

# MONTHLY FINANCIAL SUMMARY

## ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on February 27, 2024.

Fiscal Year 2024/For the 12 Months Ended January 31, 2024

### HIGHLIGHTS

**\$162K for Contributions was raised in January,** which is the highest monthly amount raised for the year.

**Major Gifts and Bequests received for the year are \$270K more than last year.**

**Through January, Revenue from Operations is \$434K less than this time last year.**

This is due to the \$419K decrease in Total Events Revenue compared to last year.

Total revenue generated through January was \$6.2M. Development generated the most revenue.

Total expenses incurred through January amounted to \$6.2M, with the highest program expenses going to Care Services at \$2.9M, followed by Education at \$631K, and Research at \$358K.

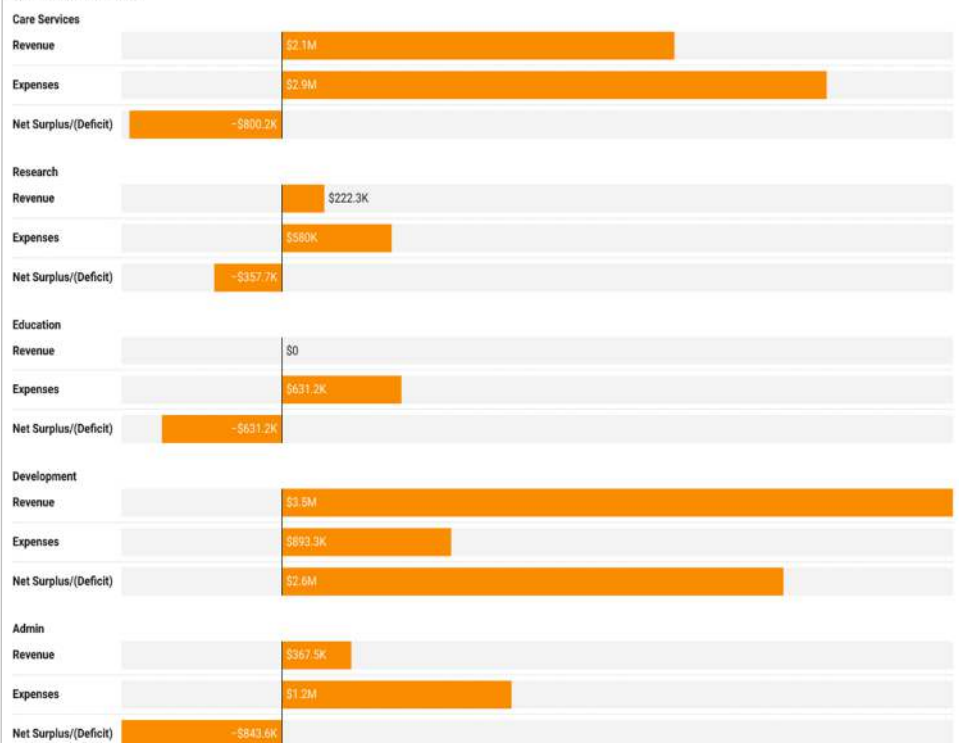


Chart: Angelo DeSantis /YPTC - Source: Financial Edge - Created with Datawrapper

### EXECUTIVE SUMMARY

For the fiscal year, there is a \$9K Surplus compared to an expected (\$357K) Deficit and a (\$266K) Deficit from last year. Revenue from Operations is 7% less than this time last year. For the fiscal year, Total Events is less than expected and less than last year. For the fiscal year, Total Expenses are \$194K less than last year which is a 3% decrease.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Grants and Other Receivables are \$313K more than this time last year due to the outstanding PA DOH invoices. There is a delay with the PA DOH regarding when the invoices can be submitted for payment.

Total Liabilities are 17% of Total Assets. Through January, there is \$100K in Board Designated Research, \$171K Research Revenue Restricted Funds, and \$86K 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 \$2.9M 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 \$919K less and Total Expenses are \$793K less. All line items for Revenue from Operations are less than expected, except for Contributions, Appeals, and Memorials & Tributes. All total program expenses continue to be less than expected. Through January, there is a \$9K Surplus. The surplus should be more once the PA DOH Billing is completed for December and January.

Year to Date, Net Surplus (Deficit) is a favorable \$366K compared to the budget and a favorable \$301K compared to this time last year.

## Rolling Forecast



At year end, Total Revenue is \$6.2M compared to the \$6.6M Budgeted Annual Total Revenue.

Also, Total Expenses are \$6.2M, which is \$793K 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

There is a delay in receiving the documentation from the ALS Association Western Chapter that is necessary for the PA DOH monthly invoicing. This delay has caused a 2-month backlog submitting invoices to PA DOH. I recommend giving the Western Chapter a deadline of the 10<sup>th</sup> of the following month to submit their documentation. This should give us enough time to prepare the monthly invoice by the 15<sup>th</sup> of the following month.

### 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 Twelve Months ended January 31, 2024

### Year to Date Revenue Line Items Analysis

Through January, Special Events at \$950K, Walks at \$893K, and Government Funding at \$1.4M are the top three revenue line items. These represent 17%, 16%, and 24% of Revenue from Operations, respectively.

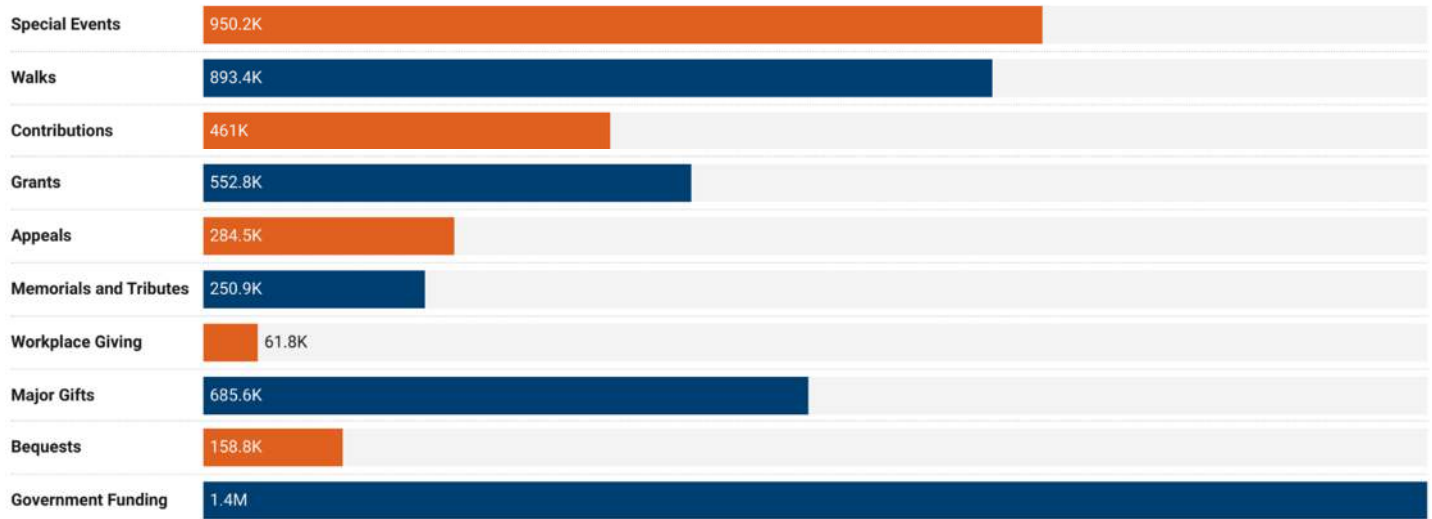


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Analysis

Through January, the highest total donations are from Total Events, which represents 32% of Revenue from Operations. Annual Giving represents 28% of Revenue from Operations. Total Development is 15% of Revenue from Operations. Government Funding represents 24% of Revenue from Operations.

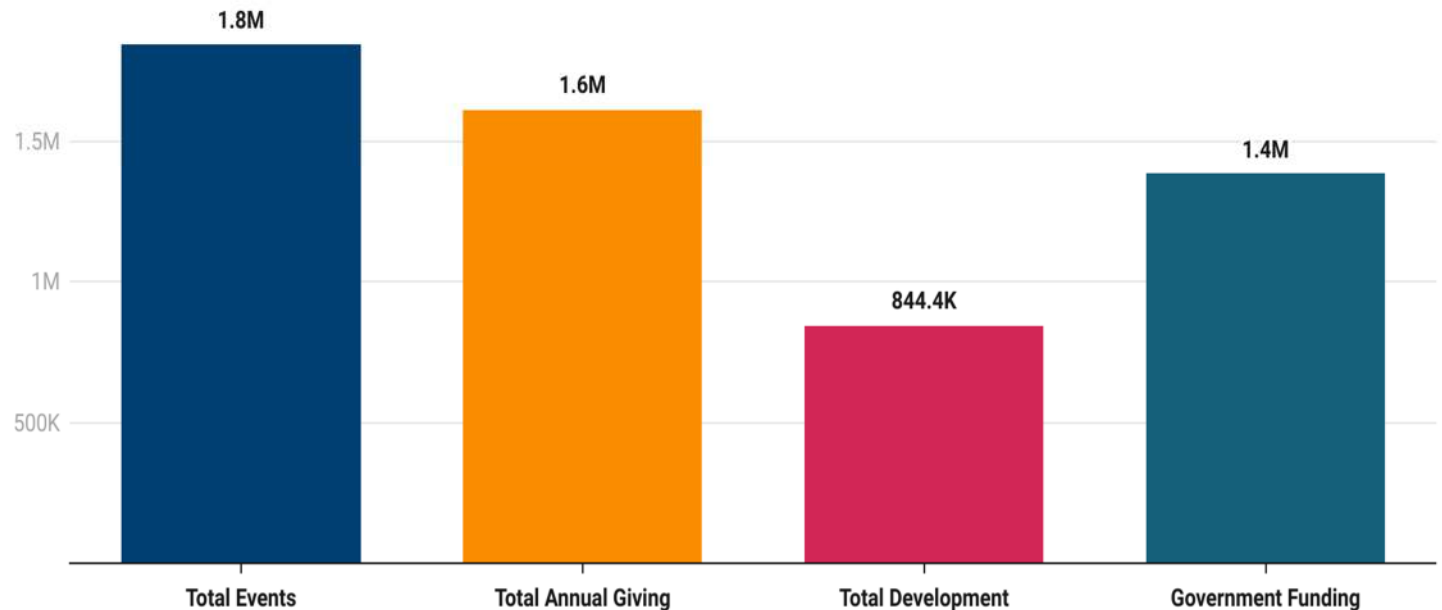


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

**ALS United Mid-Atlantic**  
**Formerly known as The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Financial Position**  
**as of January 31, 2024 and January 31, 2023**

	<b>2024</b>	<b>2023</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 888,294	\$ 216,035	\$672,259
Investments	2,009,596	2,770,248	(760,651)
Pledges Receivable	441,344	455,379	(14,035)
Less: Allowance for Uncollectible Pledges	(48,415)	(49,955)	1,540
Less: Discount Pledged Receivables	(14,678)	(12,877)	(1,801)
Grants and Other Receivables	1,085,662	773,150	312,512
Prepaid Expenses	118,199	125,209	(7,010)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	127,233	156,321	(29,088)
Beneficial Interest in Perpetual Trust	428,021	415,400	12,620
Right of Use Asset-Office Lease	-	118,073	(118,073)
Right of Use Asset - Office Equipment Lease	21,576	33,411	(11,835)
<b>Total Assets</b>	<b>\$ 5,068,879</b>	<b>\$ 5,000,394</b>	<b>\$ 68,485</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 483,510	\$ 384,664	\$ 98,847
National - Revenue Sharing	-	145,262	(145,262)
National - Research (Revenue Restricted)	-	20,395	(20,395)
Research (Revenue Restricted)	170,564	-	170,564
Research (Board Designated)	100,000	100,000	-
Research (Event Restricted)	86,831	-	86,831
Right of Use Liability- Office Lease	-	119,608	(119,608)
Right of Use Liability - Office Equipment Lease	22,342	33,980	(11,638)
<b>Total Liabilities</b>	<b>863,248</b>	<b>803,908</b>	<b>59,340</b>
<b>Net Assets</b>			
Without Donor Restrictions	3,185,161	2,595,276	589,885
With Donor Restrictions	1,020,471	1,601,211	(580,740)
<b>Total Net Assets</b>	<b>4,205,631</b>	<b>4,196,487</b>	<b>9,145</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 5,068,879</b>	<b>\$ 5,000,394</b>	<b>\$ 68,485</b>

**ALS United Mid-Atlantic**  
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**Unaudited Statements of Operations**  
**for the twelve months ended January 31, 2024 and 2023**

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 950,175	\$ 1,142,500	\$ (192,325)	\$ 1,159,105	\$ (208,931)
Walks	893,371	1,075,000	(181,629)	1,103,178	(209,807)
<b>Total Events</b>	<b>1,843,546</b>	<b>2,217,500</b>	<b>(373,954)</b>	<b>2,262,283</b>	<b>(418,738)</b>
<b>Annual Giving</b>					
Contributions	461,013	400,000	61,013	520,844	(59,831)
Grants	552,750	750,000	(197,250)	544,550	8,200
Appeals	284,491	263,540	20,951	246,181	20,951
Memorials and Tributes	250,904	250,000	904	292,801	904
Workplace Giving	61,817	75,000	(13,183)	81,235	(19,418)
<b>Total Annual Giving</b>	<b>1,610,975</b>	<b>1,738,540</b>	<b>(127,565)</b>	<b>1,685,610</b>	<b>(49,194)</b>
<b>Development</b>					
Major Gifts	685,558	1,000,000	(314,442)	548,856	136,702
Bequests	158,836	250,000	(91,164)	25,591	133,245
<b>Total Development</b>	<b>844,394</b>	<b>1,250,000</b>	<b>(405,606)</b>	<b>574,447</b>	<b>269,947</b>
<b>Government Funding</b>	<b>1,385,772</b>	<b>1,397,875</b>	<b>(12,103)</b>	<b>1,621,492</b>	<b>(235,719)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,684,687</b>	<b>6,603,915</b>	<b>(919,228)</b>	<b>6,143,833</b>	<b>(433,704)</b>
<b>Other Revenue</b>					
Miscellaneous Revenue	367,500	-	367,500	-	367,500
Unrealized (Loss) Gain	42,217	-	42,217	(81,811)	124,027
Interest Income	101,896	19,000	82,896	52,816	49,080
<b>Total Other Revenue</b>	<b>511,612</b>	<b>19,000</b>	<b>492,612</b>	<b>(28,994)</b>	<b>540,607</b>
<b>TOTAL REVENUE</b>	<b>6,196,299</b>	<b>6,622,915</b>	<b>(426,616)</b>	<b>6,114,838</b>	<b>106,903</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	1,773,171	1,599,818	173,352	1,659,609	113,562
ALS Clinic Centers	296,621	298,933	(2,312)	292,215	4,407
Abrams Program	557,960	750,000	(192,040)	565,071	(7,111)
Other Service Expenses	243,757	217,400	26,357	243,781	(23)
Allocated Overhead	155,075	232,371	(77,296)	198,320	(43,245)
<b>Total Care Services</b>	<b>3,026,585</b>	<b>3,098,522</b>	<b>(71,938)</b>	<b>2,958,995</b>	<b>67,590</b>
<b>Research</b>					
Research Payments to NTL	51,770	359,867	(308,097)	322,181	(270,411)
Research Payments-Donor Designated	170,564	-	170,564	-	170,564
Research Payments-Event Generated	86,831	-	86,831	-	86,831
Research Coordinators	128,306	135,000	(6,694)	128,306	0.0100
Other Research Expense	142,552	48,226	94,326	48,804	93,748
Allocated Overhead	114,870	172,127	(57,256)	146,904	(32,033)
<b>Total Research</b>	<b>694,893</b>	<b>715,220</b>	<b>(20,327)</b>	<b>646,194</b>	<b>48,699</b>
<b>Education</b>					
Education	631,164	857,484	(226,321)	670,359	(39,195)
Allocated Overhead	45,948	68,851	(22,903)	58,761	(12,813)
<b>Total Education</b>	<b>677,112</b>	<b>926,335</b>	<b>(249,223)</b>	<b>729,121</b>	<b>(52,009)</b>
<b>Development</b>					
Fundraising	651,931	738,410	(86,479)	648,866	3,065
Events	241,388	160,300	81,088	253,197	(11,810)
Allocated Overhead	57,435	86,063	(28,628)	73,452	(16,017)
<b>Total Development</b>	<b>950,754</b>	<b>984,773</b>	<b>(34,019)</b>	<b>975,516</b>	<b>(24,762)</b>
<b>Administrative &amp; Board</b>	<b>837,811</b>	<b>1,255,413</b>	<b>(417,602)</b>	<b>1,071,449</b>	<b>(233,638)</b>
<b>TOTAL EXPENSES</b>	<b>6,187,155</b>	<b>6,980,263</b>	<b>(793,108)</b>	<b>6,381,275</b>	<b>(194,120)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 9,145</b>	<b>\$ (357,348)</b>	<b>\$ 366,493</b>	<b>\$ (266,437)</b>	<b>\$ 301,023</b>

\* Revenue Sharing for the twelve months ended January 31, 2024 allocated across all departments is: \$103,035

\*\* Restricted Income: Care Services: \$2,071,324 Research: \$ 222,334.18 Education: \$0

ALS United Mid-Atlantic  
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Unaudited Statement of Operations with General & Administrative Expenses by Month  
for the twelve months ended January 31, 2024

	Feb-2023	Mar-2023	Apr-2023	May-2023	Jun-2023	Jul-2023	Aug-2023	Sep-2023	Oct-2023	Nov-23	Dec-23	Jan-24	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	\$ 39,874	\$ 950,175	15.3%
Walks	2,464	23,217	48,662	89,839	50,767	15,898	56,086	183,190	198,846	207,619	6,430	10,354	893,371	14.4%
<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>50,229</b>	<b>1,843,546</b>	<b>29.8%</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	53,095	162,206	461,013	7.4%
Grants	2,000	-	22,500	-	40,000	165,500	5,000	175,000	60,250	50,000	17,000	15,500	552,750	8.9%
Appeals	8,061	12,393	32,933	5,870	28,336	44,892	21,903	3,050	5,266	28,497	68,652	24,639	284,491	4.6%
Memorials and Tributes	9,040	8,874	31,793	9,705	23,355	19,607	13,186	18,850	12,643	25,569	43,519	34,762	250,904	4.0%
Workplace Giving	6,400	7,859	2,619	2,884	4,689	3,935	5,204	4,467	4,171	3,556	7,462	8,572	61,817	1.0%
<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>189,728</b>	<b>245,679</b>	<b>1,610,975</b>	<b>26.0%</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	77,990	103,515	685,558	11.1%
Bequests	-	-	-	-	130,000	-	-	-	-	28,829	7	-	158,836	2.6%
<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>77,997</b>	<b>103,515</b>	<b>844,394</b>	<b>13.6%</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>62,796</b>	<b>-</b>	<b>-</b>	<b>1,385,772</b>	<b>22.4%</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>955,756</b>	<b>308,334</b>	<b>399,423</b>	<b>5,684,687</b>	<b>91.7%</b>
<b>Other Revenue</b>														
Miscellaneous Revenue	-	-	-	-	-	-	-	367,500	-	-	-	-	367,500	5.9%
Unrealized (Loss) Gain	(3,082)	(8,748)	19,133	(3,047)	18,623	2,015	(2,272)	(25,829)	(1,031)	8,756	35,900	1,797	42,216	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	8,421	101,897	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>45,228</b>	<b>10,218</b>	<b>511,612</b>	<b>8.3%</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>873,342</b>	<b>647,878</b>	<b>972,589</b>	<b>353,562</b>	<b>409,641</b>	<b>6,196,299</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	175,148	159,999	1,773,171	28.6%
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	22,506	296,621	4.8%
Abrams Program	58,461	42,855	38,793	48,490	40,183	28,744	38,703	48,938	60,117	48,496	68,647	35,534	557,960	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	11,679	243,757	3.9%
<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>236,458</b>	<b>293,758</b>	<b>229,718</b>	<b>2,871,510</b>	<b>46.3%</b>
<b>Research</b>														
Research Payments to NTL	2,390	8,523	3,301	22,262	15,295	-	-	-	-	-	-	-	51,770	0.8%
Research Payments-Donor Designated	-	-	-	-	14,390	52,104	1,228	5,305	3,875	1,049	66,273	26,340	170,564	2.8%
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	(6,993)	86,831	1.4%
Research Coordinators	10,342	10,342	10,342	10,342	10,342	10,342	12,442	10,342	10,342	12,442	10,342	10,342	128,306	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	52,067	41,093	142,552	2.3%
<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>136,861</b>	<b>70,782</b>	<b>580,023</b>	<b>9.4%</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	20,675	37,637	631,164	10.2%
<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>20,675</b>	<b>37,637</b>	<b>631,164</b>	<b>10.2%</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	69,565	50,879	651,931	10.5%
Events	3,403	13,961	20,353	4,099	41,026	706	5,850	15,877	49,441	59,863	9,750	17,059	241,388	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>79,315</b>	<b>67,938</b>	<b>893,319</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	35,095	21,755	318,306	5.1%
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	11,840	131,711	2.1%
Office Expense	1,018	1,361	1,038	1,158	1,180	1,081	1,092	1,395	1,251	1,180	1,137	1,019	13,910	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	1,013	14,192	0.2%
Printing & Copying	60	289	484	1,480	1,620	57	386	228	21	834	4,533	1,656	11,649	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	32,908	348,482	5.6%
Insurance	(1,381)	1,685	615	615	615	615	615	3,849	3,926	3,821	3,821	8,211	27,006	0.4%
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	3,222	33,246	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)	26,116	164,869	2.7%
Revenue Sharing	16,412	17,949	36,219	20,808	11,647	-	-	-	-	-	-	-	103,035	1.7%
Miscellaneous	-	-	102	(28)	250	665	66	462	444	(88,229)	528	41,971	(43,769)	-0.7%
Depreciation	4,231	4,231	4,295	4,361	4,361	4,361	4,563	4,563	4,563	4,563	4,563	4,634	53,290	0.9%
Interest Expense	78	78	78	78	78	78	78	78	78	78	78	77	932	0.0%
<b>Total General &amp; Administration</b>	<b>37,527</b>	<b>92,664</b>	<b>148,665</b>	<b>119,905</b>	<b>141,042</b>	<b>104,401</b>	<b>90,381</b>	<b>88,257</b>	<b>166,056</b>	<b>81,988</b>	<b>(14,167)</b>	<b>154,421</b>	<b>1,211,140</b>	<b>19.5%</b>
<b>TOTAL EXPENSES</b>	<b>333,518</b>	<b>496,959</b>	<b>556,674</b>	<b>567,009</b>	<b>552,090</b>	<b>503,629</b>	<b>492,266</b>	<b>430,181</b>	<b>638,947</b>	<b>538,942</b>	<b>516,442</b>	<b>560,497</b>	<b>6,187,155</b>	<b>99.9%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(138,743)</b>	<b>\$(257,960)</b>	<b>\$(187,711)</b>	<b>\$(263,322)</b>	<b>\$ 96,876</b>	<b>\$ 410,962</b>	<b>\$(222,961)</b>	<b>\$ 443,161</b>	<b>\$ 8,931</b>	<b>\$ 433,647</b>	<b>\$(162,880)</b>	<b>\$(150,856)</b>	<b>\$ 9,145</b>	<b>0.1%</b>

(A) Other Depreciation is Allocated to Care Services

**ALS United Mid-Atlantic**  
**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 2024**

	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	FY ended January 31, 2024
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,449,292	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 950,175
Walks	1,439,061	1,405,110	636,575	1,004,103	1,103,178	893,371
<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>1,843,546</b>
<b>Annual Giving</b>						
Contributions	260,659	418,874	482,917	551,885	520,844	461,013
Grants	465,250	515,916	438,297	624,375	544,550	552,750
Appeals	265,477	210,780	370,388	320,753	246,181	284,491
Memorials and Tributes	283,523	208,545	260,535	323,371	292,801	250,904
Workplace Giving	112,629	136,125	101,838	79,146	81,235	61,817
<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>1,610,975</b>
<b>Development</b>						
Major Gifts	246,857	710,520	687,779	509,969	548,856	685,558
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>844,394</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>1,385,772</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>5,684,687</b>
<b>Other Revenue</b>						
Miscellaneous Revenue	-	-	-	-	-	367,500
Unrealized (Loss) Gain	(40,612)	32,883	27,011	11,795	(81,811)	42,217
Interest Income	26,416	57,287	10,696	2,085	52,816	101,896
<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>511,612</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>6,196,299</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	1,773,171
ALS Clinic Centers	286,232	289,687	283,478	299,334	292,215	296,621
Abrams Program	607,649	623,034	451,952	362,259	565,071	557,960
Other Service Expenses	256,618	298,724	149,085	184,523	323,781	243,757
Allocated Overhead	282,893	320,125	252,643	211,598	212,207	155,075
<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>3,026,585</b>
<b>Research</b>						
Research Payments to NTL	250,000	200,463	398,124	218,165	322,181	51,770
Research Payments-Donor Designated	-	-	-	-	-	170,564
Research Payments-Event Generated	-	-	-	-	-	86,831
Research Coordinators	132,506	127,997	132,506	134,606	128,306	128,306
Other Research Expense	57,641	39,291	47,911	54,409	48,804	142,552
Allocated Overhead	251,868	159,717	224,936	188,392	195,469	114,870
<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>694,893</b>
<b>Education</b>						
Education	673,092	718,917	526,297	575,413	670,359	631,164
Allocated Overhead	83,820	94,852	74,857	62,696	62,876	45,948
<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>677,112</b>
<b>Development</b>						
Fundraising	483,397	522,262	542,522	514,182	648,866	651,931
Events	273,634	339,305	59,663	190,711	253,197	241,388
Allocated Overhead	104,775	118,565	93,571	78,370	78,595	57,435
<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>950,754</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>837,811</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>6,187,155</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>\$ 9,145</b>



**ALS United Mid-Atlantic**  
**Formerly known as The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statement of Cash Flows**  
**for the twelve months ended January 31, 2024**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$</b>	<b>9,145</b>
 <b>Adjustments to Reconcile Net Surplus (Deficit) to Net Cash from Operating Activities</b>		
<b>Depreciation (Total of Care Services + General &amp; Administrative)</b>		53,290
<b>Provision for Uncollectible Pledge Receivables</b>		(1,540)
<b>Discount on Pledge Receivables</b>		1,801
<b>Provided (Used) by Operating Activities</b>		
Decrease (Increase) in Pledged Receivables		14,035
(Increase) Decrease in Investments		760,651
(Increase) Decrease in Grant Receivables		(312,512)
Decrease (Increase) in Prepaids		7,010
Decrease (Increase) in Security Deposits		(12,047)
Decrease (Increase) in Beneficial Interest in Perpetual Trust		(12,620)
Decrease (Increase) in Right of Use Asset-Office Lease		118,073
Decrease (Increase) in Right of Use Asset-Office Equipment Lease		11,835
Increase (Decrease) in Accounts Payable		83,916
Increase (Decrease) in Accrued Liabilities		14,930
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)		170,564
Increase (Decrease) in Accrued - Research (Event Restricted)		86,831
Increase (Decrease) in Right of Use Liability- Office Lease		(119,608)
Increase (Decrease) in Right of Use Liability- Office Equipment Lease		(11,638)
<b>Net Cash Provided (Used) by Operating Activities</b>		<b><u>696,462</u></b>
 <b>Cash Provided (Used) by Investing Activities</b>		
Purchase of Property & Equipment		(24,203)
<b>Net Cash Provided (Used) by Investing Activities</b>		<b><u>(24,203)</u></b>
 <b>Net Surplus/(Deficit) in Cash</b>		<b><u>672,259</u></b>
 <b>Cash and Cash Equivalents Beginning</b>		<b><u>216,035</u></b>
 <b>Cash and Cash Equivalents Ending</b>	<b>\$</b>	<b><u><u>888,294</u></u></b>

**ALS United Mid-Atlantic**  
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**Unaudited Rolling Forecast Revised as of December 31, 2023**  
**for the twelve months ended January 31, 2024**

	Actual YTD	Annual	
	Jan-2024	Budget	Variance
<b>Events</b>			
Special Events	\$ 950,175	\$ 1,142,500	\$(192,325)
Walks	893,371	1,075,000	(181,629)
<b>Total Events</b>	<b>1,843,546</b>	<b>2,217,500</b>	<b>(373,954)</b>
<b>Annual Giving</b>			
Contributions	461,013	400,000	61,013
Grants	552,750	750,000	(197,250)
Appeals	284,491	263,540	20,951
Memorials and Tributes	250,904	250,000	904
Workplace Giving	61,817	75,000	(13,183)
<b>Total Annual Giving</b>	<b>1,610,975</b>	<b>1,738,540</b>	<b>(127,565)</b>
<b>Development</b>			
Major Gifts	685,558	1,000,000	(314,442)
Bequests	158,836	250,000	(91,164)
<b>Total Development</b>	<b>844,394</b>	<b>1,250,000</b>	<b>(405,606)</b>
<b>Government Funding</b>	<b>1,385,772</b>	<b>1,397,875</b>	<b>(12,103)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,684,687</b>	<b>6,603,915</b>	<b>(919,228)</b>
<b>Other Revenue</b>			
Miscellaneous Revenue	367,500	-	367,500
Unrealized (Loss) Gain	42,217	-	42,217
Interest Income	101,896	19,000	82,896
<b>Total Other Revenue</b>	<b>511,612</b>	<b>19,000</b>	<b>492,612</b>
<b>TOTAL REVENUE</b>	<b>6,196,299</b>	<b>6,622,915</b>	<b>(426,616)</b>
<b>EXPENSES</b>			
<b>Care Services</b>			
Salaries and Benefits	1,773,171	1,599,818	173,352
ALS Clinic Centers	296,621	298,933	(2,312)
Abrams Program	557,960	750,000	(192,040)
Other Service Expenses	243,757	217,400	26,357
Allocated Overhead	155,075	232,371	(77,296)
<b>Total Care Services</b>	<b>3,026,585</b>	<b>3,098,522</b>	<b>(71,938)</b>
<b>Research</b>			
Research Payments to NTL	51,770	359,867	(308,097)
Research Payments-Donor Designated	170,564	-	170,564
Research Payments-Event Generated	86,831	-	86,831
Research Coordinators	128,306	135,000	(6,694)
Other Research Expense	142,552	48,226	94,326
Allocated Overhead	114,870	172,127	(57,256)
<b>Total Research</b>	<b>694,893</b>	<b>715,220</b>	<b>(20,327)</b>
<b>Education</b>			
Education	631,164	857,484	(226,321)
Allocated Overhead	45,948	68,851	(22,903)
<b>Total Education</b>	<b>677,112</b>	<b>926,335</b>	<b>(249,223)</b>
<b>Development</b>			
Fundraising	651,931	738,410	(86,479)
Events	241,388	160,300	81,088
Allocated Overhead	57,435	86,063	(28,628)
<b>Total Development</b>	<b>950,754</b>	<b>984,773</b>	<b>(34,019)</b>
<b>Administrative &amp; Board</b>	<b>837,811</b>	<b>1,255,413</b>	<b>(417,602)</b>
<b>TOTAL EXPENSES</b>	<b>6,187,155</b>	<b>6,980,263</b>	<b>(793,108)</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ 9,145</b>	<b>\$ (357,348)</b>	<b>\$ 366,493</b>
Cash Activity	663,115		
<b>Cash and Cash Equivalents Beginning</b>	<b>216,035</b>		
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 888,294</b>		