

# MONTHLY FINANCIAL SUMMARY

## ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER  
 Prepared by Angelo DeSantis, YPTC, on January 30, 2024.

Fiscal Year 2024/For the 11 Months Ended December 31, 2023

### HIGHLIGHTS

**\$240K for Total Annual Giving** was raised in December, which is the 2nd highest year to date amount raised in a month.

**Contributions, Appeals, and Memorials & Tributes** raised in December are the most raised in a month year to date.

**Through December, Revenue from Operations is \$419K less than this time last year.** Total Development revenue is more than this time last year.

**Total revenue generated through December was \$5.7M. Development generated the most revenue.**

Total expenses incurred through December amounted to \$5.6M, with the highest program expenses going to Care Services at \$2.6M, followed by Education at \$593K, and Research at \$459K.

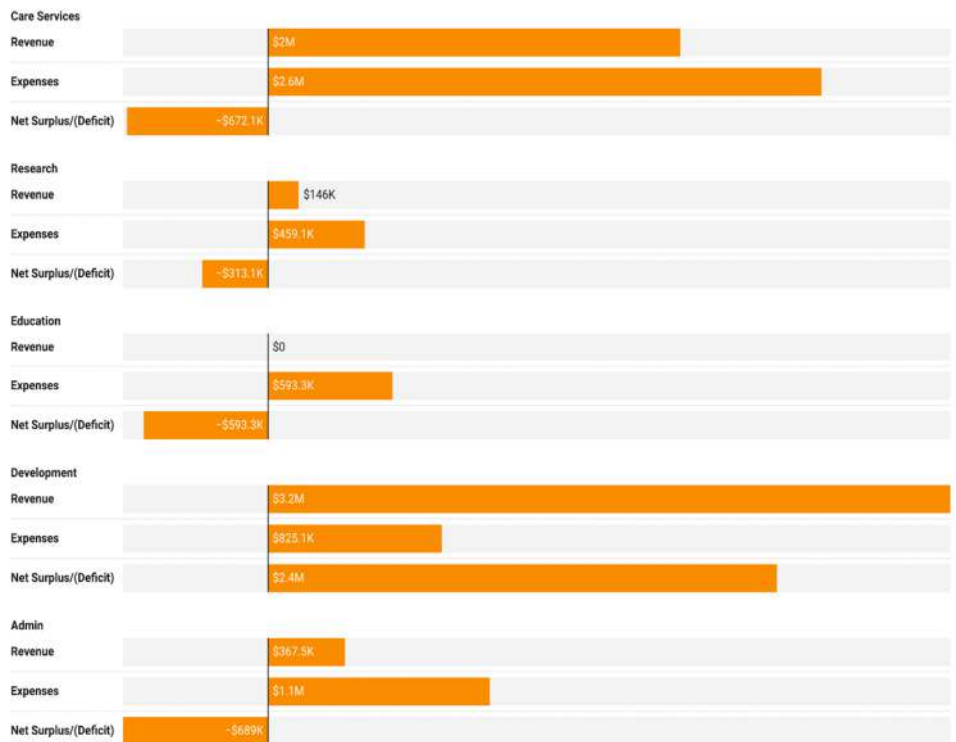


Chart: Angelo DeSantis /YPTC • Source: Financial Edge • Created with Datawrapper

### EXECUTIVE SUMMARY

Through December, there is a \$155K Surplus compared to an expected (\$222K) Deficit and a (\$63K) Deficit this time last year. Revenue from Operations is 7% less than this time last year. Total Events continue to be less than expected and less than this time last year. Total Expenses are \$96K less than this time last year which is a 2% decrease.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Total Liabilities are 15% of Total Assets. Through December, there is \$100K in Board Designated Research, \$94K Research Revenue Restricted Funds, and \$94K Research Event Restricted Funds that can be distributed 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.

## Statements of Operations



Compared to the year-to-date budget, Revenue from Operations is \$986K less and Total Expenses are \$876K less. All line items for Revenue from Operations are less than expected, except for Appeals, and Memorials & Tributes. All total program expenses continue to be less than expected. Revenue from Operations is 7% less than this time last year. Through December, there is a \$155K Surplus.

Year to Date, Net Surplus (Deficit) is a favorable \$377K compared to the budget and a favorable \$244K compared to this time last year.

## Rolling Forecast



At year end, Total Revenue is expected to be \$6.1M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are expected to be \$6.2M, which is \$797K 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

Although the projected deficit will not be as much as budgeted, the cash position should be monitored and forecasted weekly. This will help to determine if the use of the cash reserves will be needed. Year to Date, we have not had to use cash reserves to pay operating expenses.

The FY2025 Budget has been approved.

### 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 Eleven Months ended December 31, 2023

### Year to Date Revenue Line Items Analysis

Through December, Special Events at \$910K, Walks at \$883K, and Government Funding at \$1.3M are the top three revenue line items. These represent 17%, 17%, and 25% of Revenue from Operations, respectively.

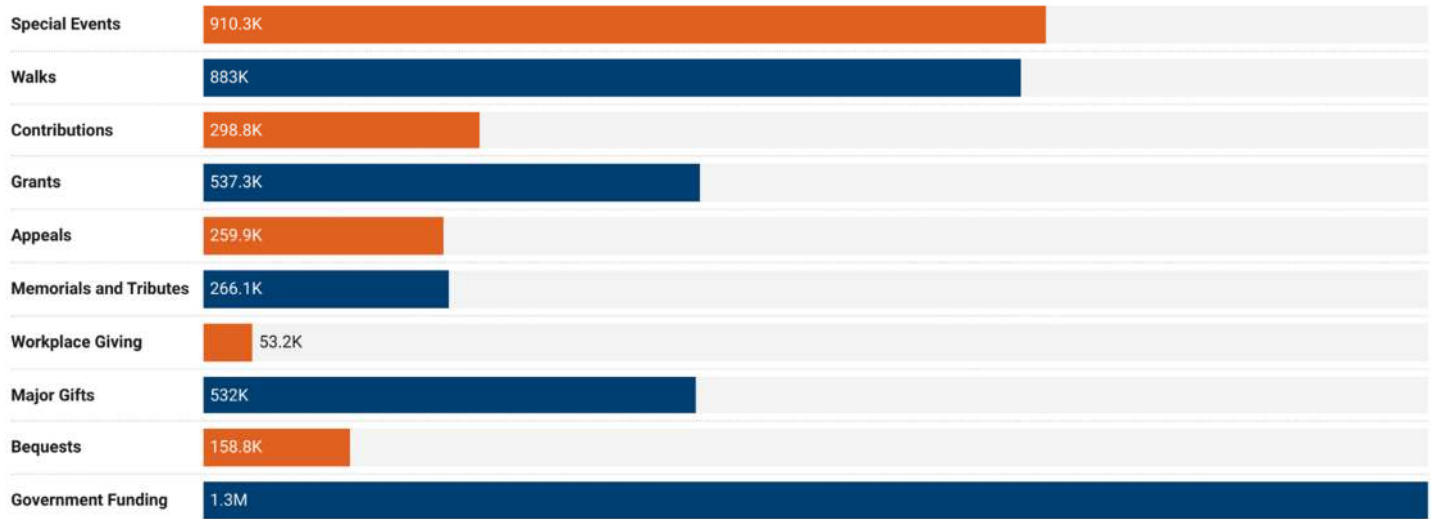


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Analysis

Through December, the highest total donations are from Total Events, which represents 34% of Revenue from Operations. Annual Giving represents 27% of Revenue from Operations. Government Funding represents 25% of Revenue from Operations.

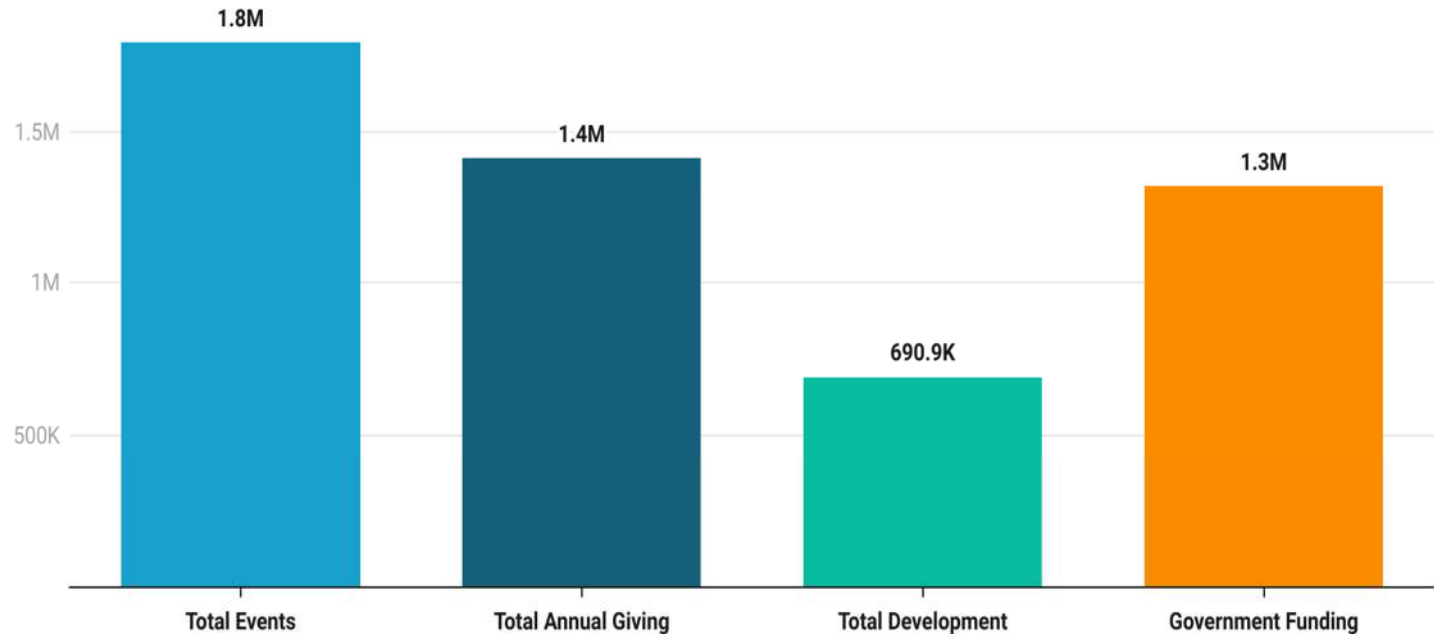


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	<b>2023</b>	<b>2022</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 1,153,071	\$ 498,255	\$ 654,816
Investments	1,999,397	2,757,788	(758,391)
Pledges Receivable	326,969	415,379	(88,410)
Less: Allowance for Uncollectible Pledges	(49,955)	(44,694)	(5,261)
Less: Discount Pledged Receivables	(12,877)	(3,994)	(8,883)
Grants and Other Receivables	973,911	722,979	250,932
Prepaid Expenses	102,647	120,692	(18,044)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	125,867	152,552	(26,685)
Beneficial Interest in Perpetual Trust	428,030	390,871	37,159
Right of Use Asset-Office Lease	9,839	-	9,839
Right of Use Asset - Office Equipment Lease	22,562	-	22,562
<b>Total Assets</b>	<b>\$ 5,091,511</b>	<b>\$ 5,009,828</b>	<b>\$ 81,682</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 430,366	\$ 466,100	\$ (35,734)
National - Revenue Sharing	-	116,130	(116,130)
National - Research (Revenue Restricted)	-	14,396	(14,396)
Research (Revenue Restricted)	94,124	-	94,124
Research (Board Designated)	100,000	-	100,000
Research (Event Restricted)	93,824	-	93,824
Right of Use Liability- Office Lease	(1,190)	-	(1,190)
Right of Use Liability - Office Equipment Lease	23,312	-	23,312
<b>Total Liabilities</b>	<b>740,436</b>	<b>610,010</b>	<b>130,426</b>
<b>Net Assets</b>			
Without Donor Restrictions	3,330,604	2,798,607	531,997
With Donor Restrictions	1,020,471	1,601,211	(580,740)
<b>Total Net Assets</b>	<b>4,351,075</b>	<b>4,399,818</b>	<b>(48,743)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 5,091,511</b>	<b>\$ 5,009,828</b>	<b>\$ 81,682</b>

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 910,300	\$ 1,136,783	\$ (226,483)	\$ 1,152,305	\$ (242,005)
Walks	883,017	1,066,903	(183,886)	1,094,869	(211,852)
<b>Total Events</b>	<b>1,793,317</b>	<b>2,203,686</b>	<b>(410,369)</b>	<b>2,247,174</b>	<b>(453,857)</b>
<b>Annual Giving</b>					
Contributions	298,807	351,846	(53,039)	458,142	(159,336)
Grants	537,250	741,943	(204,693)	538,700	(1,450)
Appeals	259,853	202,130	57,723	188,816	57,723
Memorials and Tributes	266,142	231,937	34,205	271,645	34,205
Workplace Giving	53,245	69,261	(16,015)	75,019	(21,773)
<b>Total Annual Giving</b>	<b>1,415,297</b>	<b>1,597,116</b>	<b>(181,820)</b>	<b>1,532,321</b>	<b>(90,631)</b>
<b>Development</b>					
Major Gifts	532,043	806,975	(274,932)	442,913	89,130
Bequests	158,836	250,000	(91,164)	25,591	133,245
<b>Total Development</b>	<b>690,879</b>	<b>1,056,975</b>	<b>(366,096)</b>	<b>468,504</b>	<b>222,375</b>
<b>Government Funding</b>	<b>1,322,976</b>	<b>1,350,376</b>	<b>(27,400)</b>	<b>1,420,118</b>	<b>(97,141)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,222,469</b>	<b>6,208,154</b>	<b>(985,684)</b>	<b>5,668,118</b>	<b>(419,254)</b>
<b>Other Revenue</b>					
Miscellaneous Revenue	367,500	-	367,500	-	367,500
Unrealized (Loss) Gain	40,419	-	40,419	(109,221)	149,640
Interest Income	93,476	15,552	77,924	43,233	50,244
<b>Total Other Revenue</b>	<b>501,396</b>	<b>15,552</b>	<b>485,843</b>	<b>(65,988)</b>	<b>567,384</b>
<b>TOTAL REVENUE</b>	<b>5,723,865</b>	<b>6,223,706</b>	<b>(499,841)</b>	<b>5,602,130</b>	<b>148,130</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	1,612,573	1,466,500	146,072	1,520,329	92,243
ALS Clinic Centers	274,115	275,202	(1,087)	269,017	5,099
Abrams Program	516,419	692,245	(175,826)	512,223	4,196
Other Service Expenses	232,079	206,933	25,146	226,093	5,986
Allocated Overhead	135,277	213,007	(77,730)	169,616	(34,339)
<b>Total Care Services</b>	<b>2,770,462</b>	<b>2,853,887</b>	<b>(83,425)</b>	<b>2,697,277</b>	<b>73,185</b>
<b>Research</b>					
Research Payments to NTL	51,770	350,150	(298,380)	216,182	(164,412)
Research Payments-Donor Designated	94,124	-	94,124	-	94,124
Research Payments-Event Generated	93,824	-	93,824	-	93,824
Research Coordinators	117,964	124,118	(6,154)	117,964	0.0100
Other Research Expense	101,452	43,218	58,234	42,805	58,646
Allocated Overhead	100,205	157,783	(57,578)	125,641	(25,436)
<b>Total Research</b>	<b>559,339</b>	<b>675,269</b>	<b>(115,930)</b>	<b>502,592</b>	<b>56,747</b>
<b>Education</b>					
Education	593,318	797,694	(204,377)	615,451	(22,133)
Allocated Overhead	40,082	63,113	(23,031)	50,256	(10,174)
<b>Total Education</b>	<b>633,400</b>	<b>860,808</b>	<b>(227,408)</b>	<b>665,708</b>	<b>(32,308)</b>
<b>Development</b>					
Fundraising	600,794	677,502	(76,707)	585,744	15,050
Events	224,328	148,608	75,720	234,723	(10,395)
Allocated Overhead	50,103	78,891	(28,789)	62,821	(12,718)
<b>Total Development</b>	<b>875,225</b>	<b>905,001</b>	<b>(29,776)</b>	<b>883,288</b>	<b>(8,063)</b>
<b>Administrative &amp; Board</b>	<b>730,851</b>	<b>1,150,795</b>	<b>(419,944)</b>	<b>916,369</b>	<b>(185,518)</b>
<b>TOTAL EXPENSES</b>	<b>5,569,277</b>	<b>6,445,760</b>	<b>(876,483)</b>	<b>5,665,235</b>	<b>(95,958)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 154,588</b>	<b>\$ (222,054)</b>	<b>\$ 376,642</b>	<b>\$ (63,105)</b>	<b>\$ 244,087</b>

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

\*\* Restricted Income: Care Services: \$1,963,076 Research: \$ 145,994.18 Education: \$0

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

	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-23	Dec-23	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	\$ 214,787	\$ 34,179	\$ 910,300	15.9%
Walks	2,464	23,217	48,662	89,839	50,767	15,898	56,086	183,190	198,846	207,619	6,430	883,017	15.4%
<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>422,406</b>	<b>40,609</b>	<b>1,793,317</b>	<b>31.3%</b>
<b>Annual Giving</b>													
Contributions	32,444	26,992	24,082	23,914	46,885	12,033	18,763	14,903	22,270	23,425	53,096	298,807	5.2%
Grants	2,000	-	22,500	-	40,000	165,500	5,000	175,000	60,250	50,000	17,000	537,250	9.4%
Appeals	8,061	12,393	32,933	5,870	28,336	44,892	21,903	3,050	5,266	28,497	68,652	259,853	4.5%
Memorials and Tributes	9,040	8,874	31,793	9,705	23,355	19,607	13,186	18,850	12,643	25,569	93,519	266,142	4.6%
Workplace Giving	6,400	7,859	2,619	2,884	4,689	3,935	5,204	4,467	4,171	3,556	7,462	53,245	0.9%
<b>Total Annual Giving</b>	<b>57,944</b>	<b>56,117</b>	<b>113,926</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>131,048</b>	<b>239,729</b>	<b>1,415,297</b>	<b>24.7%</b>
<b>Development</b>													
Major Gifts	40,625	2,750	25,625	10,112	35,827	1,301	20,393	6,050	50,693	310,678	27,990	532,043	9.3%
Bequests	-	-	-	-	130,000	-	-	-	-	28,829	7	158,836	2.8%
<b>Total Development</b>	<b>40,625</b>	<b>2,750</b>	<b>25,625</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>339,507</b>	<b>27,997</b>	<b>690,879</b>	<b>12.1%</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>65,303</b>	<b>112,083</b>	<b>-</b>	<b>-</b>	<b>1,322,976</b>	<b>23.1%</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>523,532</b>	<b>640,589</b>	<b>892,960</b>	<b>308,336</b>	<b>5,222,469</b>	<b>91.2%</b>
<b>Other Revenue</b>													
Miscellaneous Revenue	-	-	-	-	-	-	-	367,500	-	-	-	367,500	6.4%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	18,623	2,015	(2,272)	(25,829)	(1,031)	8,756	35,901	40,420	0.7%
Interest Income	8,255	8,566	8,407	9,146	9,179	7,873	8,188	8,139	8,319	8,076	9,328	93,476	1.6%
<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>16,833</b>	<b>45,229</b>	<b>501,396</b>	<b>8.8%</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>873,342</b>	<b>647,878</b>	<b>909,793</b>	<b>353,565</b>	<b>5,723,865</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	166,038	132,404	174,549	1,612,573	28.2%
ALS Clinic Centers	29,526	23,467	22,540	29,512	22,286	22,584	27,641	21,748	23,756	28,275	22,780	274,115	4.8%
Abrams Program	58,461	42,855	38,793	48,490	40,183	28,744	38,703	48,938	60,117	47,896	63,239	516,419	9.0%
Other Service Expenses	28,947	34,107	13,861	28,029	16,166	8,473	15,689	18,767	13,575	27,282	27,183	232,079	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>214,466</b>	<b>242,890</b>	<b>202,139</b>	<b>263,486</b>	<b>235,858</b>	<b>287,751</b>	<b>2,635,185</b>	<b>46.0%</b>
<b>Research</b>													
Research Payments to NTL	2,390	8,523	3,301	22,262	15,295	-	-	-	-	-	-	51,770	0.9%
Research Payments-Donor Designated	-	-	-	-	14,390	52,104	1,228	5,305	3,875	1,049	16,173	94,124	1.6%
Research Payments-Event Generated	157	4,420	6,112	9,428	8,215	1,488	7,385	13,962	19,348	15,130	8,179	93,824	1.6%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	12,442	10,342	10,342	12,442	10,342	117,964	2.1%
Other Research Expense	2,747	4,937	5,638	4,954	4,226	5,450	5,469	6,421	5,204	4,347	52,060	101,452	1.8%
<b>Total Research</b>	<b>15,636</b>	<b>28,222</b>	<b>25,392</b>	<b>46,986</b>	<b>52,468</b>	<b>69,384</b>	<b>26,525</b>	<b>36,030</b>	<b>38,768</b>	<b>32,968</b>	<b>86,754</b>	<b>459,134</b>	<b>8.0%</b>
<b>Education</b>													
Education	31,507	54,540	53,107	79,757	51,360	52,228	67,428	47,984	58,800	76,140	20,467	593,318	10.4%
<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>58,800</b>	<b>76,140</b>	<b>20,467</b>	<b>593,318</b>	<b>10.4%</b>
<b>Development</b>													
Fundraising	35,449	53,115	62,897	56,914	47,660	62,444	59,193	39,894	62,396	51,525	69,307	600,794	10.5%
Events	3,403	13,961	20,353	4,099	41,026	706	5,850	15,877	49,441	59,863	9,750	224,328	3.9%
<b>Total Development</b>	<b>38,852</b>	<b>67,076</b>	<b>83,250</b>	<b>61,013</b>	<b>88,686</b>	<b>63,150</b>	<b>65,042</b>	<b>55,771</b>	<b>111,837</b>	<b>111,388</b>	<b>79,057</b>	<b>825,123</b>	<b>14.4%</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	22,700	26,581	34,895	296,351	5.2%
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	11,891	119,872	2.1%
Office Expense	1,018	1,361	1,038	1,158	1,180	1,081	1,092	1,395	1,251	1,180	1,138	12,892	0.2%
Dues, Books, & Subscriptions	-	433	-	-	101	4	240	704	-	4	4	1,491	0.0%
Postage	327	3,457	-	1,749	153	1,004	3,220	45	2,994	-	230	13,179	0.2%
Printing & Copying	60	289	484	1,480	1,620	57	386	228	21	834	4,533	9,992	0.2%
IT & Related Expenses	38,152	19,099	28,569	24,504	31,893	24,079	31,464	27,965	39,346	27,144	23,359	315,574	5.5%
Insurance	(1,381)	1,685	615	615	615	615	615	3,849	3,926	3,821	3,821	18,796	0.3%
Telephone	2,586	1,975	2,475	2,472	2,468	2,469	2,477	2,475	2,475	2,534	1,079	25,485	0.4%
Meals & Entertainment	104	50	385	847	944	187	-	-	-	301	2,783	5,601	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	3,399	30,024	0.5%
Professional Fees	(53,103)	6,035	27,641	17,275	46,386	30,262	1,913	12,129	73,384	83,498	(106,668)	138,753	2.4%
Revenue Sharing	16,412	17,949	36,219	20,808	11,647	-	-	-	-	-	-	103,035	1.8%
Miscellaneous	-	-	102	28	250	665	74	462	444	(88,229)	463	(85,740)	-1.5%
Depreciation	4,231	4,231	4,295	4,361	4,361	4,361	4,563	4,563	4,563	4,563	4,563	48,656	0.9%
Interest Expense	78	78	78	78	78	78	78	78	78	78	78	854	0.0%
<b>Total General &amp; Administration</b>	<b>37,527</b>	<b>92,664</b>	<b>148,665</b>	<b>119,962</b>	<b>141,042</b>	<b>104,401</b>	<b>90,389</b>	<b>88,257</b>	<b>166,056</b>	<b>81,988</b>	<b>(14,432)</b>	<b>1,056,518</b>	<b>18.5%</b>
<b>TOTAL EXPENSES</b>	<b>333,518</b>	<b>496,959</b>	<b>556,674</b>	<b>567,065</b>	<b>552,090</b>	<b>503,629</b>	<b>492,274</b>	<b>430,181</b>	<b>638,947</b>	<b>538,342</b>	<b>459,597</b>	<b>5,569,277</b>	<b>97.3%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(138,743)</b>	<b>\$(257,960)</b>	<b>\$(187,711)</b>	<b>\$(263,379)</b>	<b>\$ 96,876</b>	<b>\$ 410,962</b>	<b>\$(222,969)</b>	<b>\$ 443,161</b>	<b>\$ 8,931</b>	<b>\$ 371,451</b>	<b>\$(106,032)</b>	<b>\$ 154,588</b>	<b>2.7%</b>

(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 eleven months ended December 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 eleven months ended December 31, 2023
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 910,300
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	883,017
<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>1,793,317</b>
<b>Annual Giving</b>						
Contributions	260,659	418,874	482,917	551,885	520,844	298,807
Grants	465,250	515,916	438,297	624,375	544,550	537,250
Appeals	265,477	210,780	370,388	320,753	246,181	259,853
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	266,142
Workplace Giving	112,629	136,125	101,838	79,146	81,235	53,245
<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>1,415,297</b>
<b>Development</b>						
Major Gifts	246,857	710,520	687,779	509,969	548,856	532,043
Bequests	1,515,412	197,355	394,903	151,541	25,591	158,836
<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>690,879</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>1,322,976</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>5,222,469</b>
<b>Other Revenue</b>						
Miscellaneous Revenue	-	-	-	-	-	367,500
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	40,419
Interest Income	26,416	57,287	10,696	2,085	52,816	93,476
<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>501,396</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>5,723,865</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	1,612,573
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	274,115
Abrams Program	607,649	623,034	451,952	362,259	565,071	516,419
Other Service Expenses	256,618	298,724	149,085	184,523	323,781	232,079
Allocated Overhead	282,893	320,125	252,643	211,598	212,207	135,277
<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>2,770,462</b>
<b>Research</b>						
Research Payments to NTL	250,000	200,463	398,124	218,165	322,181	51,770
Research Payments-Donor Designated	-	-	-	-	-	94,124
Research Payments-Event Generated	-	-	-	-	-	93,824
Research Coordinators	132,506	127,997	132,506	134,606	128,306	117,964
Other Research Expense	57,641	39,291	47,911	54,409	48,804	101,452
Allocated Overhead	251,868	159,717	224,936	188,392	195,469	100,205
<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>559,339</b>
<b>Education</b>						
Education	673,092	718,917	526,297	575,413	670,359	593,318
Allocated Overhead	83,820	94,852	74,857	62,696	62,876	40,082
<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>633,400</b>
<b>Development</b>						
Fundraising	483,397	522,262	542,522	514,182	648,866	600,794
Events	273,634	339,305	59,663	190,711	253,197	224,328
Allocated Overhead	104,775	118,565	93,571	78,370	78,595	50,103
<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>875,225</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>730,851</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>5,569,277</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>\$ 154,588</b>



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

<b>Net Surplus/(Deficit) for Period</b>	<b>\$</b>	<b>154,588</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>		48,656
Decrease (Increase) in Pledged Receivables		128,410
(Increase) Decrease in Investments		770,850
(Increase) Decrease in Grant Receivables		(200,761)
Decrease (Increase) in Prepaids		22,562
Decrease (Increase) in Security Deposits		(12,047)
Decrease (Increase) in Beneficial Interest in Perpetual Trust		(12,630)
Decrease (Increase) in Right of Use Asset-Office Lease		108,234
Decrease (Increase) in Right of Use Asset-Office Equipment Lease		10,849
Increase (Decrease) in Accounts Payable		48,894
Increase (Decrease) in Accrued Liabilities		(3,192)
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)		94,124
Increase (Decrease) in Accrued - Research (Event Restricted)		93,824
Increase (Decrease) in Right of Use Liability- Office Lease		(120,798)
Increase (Decrease) in Right of Use Liability- Office Equipment Lease		(10,668)
		<u>955,239</u>
<b>Net Cash Provided (Used) by Operating Activities</b>		<b>955,239</b>
<b>Cash Provided (Used) by Investing Activities</b>		
Purchase of Property & Equipment		(18,203)
		<u>(18,203)</u>
<b>Net Cash Provided (Used) by Investing Activities</b>		<b>(18,203)</b>
<b>Net Surplus/(Deficit) in Cash</b>		<b>937,036</b>
<b>Cash and Cash Equivalents Beginning</b>		<b>216,035</b>
<b>Cash and Cash Equivalents Ending</b>	<b>\$</b>	<b><u>1,153,071</u></b>

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

	Actual YTD		Forecast		Annual	
	Dec-2023	Jan-2024	TOTALS	Budget	Variance	
<b>Events</b>						
Special Events	\$ 910,300	\$ 8,016	\$ 918,316	\$ 1,142,500	\$ (224,184)	
Walks	883,017	8,097	891,114	1,075,000	(183,886)	
<b>Total Events</b>	<b>1,793,317</b>	<b>16,113</b>	<b>1,809,430</b>	<b>2,217,500</b>	<b>(408,070)</b>	
<b>Annual Giving</b>						
Contributions	298,807	45,746	344,553	400,000	(55,447)	
Grants	537,250	7,654	544,904	750,000	(205,096)	
Appeals	259,853	58,340	318,193	263,540	54,653	
Memorials and Tributes	266,142	17,160	283,302	250,000	33,302	
Workplace Giving	53,245	5,452	58,698	75,000	(16,302)	
<b>Total Annual Giving</b>	<b>1,415,297</b>	<b>134,352</b>	<b>1,549,649</b>	<b>1,738,540</b>	<b>(188,891)</b>	
<b>Development</b>						
Major Gifts	532,043	100,000	632,043	1,000,000	(367,957)	
Bequests	158,836	75,000	233,836	250,000	(16,164)	
<b>Total Development</b>	<b>690,879</b>	<b>175,000</b>	<b>865,879</b>	<b>1,250,000</b>	<b>(384,121)</b>	
<b>Government Funding</b>	<b>1,322,976</b>	<b>55,080</b>	<b>1,378,057</b>	<b>1,397,875</b>	<b>(19,818)</b>	
<b>REVENUE FROM OPERATIONS</b>	<b>5,222,469</b>	<b>380,546</b>	<b>5,603,015</b>	<b>6,603,915</b>	<b>(1,000,900)</b>	
<b>Other Revenue</b>						
Miscellaneous Revenue	367,500	-	367,500	-	367,500	
Unrealized (Loss) Gain	40,419	-	40,419	-	40,419	
Interest Income	93,476	3,448	96,924	19,000	77,924	
<b>Total Other Revenue</b>	<b>501,396</b>	<b>3,448</b>	<b>504,843</b>	<b>19,000</b>	<b>485,843</b>	
<b>TOTAL REVENUE</b>	<b>5,723,865</b>	<b>383,993</b>	<b>6,107,859</b>	<b>6,622,915</b>	<b>(515,056)</b>	
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,612,573	133,318	1,745,891	1,599,818	146,072	
ALS Clinic Centers	274,115	23,731	297,846	298,933	(1,087)	
Abrams Program	516,419	57,755	574,174	750,000	(175,826)	
Other Service Expenses	232,079	10,467	242,546	217,400	25,146	
Allocated Overhead	135,277	19,364	154,641	232,371	(77,730)	
<b>Total Care Services</b>	<b>2,770,462</b>	<b>244,636</b>	<b>3,015,098</b>	<b>3,098,522</b>	<b>(83,425)</b>	
<b>Research</b>						
Research Payments to NTL	51,770	-	51,770	359,867	(308,097)	
Research Payments-Donor Designated	94,124	9,717	103,841	-	103,841	
Research Payments-Event Generated	93,824	-	93,824	-	93,824	
Research Coordinators	117,964	10,882	128,846	135,000	(6,154)	
Other Research Expense	101,452	5,008	106,460	48,226	58,234	
Allocated Overhead	100,205	14,344	114,549	172,127	(57,578)	
<b>Total Research</b>	<b>559,339</b>	<b>39,950</b>	<b>599,289</b>	<b>715,220</b>	<b>(115,930)</b>	
<b>Education</b>						
Education	593,318	59,790	653,108	857,484	(204,377)	
Allocated Overhead	40,082	5,738	45,820	68,851	(23,031)	
<b>Total Education</b>	<b>633,400</b>	<b>65,527</b>	<b>698,927</b>	<b>926,335</b>	<b>(227,408)</b>	
<b>Development</b>						
Fundraising	600,794	60,908	661,703	738,410	(76,707)	
Events	224,328	11,692	236,020	160,300	75,720	
Allocated Overhead	50,103	7,172	57,275	86,063	(28,789)	
<b>Total Development</b>	<b>875,225</b>	<b>79,772</b>	<b>954,998</b>	<b>984,773</b>	<b>(29,776)</b>	
<b>Administrative &amp; Board</b>	<b>730,851</b>	<b>184,284</b>	<b>915,135</b>	<b>1,255,413</b>	<b>(340,277)</b>	
<b>TOTAL EXPENSES</b>	<b>5,569,277</b>	<b>614,170</b>	<b>6,183,447</b>	<b>6,980,263</b>	<b>(796,816)</b>	
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 154,588</b>	<b>\$ (230,176)</b>	<b>\$ (75,589)</b>	<b>\$ (357,348)</b>	<b>\$ 281,759</b>	
Cash Activity	782,448	227,435				
<b>Cash and Cash Equivalents Beginning</b>	<b>216,035</b>	<b>1,153,071</b>				
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 1,153,071</b>	<b>\$ 1,150,330</b>				