Research Payments	-	-	-	-	-	77,951
Research Payments-Board Designated	-	-	-	-	-	85,645
Research Coordinators	132,506	127,997	132,506	134,606	128,306	107,622
Other Research Expense	57,641	39,291	47,911	54,409	48,804	49,392
Allocated Overhead	251,868	159,717	224,936	188,392	195,469	101,568
Total Research	692,016	527,468	803,477	595,572	694,759	473,947
Education						
Education	673,092	718,917	526,297	575,413	670,359	559,566
Allocated Overhead	83,820	94,852	74,857	62,696	62,876	40,627
Total Education	756,913	813,769	601,154	638,108	733,235	600,193
Development						
Fundraising	483,397	522,262	542,522	514,182	648,866	531,287
Events	273,634	339,305	59,663	190,711	253,197	214,578
Allocated Overhead	104,775	118,565	93,571	78,370	78,595	50,784
Total Development	861,806	980,132	695,756	783,262	980,659	796,649
Administrative & Board						
	808,200	914,567	721,778	604,516	999,740	740,789
TOTAL EXPENSES	6,035,625	6,333,195	5,466,332	5,218,475	6,381,275	5,082,344
NET SURPLUS/(DEFICIT)	\$ 372,882	\$ (305,076)	\$ (531,049)	\$ 553,625	\$ (266,437)	\$ 287,984

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

Net Surplus/(Deficit) for Period	\$	287,984
Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities		
Depreciation (Total of Care Services + General & Administrative) Provided (Used) by Operating Activities		44,093
Decrease (Increase) in Pledged Receivables		103,410
(Increase) Decrease in Investments		783,898
(Increase) Decrease in Grant Receivables		(490,454)
Decrease (Increase) in Prepaids		(1,377)
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		98,394
Decrease (Increase) in Right of Use Asset-Office Equipment Lease		9,863
Increase (Decrease) in Accounts Payable		308,331
Increase (Decrease) in Accrued Liabilities		(48,768)
Increase (Decrease) in Accrued National - Revenue Sharing		(145,262)
Increase (Decrease) in Accrued National - Research (Revenue Restricted)		(20,395)
Increase (Decrease) in Accrued - Research (Revenue Restricted)		77,951
Increase (Decrease) in Accrued National - Research		85,645
Increase (Decrease) in Right of Use Liability- Office Lease		(109,659)
Increase (Decrease) in Right of Use Liability- Office Equipment Lease		(9,698)
		981,407
Net Cash Provided (Used) by Operating Activities		981,407
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		963,205
Cash and Cash Equivalents Beginning		216,035
Cash and Cash Equivalents Ending	\$	1,179,240

ALS United Mid-Atlantic
Formerly known as The ALS Association Greater Philadelphia Chapter
Unaudited Rolling Forecast Revised as of November 30, 2023
for the twelve months ending January 31, 2024

	Actual YTD		Forecast		Annual	
	Nov-2023	Dec-2023	Jan-2024	TOTALS	Budget	Variance
Events						
Special Events	\$ 876,121	\$ 88,023	\$ 8,016	\$ 972,161	\$ 1,142,500	\$ (170,339)
Walks	876,587	3,834	8,097	888,518	1,075,000	(186,482)
Total Events	1,752,708	91,857	16,113	1,860,678	2,217,500	(356,822)
Annual Giving						
Contributions	245,711	82,070	45,746	373,527	400,000	(26,473)
Grants	520,250	60,842	7,654	588,746	750,000	(161,254)
Appeals	191,200	52,508	58,340	302,048	263,540	38,508
Memorials and Tributes	197,623	26,476	17,160	241,259	250,000	(8,741)
Workplace Giving	45,784	6,908	5,452	58,144	75,000	(16,856)
Total Annual Giving	1,200,568	228,804	134,352	1,563,724	1,738,540	(174,816)
Development						
Major Gifts	479,053	100,000	100,000	679,053	1,000,000	(320,947)
Bequests	158,829	-	75,000	233,829	250,000	(16,171)
Total Development	637,882	100,000	175,000	912,882	1,250,000	(337,118)
Government Funding	1,322,976	55,415	55,080	1,433,471	1,397,875	35,596
REVENUE FROM OPERATIONS	4,914,134	476,076	380,546	5,770,756	6,603,915	(833,159)
Other Revenue						
Miscellaneous Revenue	367,500	-	-	367,500	-	367,500
Unrealized (Loss) Gain	4,519	-	-	4,519	-	4,519
Interest Income	84,175	4,008	3,448	91,631	19,000	72,631
Total Other Revenue	456,194	4,008	3,448	463,649	19,000	444,649
TOTAL REVENUE	5,370,327	480,084	383,993	6,234,405	6,622,915	(388,510)
EXPENSES						
Care Services						
Salaries and Benefits	1,437,886	133,318	133,318	1,704,522	1,599,818	104,704
ALS Clinic Centers	251,335	23,692	23,731	298,758	298,933	(175)
Abrams Program	441,121	62,882	57,755	561,758	750,000	(188,242)
Other Service Expenses	203,306	25,262	10,467	239,035	217,400	21,635
Allocated Overhead	137,117	19,364	19,364	175,845	232,371	(56,526)
Total Care Services	2,470,765	264,519	244,636	2,979,919	3,098,522	(118,604)
Research						
Research Payments to NTL	51,770	-	-	51,770	359,867	(308,097)
Research Payments	77,951	17,562	9,717	105,229	-	105,229
Research Payments-Board Designated	85,645	-	-	85,645	-	85,645
Research Coordinators	107,622	10,882	10,882	129,385	135,000	(5,615)
Other Research Expense	49,392	660	5,008	55,060	48,226	6,834
Allocated Overhead	101,568	14,344	14,344	130,256	172,127	(41,871)
Total Research	473,947	43,447	39,950	557,345	715,220	(157,875)
Education						
Education	559,566	69,662	59,790	689,018	857,484	(168,466)
Allocated Overhead	40,627	5,738	5,738	52,102	68,851	(16,748)
Total Education	600,193	75,400	65,527	741,120	926,335	(185,215)
Development						
Fundraising	531,287	72,726	60,908	664,921	738,410	(73,489)
Events	214,578	1,099	11,692	227,369	160,300	67,069
Allocated Overhead	50,784	7,172	7,172	65,128	86,063	(20,936)
Total Development	796,649	80,997	79,772	957,418	984,773	(27,355)
Administrative & Board	740,789	184,284	184,284	1,109,358	1,255,413	(146,055)
TOTAL EXPENSES	5,082,344	648,647	614,170	6,345,160	6,980,263	(635,103)
NET SURPLUS/(DEFICIT)	\$ 287,984	\$ (168,562)	\$ (230,176)	\$ (110,755)	\$ (357,348)	\$ 246,593
Cash Activity	675,221	90,075	94,418			
Cash and Cash Equivalents Beginning	216,035	1,179,240	1,100,752			
Cash and Cash Equivalents Ending	\$ 1,179,240	\$ 1,100,752	\$ 964,994			