

# MONTHLY FINANCIAL SUMMARY

## ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

Prepared by Angelo DeSantis, YPTC, on April 23, 2024.

Fiscal Year 2025/For the 2 Months Ended March 31, 2024

### HIGHLIGHTS

**\$20K in Grants for Care Services was received in March.**

**Total Annual Giving is \$97K more than expected.** Also, Annual Giving is \$96K more than last year.

**Through March, Revenue from Operations is \$69K less than this time last year.** This is due to decreases in Special Events, Appeals, and Major Gifts compared to this time last year.

**Total revenue generated through March was \$398K. Care Services generated the most revenue.**

Total expenses incurred through March amounted to \$1M, with the highest program expenses going to Care Services at \$474K, followed by Research at \$183K, and Education at \$31K.

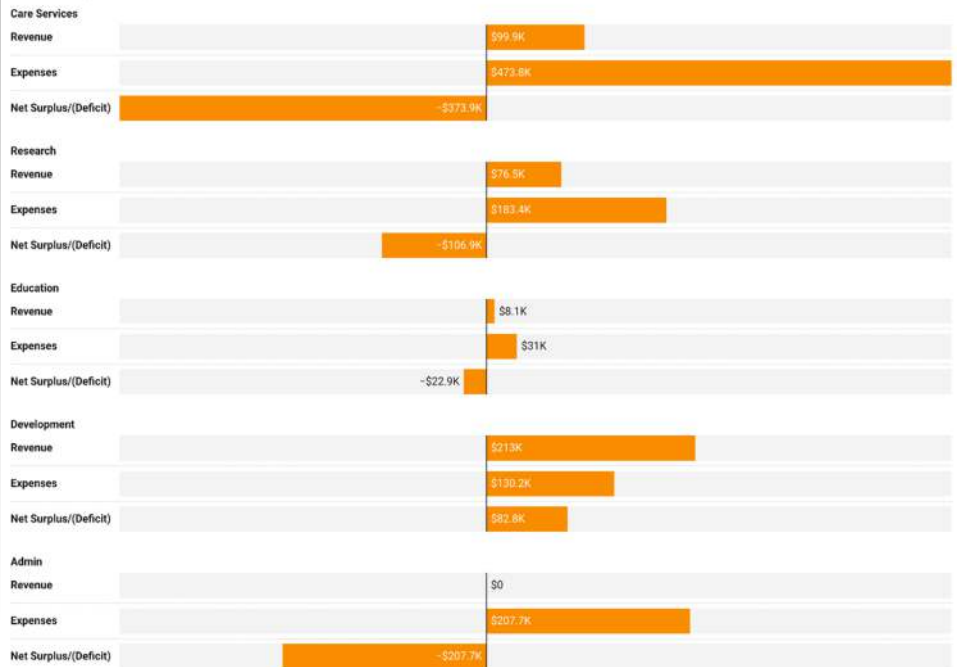


Chart: Angelo DeSantis /YPTC • Source: Financial Edge • Created with Datawrapper

### EXECUTIVE SUMMARY

Through March, there is a (\$629K) Net (Deficit) compared to an expected (\$620K) Net (Deficit) and a (\$231K) Net (Deficit) compared to this time last year. Revenue from Operations is 16% less than this time last year. Through March, Total Events is less than expected and less than this time last year. Through March, Total Expenses are \$196K more than last year which is a 24% increase. The delay in submitting and receiving payments from the PA DOH Grant is having a negative impact on cash flow. A draw down from the investment account will be necessary to cover operating expenses. As we receive payments from the PA DOH, we can begin to transfer funds from the operating account to the investment account.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Grants and Other Receivables are \$717K 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 36% of Total Assets. Through March, there is \$89K in Board Designated Research, \$247K Research Revenue Restricted Funds, and \$90K 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 \$2.2M is enough to cover expenses for 4 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 \$108K less and Total Expenses are \$64K less. All line items for Revenue from Operations are more than expected, except for Special Events, Appeals, Workplace Giving, and Major Gifts. All total program expenses are less than expected, except for Research. Donor Designated Research Payments are \$58K more than expected. Administrative and Board expenses are \$54K more than this time last year, due to moving costs. However, compared to the year-to-date budget, Administrative & Board expenses are \$66K less than expected.

Year to Date, Net Surplus (Deficit) is an unfavorable (\$9K) compared to the budget and an unfavorable (\$231K) compared to this time last year.

## Rolling Forecast



At the year end, Total Revenue is expected to be \$6.7M, which is what is expected.

Also, Total Expenses are \$6.8M, which is \$186K less than the budgeted amount.

## RECOMMENDATIONS AND OTHER NOTES

The FY2024 Audit 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 Two Months ended March 31, 2024

### Year to Date Revenue Line Items Analysis

Through March, Contributions at \$124K is the top revenue line item, representing 35% of Revenue from Operations. Government Funding is 18%, Memorials & Tributes are 13% and Walks are 12% of Revenue from Operations.

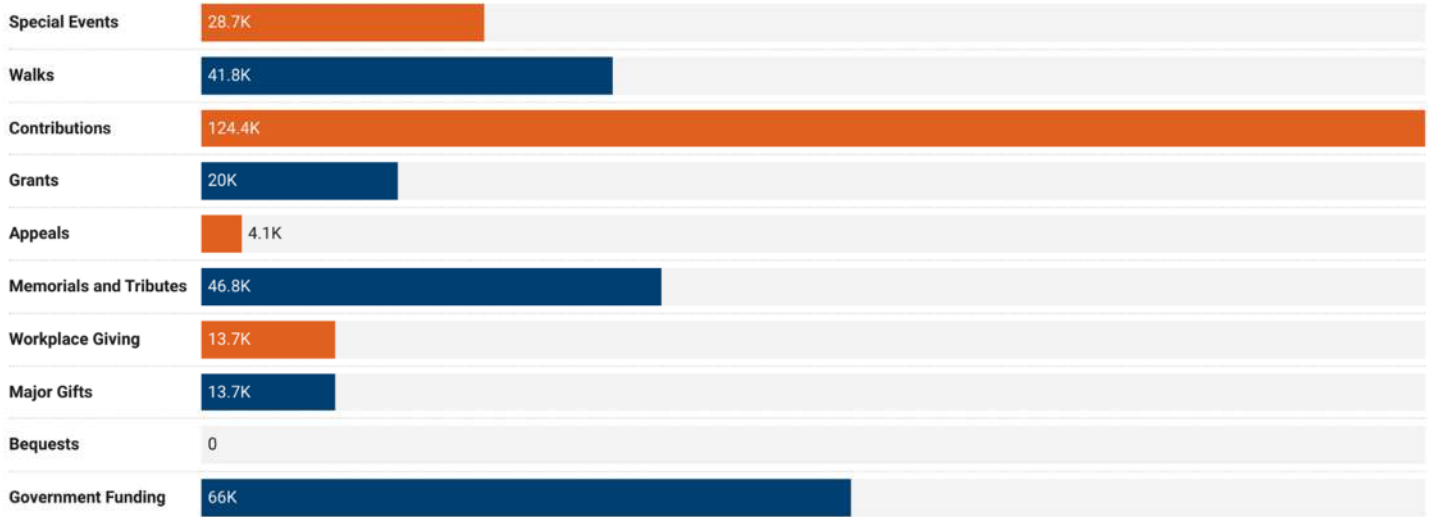


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Analysis

Through March, the highest total donations are from Total Annual Giving, which represents 58% of Revenue from Operations. Total Events represent 20% of Revenue from Operations.

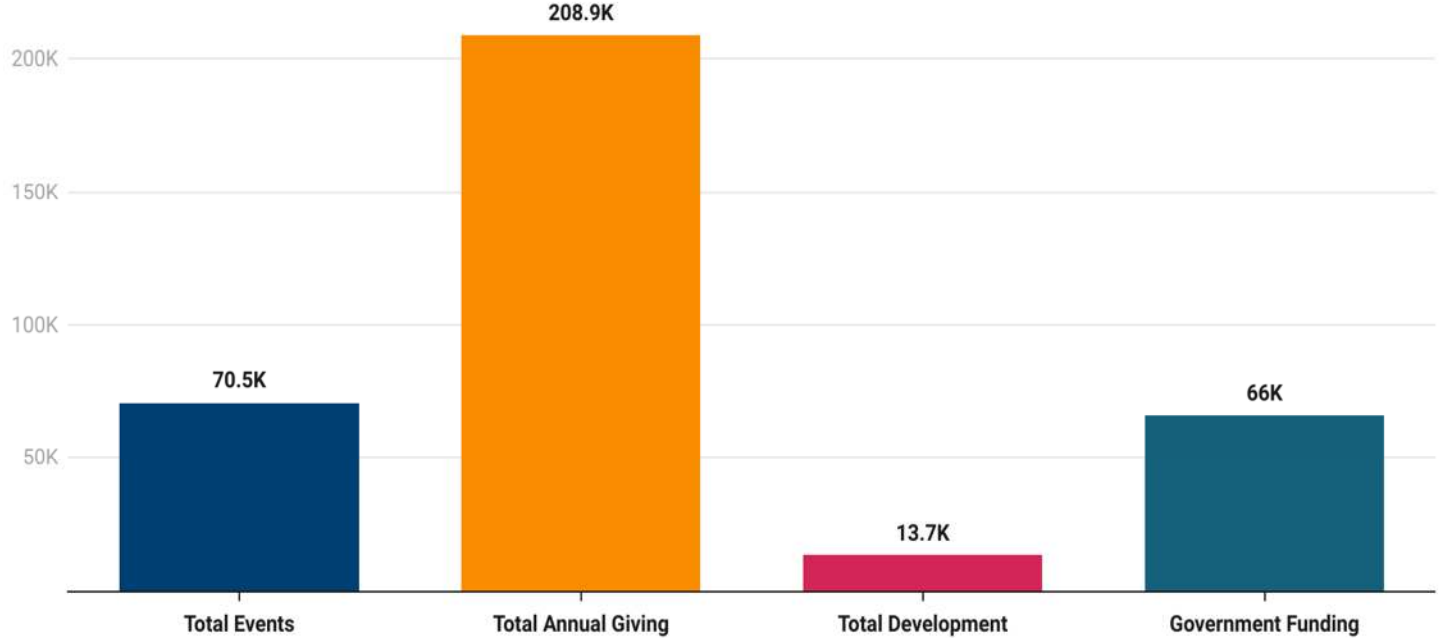


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

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

	<b>2024</b>	<b>2023</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 184,563	\$ 552,766	\$ (368,203)
Investments	2,033,481	2,261,931	(228,450)
Pledges Receivable	441,344	414,379	26,965
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	1,271,707	554,748	716,958
Prepaid Expenses	112,106	138,555	(26,449)
Security Deposits	12,047	-	12,047
Property & Equipment, Net	198,375	153,259	45,117
Beneficial Interest in Perpetual Trust	442,571	403,704	38,867
Right of Use Asset-Office Lease	1,150,746	98,394	1,052,352
Right of Use Asset - Office Equipment Lease	19,603	31,438	(11,835)
<b>Total Assets</b>	<b>\$ 5,803,451</b>	<b>\$ 4,546,343</b>	<b>\$ 1,257,108</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 470,344	\$ 467,072	\$ 3,271
National - Revenue Sharing	-	34,361	(34,361)
National - Research (Revenue Restricted)	-	10,913	(10,913)
Research (Revenue Restricted)	247,084	-	247,084
Research (Board Designated)	88,750	104,577	(15,827)
Research (Event Restricted)	90,146	-	90,146
Right of Use Liability- Office Lease	1,150,746	97,700	1,053,047
Right of Use Liability - Office Equipment Lease	20,339	32,041	(11,702)
<b>Total Liabilities</b>	<b>2,067,408</b>	<b>746,662</b>	<b>1,320,746</b>
<b>Net Assets</b>			
Without Donor Restrictions	2,715,572	2,198,470	517,102
With Donor Restrictions	1,020,471	1,601,211	(580,740)
<b>Total Net Assets</b>	<b>3,736,043</b>	<b>3,799,681</b>	<b>(63,638)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 5,803,451</b>	<b>\$ 4,546,343</b>	<b>\$ 1,257,108</b>

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

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 28,737	\$ 71,974	\$ (43,237)	\$ 59,858	\$ (31,121)
Walks	41,767	29,609	12,158	25,681	16,086
<b>Total Events</b>	<b>70,504</b>	<b>101,582</b>	<b>(31,079)</b>	<b>85,539</b>	<b>(15,035)</b>
<b>Annual Giving</b>					
Contributions	124,352	54,793	69,559	59,436	64,916
Grants	20,000	2,442	17,558	2,000	18,000
Appeals	4,095	19,483	(15,389)	20,453	(15,389)
Memorials and Tributes	46,789	17,849	28,940	17,914	28,940
Workplace Giving	13,652	17,299	(3,647)	14,258	(606)
<b>Total Annual Giving</b>	<b>208,889</b>	<b>111,867</b>	<b>97,021</b>	<b>114,062</b>	<b>95,861</b>
<b>Development</b>					
Major Gifts	13,664	63,270	(49,606)	43,375	(29,712)
<b>Total Development</b>	<b>13,664</b>	<b>63,270</b>	<b>(49,606)</b>	<b>43,375</b>	<b>(29,712)</b>
<b>Government Funding</b>					
	66,037	190,360	(124,323)	185,808	(119,771)
<b>REVENUE FROM OPERATIONS</b>	<b>359,093</b>	<b>467,080</b>	<b>(107,987)</b>	<b>428,784</b>	<b>(68,657)</b>
<b>Other Revenue</b>					
Unrealized (Loss) Gain	21,865	-	21,865	(11,830)	33,695
Interest Income	16,623	3,719	12,904	16,821	(198)
<b>Total Other Revenue</b>	<b>38,488</b>	<b>3,719</b>	<b>34,769</b>	<b>4,991</b>	<b>33,497</b>
<b>TOTAL REVENUE</b>	<b>397,581</b>	<b>470,799</b>	<b>(73,218)</b>	<b>433,775</b>	<b>(35,159)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	305,321	294,655	10,667	247,090	58,231
ALS Clinic Centers	49,455	57,779	(8,324)	52,992	(3,537)
Abrams Program	91,892	99,047	(7,154)	101,316	(9,424)
Other Service Expenses	27,150	21,871	5,279	63,055	(35,905)
Allocated Overhead	26,599	38,728	(12,129)	16,670	9,929
<b>Total Care Services</b>	<b>500,418</b>	<b>512,080</b>	<b>(11,662)</b>	<b>481,123</b>	<b>19,294</b>
<b>Research</b>					
Research Payments-Donor Designated	76,519	18,083	58,436	15,489	61,030
Research Payments-Event Generated	3,315	6,420	(3,105)	-	3,315
Research Coordinators	20,684	16,783	3,901	20,684	-
Other Research Expense	82,916	2,599	80,317	7,684	75,232
Allocated Overhead	19,703	28,688	(8,985)	12,348	7,355
<b>Total Research</b>	<b>203,137</b>	<b>72,573</b>	<b>130,564</b>	<b>56,206</b>	<b>146,932</b>
<b>Education</b>					
Education	31,008	138,298	(107,290)	86,150	(55,142)
Allocated Overhead	7,881	11,475	(3,594)	4,939	2,942
<b>Total Education</b>	<b>38,889</b>	<b>149,773</b>	<b>(110,884)</b>	<b>91,089</b>	<b>(52,200)</b>
<b>Development</b>					
Fundraising	107,460	123,069	(15,609)	88,564	18,895
Events	22,770	9,411	13,358	17,364	5,405
Allocated Overhead	9,851	14,344	(4,492)	6,174	3,677
<b>Total Development</b>	<b>140,081</b>	<b>146,824</b>	<b>(6,744)</b>	<b>112,102</b>	<b>27,978</b>
<b>Administrative &amp; Board</b>					
	143,704	209,235	(65,531)	90,060	53,644
<b>TOTAL EXPENSES</b>	<b>1,026,229</b>	<b>1,090,485</b>	<b>(64,256)</b>	<b>830,581</b>	<b>195,648</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (628,648)</b>	<b>\$ (619,687)</b>	<b>\$ (8,961)</b>	<b>\$ (396,806)</b>	<b>\$ (230,807)</b>

**\*\* Restricted Income:**                      **Care Services: \$99,898**                      **Research: \$ 76,519.48**                      **Education: \$8,125**

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

	Feb-2024	Mar-2024	Total	% of Revenue
<b>REVENUE</b>				
<b>Events</b>				
Special Events	\$ 4,105	\$ 24,632	\$ 28,737	7.2%
Walks	9,360	32,406	41,767	10.5%
<b>Total Events</b>	<b>13,466</b>	<b>57,038</b>	<b>70,504</b>	<b>17.7%</b>
<b>Annual Giving</b>				
Contributions	89,180	35,173	124,352	31.3%
Grants	-	20,000	20,000	5.0%
Appeals	2,288	1,807	4,095	1.0%
Memorials and Tributes	17,276	29,514	46,789	11.8%
Workplace Giving	6,594	7,058	13,652	3.4%
<b>Total Annual Giving</b>	<b>115,338</b>	<b>93,551</b>	<b>208,889</b>	<b>52.5%</b>
<b>Development</b>				
Major Gifts	11,478	2,186	13,664	3.4%
Bequests	-	-	-	0.0%
<b>Total Development</b>	<b>11,478</b>	<b>2,186</b>	<b>13,664</b>	<b>3.4%</b>
<b>Government Funding</b>	<b>66,037</b>	<b>-</b>	<b>66,037</b>	<b>16.6%</b>
<b>REVENUE FROM OPERATIONS</b>	<b>206,318</b>	<b>152,774</b>	<b>359,093</b>	<b>90.3%</b>
<b>Other Revenue</b>				
Miscellaneous Revenue	-	-	-	0.0%
Unrealized (Loss) Gain	4,961	16,905	21,865	5.5%
Interest Income	7,900	8,723	16,623	4.2%
<b>Total Other Revenue</b>	<b>12,861</b>	<b>25,627</b>	<b>38,488</b>	<b>9.7%</b>
<b>TOTAL REVENUE</b>	<b>219,179</b>	<b>178,402</b>	<b>397,581</b>	<b>100.0%</b>
<b>EXPENSES</b>				
<b>Care Services</b>				
Salaries and Benefits	148,681	156,640	305,321	76.8%
ALS Clinic Centers	26,866	22,589	49,455	12.4%
Abrams Program	44,697	47,195	91,892	23.1%
Other Service Expenses	19,025	8,125	27,150	6.8%
<b>Total Care Services</b>	<b>239,270</b>	<b>234,549</b>	<b>473,819</b>	<b>119.2%</b>
<b>Research</b>				
Research Payments-Donor Designated	70,310	6,210	76,519	19.2%
Research Payments-Event Generated	727	2,588	3,315	0.8%
Research Coordinators	10,342	10,342	20,684	5.2%
Other Research Expense	40,073	42,843	82,916	20.9%
<b>Total Research</b>	<b>121,452</b>	<b>61,983</b>	<b>183,434</b>	<b>46.1%</b>
<b>Education</b>				
Education	12,300	18,707	31,008	7.8%
<b>Total Education</b>	<b>12,300</b>	<b>18,707</b>	<b>31,008</b>	<b>7.8%</b>
<b>Development</b>				
Fundraising	53,140	54,320	107,460	27.0%
Events	5,805	16,965	22,770	5.7%
<b>Total Development</b>	<b>58,944</b>	<b>71,285</b>	<b>130,229</b>	<b>32.8%</b>
<b>General &amp; Administration</b>				
Salaries and Benefits	29,631	31,719	61,349	15.4%
Office Rent	861	977	1,837	0.5%
Office Expense	1,238	1,138	2,376	0.6%
Dues, Books, & Subscriptions	254	452	706	0.2%
Postage	2,041	979	3,020	0.8%
Printing & Copying	1,958	1,073	3,032	0.8%
IT & Related Expenses	42,892	35,797	78,689	19.8%
Insurance	4,764	4,764	9,528	2.4%
Telephone	1,073	1,075	2,148	0.5%
Meals & Entertainment	366	888	1,255	0.3%
Travel Expense	1,226	30	1,256	0.3%
Bank Charges	1,494	1,208	2,702	0.7%
Professional Fees	5,176	5,920	11,096	2.8%
Miscellaneous	15,959	2,893	18,853	4.7%
Depreciation	4,887	4,914	9,800	2.5%
Interest Expense	46	46	91	0.0%
<b>Total General &amp; Administration</b>	<b>113,867</b>	<b>93,872</b>	<b>207,739</b>	<b>52.3%</b>
<b>TOTAL EXPENSES</b>	<b>545,833</b>	<b>480,396</b>	<b>1,026,229</b>	<b>258.1%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(326,654)</b>	<b>\$(301,994)</b>	<b>\$(628,648)</b>	<b>-158.1%</b>

(A) Other Depreciation is Allocated to Care Services

**ALS United Mid-Atlantic**  
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**Unaudited Statements of Operations**  
**for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and two months ended March 31, 2024**

	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	for the two months ended March 31, 2024
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 950,175	\$ 28,737
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	41,767
<b>Total Events</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>70,504</b>
<b>Annual Giving</b>						
Contributions	418,874	482,917	551,885	520,844	461,013	124,352
Grants	515,916	438,297	624,375	544,550	552,750	20,000
Appeals	210,780	370,388	320,753	246,181	284,491	4,095
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	46,789
Workplace Giving	136,125	101,838	79,146	81,235	61,817	13,652
<b>Total Annual Giving</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>208,889</b>
<b>Development</b>						
Major Gifts	710,520	687,779	509,969	548,856	685,558	13,664
Bequests	197,355	394,903	151,541	25,591	158,836	-
<b>Total Development</b>	<b>907,875</b>	<b>1,082,681</b>	<b>661,510</b>	<b>574,447</b>	<b>844,394</b>	<b>13,664</b>
<b>Government Funding</b>	<b>582,070</b>	<b>817,437</b>	<b>1,322,570</b>	<b>1,621,492</b>	<b>1,545,911</b>	<b>66,037</b>
<b>REVENUE FROM OPERATIONS</b>	<b>5,937,949</b>	<b>4,897,576</b>	<b>5,758,220</b>	<b>6,143,833</b>	<b>5,844,826</b>	<b>359,093</b>
<b>Other Revenue</b>						
Miscellaneous Revenue	-	-	-	-	367,500	-
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	21,865
Interest Income	57,287	10,696	2,085	52,816	101,896	16,623
<b>Total Other Revenue</b>	<b>90,170</b>	<b>37,706</b>	<b>13,880</b>	<b>(28,994)</b>	<b>511,612</b>	<b>38,488</b>
<b>TOTAL REVENUE</b>	<b>6,028,119</b>	<b>4,935,282</b>	<b>5,772,100</b>	<b>6,114,838</b>	<b>6,356,439</b>	<b>397,581</b>
<b>EXPENSES</b>						
<b>Care Services</b>						
Salaries and Benefits	1,565,690	1,507,009	1,539,303	1,579,609	1,773,616	305,321
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	49,455
Abrams Program	623,034	451,952	362,259	565,071	563,598	91,892
Other Service Expenses	298,724	149,085	184,523	323,781	245,319	27,150
Allocated Overhead	320,125	252,643	211,598	212,207	153,048	26,599
<b>Total Care Services</b>	<b>3,097,259</b>	<b>2,644,167</b>	<b>2,597,016</b>	<b>2,972,882</b>	<b>3,032,792</b>	<b>500,418</b>
<b>Research</b>						
Research Payments to NTL	200,463	398,124	218,165	322,181	28,331	-
Research Payments-Donor Designated	-	-	-	-	231,214	76,519
Research Payments-Event Generated	-	-	-	-	49,620	3,315
Research Coordinators	127,997	132,506	134,606	128,306	128,306	20,684
Other Research Expense	39,291	47,911	54,409	48,804	142,582	82,916
Allocated Overhead	159,717	224,936	188,392	195,469	113,369	19,703
<b>Total Research</b>	<b>527,468</b>	<b>803,477</b>	<b>595,572</b>	<b>694,759</b>	<b>693,422</b>	<b>203,137</b>
<b>Education</b>						
Education	718,917	526,297	575,413	670,359	631,559	31,008
Allocated Overhead	94,852	74,857	62,696	62,876	45,347	7,881
<b>Total Education</b>	<b>813,769</b>	<b>601,154</b>	<b>638,108</b>	<b>733,235</b>	<b>676,906</b>	<b>38,889</b>
<b>Development</b>						
Fundraising	522,262	542,522	514,182	648,866	653,491	107,460
Events	339,305	59,663	190,711	253,197	247,143	22,770
Allocated Overhead	118,565	93,571	78,370	78,595	56,684	9,851
<b>Total Development</b>	<b>980,132</b>	<b>695,756</b>	<b>783,262</b>	<b>980,659</b>	<b>957,318</b>	<b>140,081</b>
<b>Administrative &amp; Board</b>	<b>914,567</b>	<b>721,778</b>	<b>604,516</b>	<b>999,740</b>	<b>826,859</b>	<b>143,704</b>
<b>TOTAL EXPENSES</b>	<b>6,333,195</b>	<b>5,466,332</b>	<b>5,218,475</b>	<b>6,381,275</b>	<b>6,187,297</b>	<b>1,026,229</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (305,076)</b>	<b>\$ (531,049)</b>	<b>\$ 553,625</b>	<b>\$ (266,437)</b>	<b>\$ 169,141</b>	<b>\$ (628,648)</b>



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**Unaudited Statement of Cash Flows**  
**for the two months ended March 31, 2024**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$ (628,648)</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>	9,800
(Increase) Decrease in Investments	(23,884)
(Increase) Decrease in Grant Receivables	28,963
(Increase) Decrease in Receivables - Other	26,183
Decrease (Increase) in Prepaids	228
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(14,550)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,150,746)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	1,973
Increase (Decrease) in Accounts Payable	(33,716)
Increase (Decrease) in Accrued Liabilities	(73,988)
Increase (Decrease) in Accrued - Research (Board Restricted)	(11,250)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	76,519
Increase (Decrease) in Accrued - Research (Event Restricted)	3,315
Increase (Decrease) in Right of Use Liability- Office Lease	1,150,746
Increase (Decrease) in Right of Use Liability- Office Equipment Lease	<u>(2,004)</u>
 <b>Net Cash Provided (Used) by Operating Activities</b>	 <b><u>(641,059)</u></b>
 <b>Cash Provided (Used) by Investing Activities</b>	
Purchase of Property & Equipment	<u>(62,672)</u>
 <b>Net Cash Provided (Used) by Investing Activities</b>	 <b><u>(62,672)</u></b>
 <b>Net Surplus/(Deficit) in Cash</b>	 <b><u>(703,731)</u></b>
 <b>Cash and Cash Equivalents Beginning</b>	 <b><u>888,294</u></b>
 <b>Cash and Cash Equivalents Ending</b>	 <b><u>\$ 184,563</u></b>

**ALS United Mid-Atlantic**  
**Formerly known as The ALS Association Greater Philadelphia Chapter**  
**Unaudited Rolling Forecast**  
**for the twelve months ending January 31, 2025**

	Actual YTD											Forecast			Annual	
	Mar-2024	Apr-2024	May-2024	Jun-2024	Jul-2024	Aug-2024	Sep-2024	Oct-2024	Nov-2024	Dec-2024	Jan-2025	TOTALS	Budget	Variance		
<b>Events</b>																
Special Events	\$ 28,737	\$ 89,234	\$ 119,993	\$ 129,719	\$ 23,990	\$ 87,236	\$ 63,389	\$ 209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$1,099,263	\$1,142,500	\$(43,237)		
Walks	41,767	56,104	103,578	58,531	18,329	64,664	211,206	229,257	239,371	7,413	11,938	1,042,158	1,030,000	12,158		
<b>Total Events</b>	<b>70,504</b>	<b>145,338</b>	<b>223,571</b>	<b>188,250</b>	<b>42,319</b>	<b>151,900</b>	<b>274,595</b>	<b>438,917</b>	<b>497,633</b>	<b>48,511</b>	<b>59,883</b>	<b>2,141,421</b>	<b>2,172,500</b>	<b>(31,079)</b>		
<b>Annual Giving</b>																
Contributions	124,352	22,201	22,046	43,223	11,093	17,297	13,739	20,531	21,595	48,947	149,535	494,559	425,000	69,559		
Grants	20,000	27,476		48,847	202,103	6,106	213,704	73,575	61,058	20,760	18,928	692,558	675,000	17,558		
Appeals	4,095	31,371	5,592	26,992	42,763	20,864	2,905	5,016	27,146	65,396	23,471	255,611	271,000	(15,389)		
Memorials and Tributes	46,789	31,678	9,670	23,271	19,536	13,139	18,782	12,598	25,477	43,362	34,637	278,940	250,000	28,940		
Workplace Giving	13,652	3,177	3,499	5,689	4,775	6,314	5,420	5,060	4,314	9,053	10,399	71,353	75,000	(3,647)		
<b>Total Annual Giving</b>	<b>208,889</b>	<b>115,903</b>	<b>40,807</b>	<b>148,021</b>	<b>280,271</b>	<b>63,720</b>	<b>254,551</b>	<b>116,780</b>	<b>139,591</b>	<b>187,519</b>	<b>236,971</b>	<b>1,793,021</b>	<b>1,696,000</b>	<b>97,021</b>		
<b>Development</b>																
Major Gifts	13,664	37,378	14,750	52,259	1,897	29,746	8,825	73,944	453,176	113,761	150,994	950,394	1,000,000	(49,606)		
Bequests	-	-	-	204,613	-	-	-	-	45,387	-	-	250,000	250,000	-		
<b>Total Development</b>	<b>13,664</b>	<b>37,378</b>	<b>14,750</b>	<b>256,872</b>	<b>1,897</b>	<b>29,746</b>	<b>8,825</b>	<b>73,944</b>	<b>498,562</b>	<b>113,761</b>	<b>150,994</b>	<b>1,200,394</b>	<b>1,250,000</b>	<b>(49,606)</b>		
<b>Government Funding</b>	<b>66,037</b>	<b>80,933</b>	<b>56,830</b>	<b>157,183</b>	<b>636,813</b>	<b>51,535</b>	<b>66,903</b>	<b>114,829</b>	<b>64,334</b>	<b>65,999</b>	<b>98,063</b>	<b>1,459,459</b>	<b>1,583,783</b>	<b>(124,323)</b>		
<b>REVENUE FROM OPERATIONS</b>	<b>359,093</b>	<b>379,553</b>	<b>335,957</b>	<b>750,326</b>	<b>961,300</b>	<b>296,901</b>	<b>604,874</b>	<b>744,471</b>	<b>1,200,121</b>	<b>415,790</b>	<b>545,910</b>	<b>6,594,296</b>	<b>6,702,283</b>	<b>(107,987)</b>		
<b>Other Revenue</b>																
Unrealized (Loss) Gain	21,865	-	-	-	-	-	-	-	-	-	-	21,865	-	21,865		
Interest Income	16,623	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	35,220	22,316	12,904		
<b>Total Other Revenue</b>	<b>38,488</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>1,860</b>	<b>57,085</b>	<b>22,316</b>	<b>34,769</b>		
<b>TOTAL REVENUE</b>	<b>397,581</b>	<b>381,412</b>	<b>337,817</b>	<b>752,186</b>	<b>963,160</b>	<b>298,761</b>	<b>606,733</b>	<b>746,330</b>	<b>1,201,980</b>	<b>417,650</b>	<b>547,770</b>	<b>6,651,381</b>	<b>6,724,599</b>	<b>(73,218)</b>		
<b>EXPENSES</b>																
<b>Care Services</b>																
Salaries and Benefits	305,321	147,327	147,327	147,327	147,327	147,327	147,327	147,327	147,327	147,327	147,327	1,778,595	1,767,928	10,667		
ALS Clinic Centers	49,455	28,889	28,889	28,889	28,889	28,889	28,889	28,889	28,889	28,889	28,889	338,349	346,673	(8,324)		
Abrams Program	91,892	49,502	53,853	54,048	46,357	48,213	47,927	48,988	47,556	54,926	49,584	592,846	600,000	(7,154)		
Other Service Expenses	27,150	12,647	2,801	12,767	4,541	2,717	141,066	3,347	7,730	20,770	4,692	240,229	234,950	5,279		
Allocated Overhead	26,599	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	220,241	232,371	(12,129)		
<b>Total Care Services</b>	<b>500,418</b>	<b>257,731</b>	<b>252,235</b>	<b>262,396</b>	<b>246,479</b>	<b>246,511</b>	<b>384,574</b>	<b>247,916</b>	<b>250,867</b>	<b>271,277</b>	<b>249,857</b>	<b>3,170,260</b>	<b>3,181,922</b>	<b>(11,662)</b>		
<b>Research</b>																
Research Payments Board Discretionary	-	-	-	-	-	-	-	-	-	-	100,000	100,000	100,000	-		
Research Payments-Donor Designated	76,519	9,042	9,042	4,502	16,300	384	1,660	1,212	328	20,733	27,214	166,936	108,500	58,436		
Research Payments-Event Generated	3,315	8,574	13,226	11,523	2,088	10,360	19,586	13,571	10,612	11,474	1,916	106,245	109,350	(3,105)		
Research Coordinators	20,684	8,392	8,392	8,392	8,392	10,095	8,392	8,392	10,095	8,391	8,392	108,007	104,106	3,901		
Other Research Expense	82,916	1,907	1,676	1,429	1,843	1,850	2,172	1,760	1,470	17,611	13,909	128,543	48,226	80,317		
Allocated Overhead	19,703	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	163,142	172,127	(8,985)		
<b>Total Research</b>	<b>203,137</b>	<b>42,258</b>	<b>46,679</b>	<b>40,190</b>	<b>42,967</b>	<b>37,033</b>	<b>46,153</b>	<b>39,278</b>	<b>36,850</b>	<b>72,553</b>	<b>165,775</b>	<b>772,873</b>	<b>642,309</b>	<b>130,564</b>		
<b>Education</b>																
Education	31,008	73,327	77,224	65,072	63,860	72,324	60,190	78,457	70,409	87,471	70,854	750,195	857,484	(107,290)		
Allocated Overhead	7,881	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	65,257	68,851	(3,594)		
<b>Total Education</b>	<b>38,889</b>	<b>79,065</b>	<b>82,962</b>	<b>70,809</b>	<b>69,598</b>	<b>78,062</b>	<b>65,927</b>	<b>84,194</b>	<b>76,146</b>	<b>93,208</b>	<b>76,591</b>	<b>815,451</b>	<b>926,335</b>	<b>(110,886)</b>		
<b>Development</b>																
Fundraising	107,460	61,534	61,534	61,534	30,638	110,934	2,615	11,295	8,249	2,234	141,100	599,127	738,410	(139,283)		
Events	22,770	8,090	12,569	19,388	16,893	3,060	15,187	28,712	29,240	2,481	16,820	175,209	160,300	14,909		
Allocated Overhead	9,851	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	81,571	86,063	(4,492)		
<b>Total Development</b>	<b>140,081</b>	<b>76,796</b>	<b>81,275</b>	<b>88,095</b>	<b>54,702</b>	<b>121,166</b>	<b>24,974</b>	<b>47,179</b>	<b>44,661</b>	<b>11,887</b>	<b>165,092</b>	<b>855,907</b>	<b>984,773</b>	<b>(128,866)</b>		
<b>Administrative &amp; Board</b>	<b>143,704</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>104,618</b>	<b>1,189,882</b>	<b>1,255,413</b>	<b>(65,531)</b>		
<b>TOTAL EXPENSES</b>	<b>1,026,229</b>	<b>560,467</b>	<b>567,768</b>	<b>566,108</b>	<b>518,363</b>	<b>587,390</b>	<b>626,245</b>	<b>523,185</b>	<b>513,142</b>	<b>553,543</b>	<b>761,933</b>	<b>6,804,373</b>	<b>6,990,752</b>	<b>(186,379)</b>		
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(628,648)</b>	<b>\$(179,055)</b>	<b>\$(229,951)</b>	<b>\$ 186,078</b>	<b>\$ 444,796</b>	<b>\$(288,629)</b>	<b>\$(19,512)</b>	<b>\$ 223,145</b>	<b>\$ 688,839</b>	<b>\$(135,893)</b>	<b>\$(214,163)</b>	<b>\$(152,992)</b>	<b>\$ (266,154)</b>	<b>\$113,161</b>		
Cash Activity	(75,083)	327,692	27,692	721,556												
<b>Cash and Cash Equivalents Beginning</b>	<b>888,294</b>	<b>184,563</b>	<b>333,201</b>	<b>181,838</b>												
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 184,563</b>	<b>\$ 333,201</b>	<b>\$ 181,838</b>	<b>\$ 673,444</b>												