

# MONTHLY FINANCIAL SUMMARY

## ALS UNITED MID-ATLANTIC

FORMERLY KNOWN AS THE ALS ASSOCIATION GREATER PHILADELPHIA CHAPTER

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

Fiscal Year 2025/For the 3 Months Ended April 30, 2024

### HIGHLIGHTS

**\$15K in Grants for Care Services was received in April.**

**Total Annual Giving is \$30K more than expected and \$30K more than last year.** This is due to the increase in Contributions.

**Through April, Revenue from Operations is \$100K less than this time last year.** This is due to decreases in Special Events, Appeals, Workplace Giving, Major Gifts, and Government Funding compared to this time last year.

**Total revenue generated through April was \$711K. Development generated the most revenue.**

Total expenses incurred through April amounted to \$1.5M, with the highest program expenses going to Care Services at \$722K, Research at \$268K, and Education at \$59K.

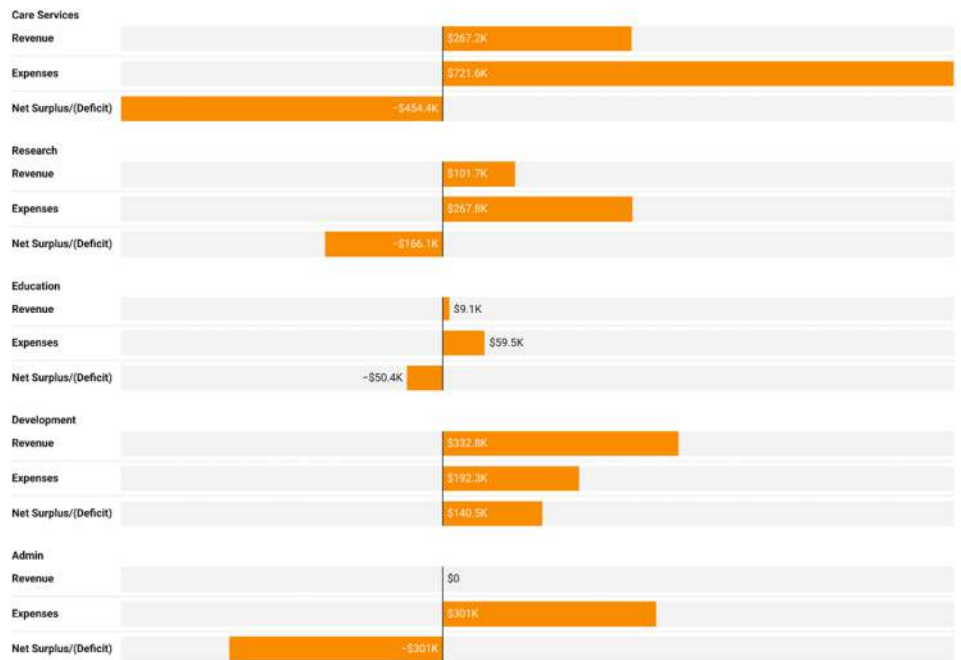


Chart: Angelo DeSantis / YPTC • Source: Financial Edge • Created with Datawrapper

### EXECUTIVE SUMMARY

Through April, there is a (\$831K) Net (Deficit) compared to an expected (\$803K) Net (Deficit) Revenue from Operations is 13% less than this time last year. Through April, revenue from Walks is more than this time last year due to higher participation. Through April, Total Expenses continue to be less than expected. The delay in submitting and receiving payments from the PA DOH Grant is having a negative impact on cash flow. We are expecting to receive payments from the PA DOH in June.

# FINANCIAL ANALYSIS

## Statements of Financial Position



Grants and Other Receivables are \$734 more than this time last year due to the outstanding PA DOH invoices. A delay with the PA DOH has been resolved. To date, we have submitted invoices through January. We expect to start receiving payments in June.

Total Liabilities are 37% of Total Assets. Through April, there is \$64K in Board Designated Research, \$272K Research Revenue Restricted Funds, and \$95K Research Event Restricted Funds that can be distributed to organizations that provide research for the cure to amyotrophic lateral sclerosis. Compared to this time last year the liabilities related to research is \$306K more. This is due to an increase in donations restricted to research.

The Cash and Investment balance of \$1.9M 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 \$177K less and Total Expenses are \$113K less. Special Events, Appeals, Workplace Giving, Major Gifts, and Government Funding are less than expected. However, Walks and Contributions are more than expected and more than this time last year. The increase in Walks is due to higher participation compared to the budget and this time last year. 67% of the Contributions were received in January. All total program expenses are less than expected, except for Research. Donor Designated Research Payments are \$75K more than expected. Administrative and Board expenses are \$15K more than this time last year, due to salary increases and moving costs. However, compared to the year-to-date budget, Administrative & Board expenses are \$106K less than expected.

Year to Date, Net Surplus (Deficit) is an unfavorable (\$28K) compared to the budget and an unfavorable (\$247K) compared to this time last year.

## Rolling Forecast



The significant increase in cash expected in June is due to the receipt of payments from PA DOH.

## RECOMMENDATIONS AND OTHER NOTES

The FY2024 Audit is in progress.

We are exploring options to pay our vendors and service providers electronically. This will streamline the accounts payable process and save the costs associated with processing paper checks.

### 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 Three Months ended April 30, 2024

### Year to Date Revenue Line Items Analysis

Through April, Government Funding at \$209K is the top revenue line item, representing 31% of Revenue from Operations. Contributions are 20%, Walks are 16%, and Special Events are 13% of Revenue from Operations.

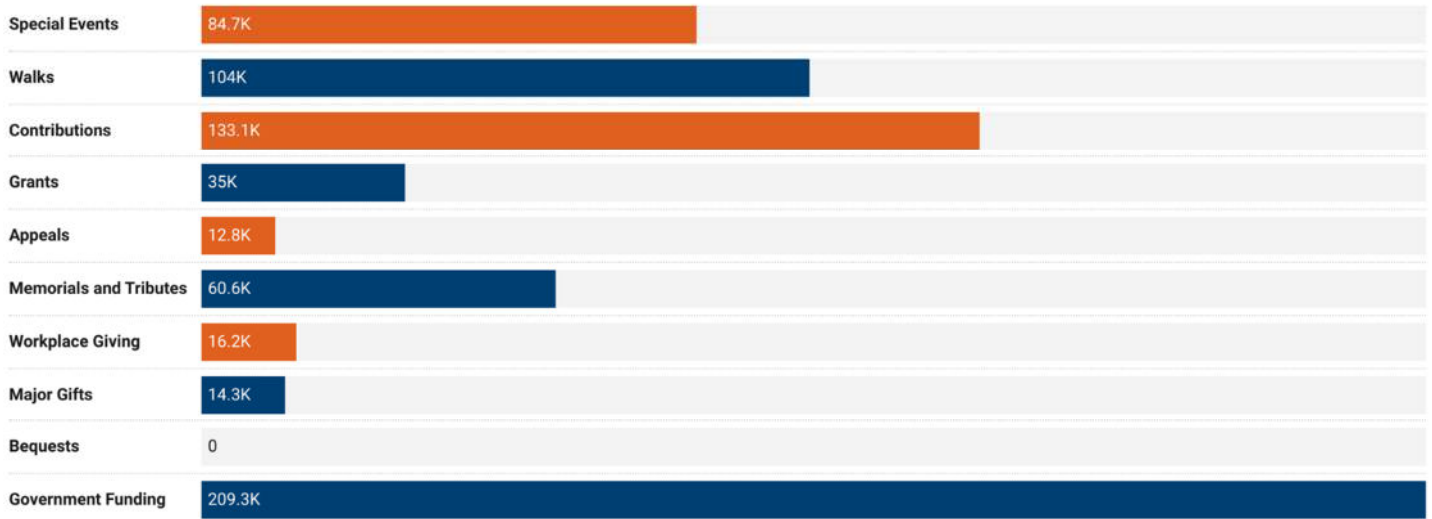


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

### Year to Date Revenue Analysis

Through April, the highest total donations are from Total Annual Giving, which represents 38% of Revenue from Operations. Total Events represent 28% of Revenue from Operations.

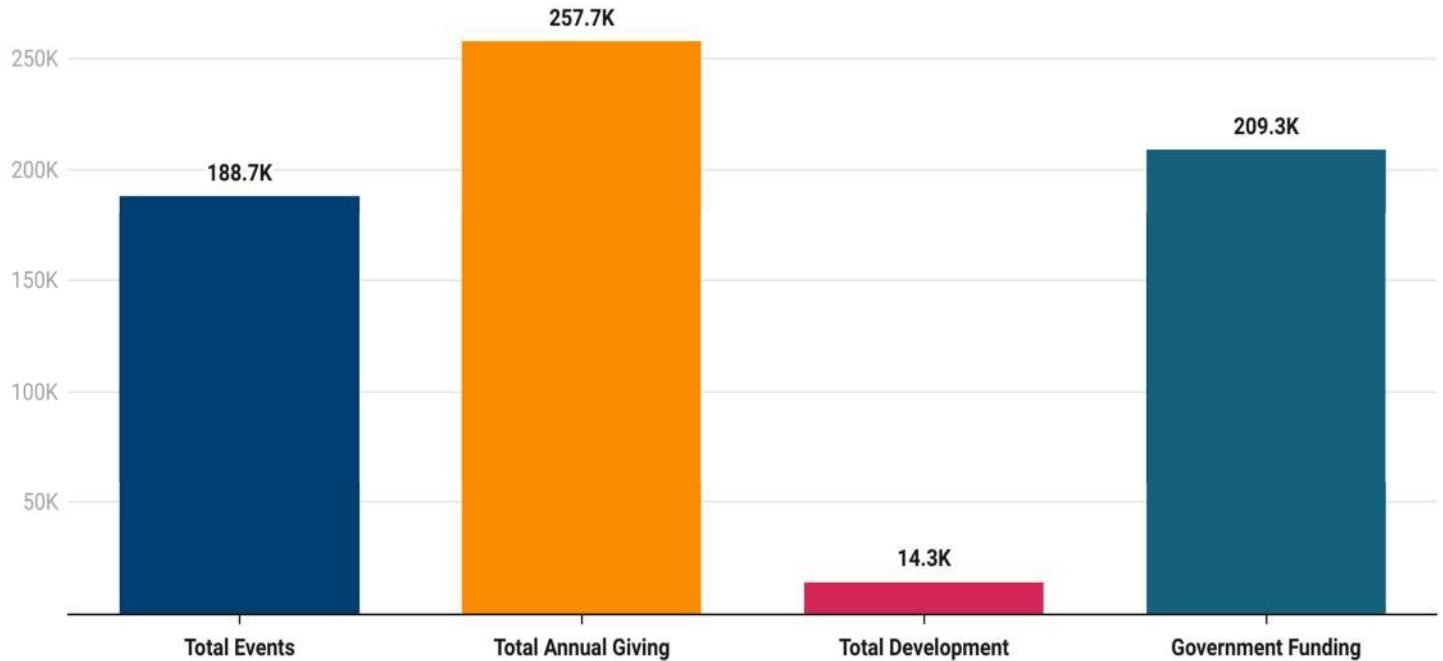


Chart: Angelo DeSantis/YPTC • Source: Financial Edge • Created with Datawrapper

**ALS United Mid-Atlantic**  
**Formerly known as The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statements of Financial Position**  
**as of April 30, 2024 and April 30, 2023**

	<b>2024</b>	<b>2023</b>	<b>Variance</b>
<b>Assets</b>			
Cash and Cash Equivalents	\$ 154,849	\$ 404,391	\$ (249,542)
Investments	1,735,570	2,272,468	(536,899)
Pledges Receivable	431,344	404,379	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	1,433,926	700,211	733,715
Prepaid Expenses	116,208	115,353	855
Security Deposits	12,047	-	12,047
Property & Equipment, Net	193,462	148,963	44,498
Beneficial Interest in Perpetual Trust	442,571	403,704	38,867
Right of Use Asset-Office Lease	1,137,817	88,555	1,049,262
Right of Use Asset - Office Equipment Lease	18,617	30,452	(11,835)
<b>Total Assets</b>	<b>\$ 5,613,317</b>	<b>\$ 4,505,644</b>	<b>\$ 1,107,673</b>
<b>Liabilities</b>			
Accounts Payable & Other Liabilities	\$ 497,336	\$ 580,355	\$ (83,019)
National - Revenue Sharing	-	70,580	(70,580)
National - Research (Revenue Restricted)	-	14,213	(14,213)
Research (Revenue Restricted)	272,282	-	272,282
Research (Board Designated)	63,750	110,689	(46,939)
Research (Event Restricted)	94,648	-	94,648
Right of Use Liability- Office Lease	1,138,700	86,788	1,051,912
Right of Use Liability - Office Equipment Lease	19,337	31,071	(11,734)
<b>Total Liabilities</b>	<b>2,086,052</b>	<b>893,695</b>	<b>1,192,357</b>
<b>Net Assets</b>			
Without Donor Restrictions	2,506,794	2,010,738	496,056
With Donor Restrictions	1,020,471	1,601,211	(580,740)
<b>Total Net Assets</b>	<b>3,527,265</b>	<b>3,611,949</b>	<b>(84,684)</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 5,613,317</b>	<b>\$ 4,505,644</b>	<b>\$ 1,107,673</b>

**ALS United Mid-Atlantic**  
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**Unaudited Statements of Operations**  
**for the three months ended April 30, 2024 and April 30, 2023**

	Actual	YTD Budget	Actual vs. Budget	Prior Year	Actual vs. Prior Year
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 84,736	\$ 161,208	\$ (76,471)	\$ 134,070	\$ (49,334)
Walks	103,987	85,713	18,275	74,343	29,644
<b>Total Events</b>	<b>188,724</b>	<b>246,920</b>	<b>(58,197)</b>	<b>208,413</b>	<b>(19,690)</b>
<b>Annual Giving</b>					
Contributions	133,137	76,993	56,143	83,518	49,619
Grants	35,000	29,919	5,081	24,500	10,500
Appeals	12,793	50,854	(38,061)	53,386	(40,593)
Memorials and Tributes	60,588	49,528	11,060	49,707	10,881
Workplace Giving	16,211	20,477	(4,266)	16,877	(667)
<b>Total Annual Giving</b>	<b>257,728</b>	<b>227,771</b>	<b>29,958</b>	<b>227,988</b>	<b>29,741</b>
<b>Development</b>					
Major Gifts	14,339	100,648	(86,309)	69,000	(54,662)
<b>Total Development</b>	<b>14,339</b>	<b>100,648</b>	<b>(86,309)</b>	<b>69,000</b>	<b>(54,662)</b>
<b>Government Funding</b>					
	<b>209,314</b>	<b>271,293</b>	<b>(61,979)</b>	<b>264,806</b>	<b>(55,492)</b>
<b>REVENUE FROM OPERATIONS</b>	<b>670,104</b>	<b>846,632</b>	<b>(176,528)</b>	<b>770,207</b>	<b>(100,103)</b>
<b>Other Revenue</b>					
Unrealized (Loss) Gain	16,738	-	16,738	7,303	9,435
Interest Income	23,866	5,579	18,287	25,228	(1,362)
<b>Total Other Revenue</b>	<b>40,604</b>	<b>5,579</b>	<b>35,025</b>	<b>32,531</b>	<b>8,073</b>
<b>TOTAL REVENUE</b>	<b>710,708</b>	<b>852,211</b>	<b>(141,503)</b>	<b>802,738</b>	<b>(92,030)</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	444,494	441,982	2,511	418,155	26,338
ALS Clinic Centers	71,011	86,668	(15,657)	75,533	(4,522)
Abrams Program	161,243	148,549	12,694	140,109	21,133
Other Service Expenses	44,842	34,518	10,324	76,915	(32,073)
Allocated Overhead	38,545	58,093	(19,548)	35,705	2,840
<b>Total Care Services</b>	<b>760,134</b>	<b>769,810</b>	<b>(9,676)</b>	<b>746,417</b>	<b>13,717</b>
<b>Research</b>					
Research Payments-Donor Designated	101,718	27,125	74,593	24,902	76,816
Research Payments-Event Generated	7,817	14,994	(7,177)	-	7,817
Research Coordinators	31,027	25,175	5,852	31,027	-
Other Research Expense	127,226	4,506	122,720	13,322	113,904
Allocated Overhead	28,552	43,032	(14,480)	26,448	2,104
<b>Total Research</b>	<b>296,339</b>	<b>114,831</b>	<b>181,508</b>	<b>95,698</b>	<b>200,641</b>
<b>Education</b>					
Education	59,458	211,625	(152,167)	139,258	(79,800)
Allocated Overhead	11,421	17,213	(5,792)	10,579	841
<b>Total Education</b>	<b>70,879</b>	<b>228,837</b>	<b>(157,959)</b>	<b>149,837</b>	<b>(78,958)</b>
<b>Development</b>					
Fundraising	159,476	184,603	(25,128)	151,482	7,993
Events	32,789	21,980	10,808	37,718	(4,929)
Allocated Overhead	14,276	21,516	(7,240)	13,224	1,052
<b>Total Development</b>	<b>206,540</b>	<b>228,099</b>	<b>(21,559)</b>	<b>202,424</b>	<b>4,116</b>
<b>Administrative &amp; Board</b>					
	<b>208,242</b>	<b>313,853</b>	<b>(105,611)</b>	<b>192,900</b>	<b>15,343</b>
<b>TOTAL EXPENSES</b>	<b>1,542,134</b>	<b>1,655,431</b>	<b>(113,297)</b>	<b>1,387,276</b>	<b>154,859</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (831,426)</b>	<b>\$ (803,220)</b>	<b>\$ (28,206)</b>	<b>\$ (584,538)</b>	<b>\$ (246,888)</b>

\* Revenue Sharing for the three months ended April 30, 2024 allocated across all departments is: \$0

\*\* Restricted Income:

Care Services: \$267,154

Research: \$ 101,717.78

Education: \$9,070

**ALS United Mid-Atlantic**  
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**Unaudited Statement of Operations with General & Administrative Expenses by Month**  
**for the three months ended April 30, 2024**

	Feb-2024	Mar-2024	Apr-2024	Total	% of Revenue
<b>REVENUE</b>					
<b>Events</b>					
Special Events	\$ 4,105	\$ 24,632	\$ 55,999	\$ 84,736	11.9%
Walks	9,360	32,406	62,221	103,987	14.6%
<b>Total Events</b>	<b>13,466</b>	<b>57,038</b>	<b>118,220</b>	<b>188,724</b>	<b>26.6%</b>
<b>Annual Giving</b>					
Contributions	89,180	35,173	8,784	133,137	18.7%
Grants	-	20,000	15,000	35,000	4.9%
Appeals	2,288	1,807	8,698	12,793	1.8%
Memorials and Tributes	17,276	29,514	13,798	60,588	8.5%
Workplace Giving	6,594	7,058	2,559	16,211	2.3%
<b>Total Annual Giving</b>	<b>115,338</b>	<b>93,551</b>	<b>48,840</b>	<b>257,728</b>	<b>36.3%</b>
<b>Development</b>					
Major Gifts	11,478	2,186	675	14,339	2.0%
<b>Total Development</b>	<b>11,478</b>	<b>2,186</b>	<b>675</b>	<b>14,339</b>	<b>2.0%</b>
<b>Government Funding</b>					
	<b>66,037</b>	<b>71,312</b>	<b>71,965</b>	<b>209,314</b>	<b>29.5%</b>
<b>REVENUE FROM OPERATIONS</b>					
	<b>206,318</b>	<b>224,086</b>	<b>239,700</b>	<b>670,104</b>	<b>94.3%</b>
<b>Other Revenue</b>					
Unrealized (Loss) Gain	4,961	16,905	(5,127)	16,738	2.4%
Interest Income	7,900	8,723	7,243	23,866	3.4%
<b>Total Other Revenue</b>	<b>12,861</b>	<b>25,627</b>	<b>2,116</b>	<b>40,604</b>	<b>5.7%</b>
<b>TOTAL REVENUE</b>	<b>219,179</b>	<b>249,714</b>	<b>241,815</b>	<b>710,708</b>	<b>100.0%</b>
<b>EXPENSES</b>					
<b>Care Services</b>					
Salaries and Benefits	148,681	157,162	138,650	444,494	62.5%
ALS Clinic Centers	26,866	22,589	21,556	71,011	10.0%
Abrams Program	44,697	60,815	55,731	161,243	22.7%
Other Service Expenses	19,025	10,238	15,579	44,842	6.3%
<b>Total Care Services</b>	<b>239,270</b>	<b>250,804</b>	<b>231,516</b>	<b>721,590</b>	<b>101.5%</b>
<b>Research</b>					
Research Payments-Donor Designated	70,310	3,621	27,786	101,718	14.3%
Research Payments-Event Generated	727	2,588	4,502	7,817	1.1%
Research Coordinators	10,342	10,342	10,342	31,027	4.4%
Other Research Expense	40,073	42,856	44,297	127,226	17.9%
<b>Total Research</b>	<b>121,452</b>	<b>59,408</b>	<b>86,927</b>	<b>267,787</b>	<b>37.7%</b>
<b>Education</b>					
Education	<b>12,300</b>	<b>18,916</b>	<b>28,242</b>	<b>59,458</b>	<b>8.4%</b>
<b>Total Education</b>					
<b>Development</b>					
Fundraising	53,261	54,577	51,638	159,476	22.4%
Events	5,805	16,965	10,019	32,789	4.6%
<b>Total Development</b>	<b>59,065</b>	<b>71,542</b>	<b>61,657</b>	<b>192,264</b>	<b>27.1%</b>
<b>General &amp; Administration</b>					
Salaries and Benefits	29,631	31,919	27,929	89,479	12.6%
Office Rent	861	977	14,083	15,921	2.2%
Office Expense	1,238	1,138	2,655	5,032	0.7%
Dues, Books, & Subscriptions	254	452	-	706	0.1%
Postage	2,041	979	-	3,020	0.4%
Printing & Copying	1,958	1,073	356	3,387	0.5%
IT & Related Expenses	42,892	36,147	22,502	101,541	14.3%
Insurance	4,764	4,764	4,831	14,359	2.0%
Telephone	1,073	1,075	-	2,148	0.3%
Meals & Entertainment	366	888	3,542	4,797	0.7%
Travel Expense	1,226	30	137	1,393	0.2%
Bank Charges	1,494	1,208	3,389	6,091	0.9%
Professional Fees	5,176	5,920	1,896	12,993	1.8%
Miscellaneous	16,026	2,893	6,399	25,318	3.6%
Depreciation	4,887	4,914	4,914	14,714	2.1%
Interest Expense	46	46	46	137	0.0%
<b>Total General &amp; Administration</b>	<b>113,933</b>	<b>94,423</b>	<b>92,679</b>	<b>301,035</b>	<b>42.4%</b>
<b>TOTAL EXPENSES</b>	<b>546,020</b>	<b>495,092</b>	<b>501,022</b>	<b>1,542,134</b>	<b>217.0%</b>
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$(326,841)</b>	<b>\$(245,378)</b>	<b>\$(259,207)</b>	<b>\$(831,426)</b>	<b>-117.0%</b>

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**Unaudited Statements of Operations**  
**for the Fiscal Years ended January 31, 2020, 2021, 2022, 2023, 2024 and three months ended April 30, 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 three months ended April 30, 2024
<b>REVENUE</b>						
<b>Events</b>						
Special Events	\$ 1,552,655	\$ 706,907	\$ 870,507	\$ 1,159,105	\$ 950,175	\$ 84,736
Walks	1,405,110	636,575	1,004,103	1,103,178	893,371	103,987
<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>188,724</b>
<b>Annual Giving</b>						
Contributions	418,874	482,917	551,885	520,844	461,013	133,137
Grants	515,916	438,297	624,375	544,550	552,750	35,000
Appeals	210,780	370,388	320,753	246,181	284,491	12,793
Memorials and Tributes	208,545	260,535	323,371	292,801	250,904	60,588
Workplace Giving	136,125	101,838	79,146	81,235	61,817	16,211
<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>257,728</b>
<b>Development</b>						
Major Gifts	710,520	687,779	509,969	548,856	685,558	14,339
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>14,339</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>209,314</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>670,104</b>
<b>Other Revenue</b>						
Miscellaneous Revenue	-	-	-	-	367,500	-
Unrealized (Loss) Gain	32,883	27,011	11,795	(81,811)	42,217	16,738
Interest Income	57,287	10,696	2,085	52,816	101,896	23,866
<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>40,604</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>710,708</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	444,494
ALS Clinic Centers	289,687	283,478	299,334	292,215	297,212	71,011
Abrams Program	623,034	451,952	362,259	565,071	563,598	161,243
Other Service Expenses	298,724	149,085	184,523	323,781	245,319	44,842
Allocated Overhead	320,125	252,643	211,598	212,207	153,048	38,545
<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>760,134</b>
<b>Research</b>						
Research Payments to NTL	200,463	398,124	218,165	322,181	28,331	-
Research Payments-Donor Designated	-	-	-	-	231,214	101,718
Research Payments-Event Generated	-	-	-	-	49,620	7,817
Research Coordinators	127,997	132,506	134,606	128,306	128,306	31,027
Other Research Expense	39,291	47,911	54,409	48,804	142,582	127,226
Allocated Overhead	159,717	224,936	188,392	195,469	113,369	28,552
<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>296,339</b>
<b>Education</b>						
Education	718,917	526,297	575,413	670,359	631,559	59,458
Allocated Overhead	94,852	74,857	62,696	62,876	45,347	11,421
<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>70,879</b>
<b>Development</b>						
Fundraising	522,262	542,522	514,182	648,866	653,491	159,476
Events	339,305	59,663	190,711	253,197	247,143	32,789
Allocated Overhead	118,565	93,571	78,370	78,595	56,684	14,276
<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>206,540</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>208,242</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>1,542,134</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>\$ (831,426)</b>



**ALS United Mid-Atlantic**  
**Formerly known as The ALS Association Greater Philadelphia Chapter**  
**Unaudited Statement of Cash Flows**  
**for the three months ended April 30, 2024**

<b>Net Surplus/(Deficit) for Period</b>	<b>\$ (831,426)</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>	14,714
Decrease (Increase) in Pledged Receivables	10,000
(Increase) Decrease in Investments	274,027
(Increase) Decrease in Grant Receivables	(102,345)
(Increase) Decrease in Receivables - Other	(10,729)
Decrease (Increase) in Prepaids	(3,874)
Decrease (Increase) in Beneficial Interest in Perpetual Trust	(14,550)
Decrease (Increase) in Right of Use Asset-Office Lease	(1,137,817)
Decrease (Increase) in Right of Use Asset-Office Equipment Lease	2,959
Increase (Decrease) in Accounts Payable	(15,655)
Increase (Decrease) in Accrued Liabilities	(65,056)
Increase (Decrease) in Accrued - Research (Board Restricted)	(36,250)
Increase (Decrease) in Accrued - Research (Revenue Restricted)	101,718
Increase (Decrease) in Accrued - Research (Event Restricted)	7,817
Increase (Decrease) in Right of Use Liability- Office Lease	1,138,700
Increase (Decrease) in Right of Use Liability- Office Equipment Lease	<u>(3,005)</u>
<b>Net Cash Provided (Used) by Operating Activities</b>	<b><u>(670,774)</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>(733,445)</u></b>
<b>Cash and Cash Equivalents Beginning</b>	<b><u>888,294</u></b>
<b>Cash and Cash Equivalents Ending</b>	<b><u>\$ 154,849</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	
	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	\$ 84,736	\$ 119,993	\$ 129,719	\$ 23,990	\$ 87,236	\$ 63,389	\$ 209,661	\$ 258,262	\$ 41,097	\$ 47,945	\$1,066,029	\$1,142,500	\$ (76,471)		
Walks	103,987	103,578	58,531	18,329	64,664	211,206	229,257	239,371	7,413	11,938	1,048,275	1,030,000	18,275		
<b>Total Events</b>	<b>188,724</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>2,114,303</b>	<b>2,172,500</b>	<b>(58,197)</b>		
<b>Annual Giving</b>															
Contributions	133,137	22,046	43,223	11,093	17,297	13,739	20,531	21,595	48,947	149,535	481,143	425,000	56,143		
Grants	35,000	-	48,847	202,103	6,106	213,704	73,575	61,058	20,760	18,928	680,081	675,000	5,081		
Appeals	12,793	5,592	26,992	42,763	20,864	2,905	5,016	27,146	65,396	23,471	232,939	271,000	(38,061)		
Memorials and Tributes	60,588	9,670	23,271	19,536	13,139	18,782	12,598	25,477	43,362	34,637	261,060	250,000	11,060		
Workplace Giving	16,211	3,499	5,689	4,775	6,314	5,420	5,060	4,314	9,053	10,399	70,734	75,000	(4,266)		
<b>Total Annual Giving</b>	<b>257,728</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>1,725,958</b>	<b>1,696,000</b>	<b>29,958</b>		
<b>Development</b>															
Major Gifts	14,339	14,750	52,259	1,897	29,746	8,825	73,944	453,176	113,761	150,994	913,691	1,000,000	(86,309)		
Bequests	-	-	204,613	-	-	-	-	45,387	-	-	250,000	250,000	-		
<b>Total Development</b>	<b>14,339</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>1,163,691</b>	<b>1,250,000</b>	<b>(86,309)</b>		
<b>Government Funding</b>	<b>209,314</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>1,521,803</b>	<b>1,583,783</b>	<b>(61,979)</b>		
<b>REVENUE FROM OPERATIONS</b>	<b>670,104</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>6,525,755</b>	<b>6,702,283</b>	<b>(176,528)</b>		
<b>Other Revenue</b>															
Unrealized (Loss) Gain	16,738	-	-	-	-	-	-	-	-	-	16,738	-	16,738		
Interest Income	23,866	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	1,860	40,603	22,316	18,287		
<b>Total Other Revenue</b>	<b>40,604</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>57,341</b>	<b>22,316</b>	<b>35,025</b>		
<b>TOTAL REVENUE</b>	<b>710,708</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>6,583,096</b>	<b>6,724,599</b>	<b>(141,503)</b>		
<b>EXPENSES</b>															
<b>Care Services</b>															
Salaries and Benefits	444,494	147,327	147,327	147,327	147,327	147,327	147,327	147,327	147,327	147,327	1,770,440	1,767,928	2,511		
ALS Clinic Centers	71,011	28,889	28,889	28,889	28,889	28,889	28,889	28,889	28,889	28,889	331,016	346,673	(15,657)		
Abrams Program	161,243	53,853	54,048	46,357	48,213	47,927	48,988	47,556	54,926	49,584	612,694	600,000	12,694		
Other Service Expenses	44,842	2,801	12,767	4,541	2,717	141,066	3,347	7,730	20,770	4,692	245,274	234,950	10,324		
Allocated Overhead	38,545	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	19,364	212,823	232,371	(19,548)		
<b>Total Care Services</b>	<b>760,134</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>3,172,246</b>	<b>3,181,922</b>	<b>(9,676)</b>		
<b>Research</b>															
Research Payments Board Discretionary	-	-	-	-	-	-	-	-	-	100,000	100,000	100,000	-		
Research Payments-Donor Designated	101,718	9,042	4,502	16,300	384	1,660	1,212	328	20,733	27,214	183,093	108,500	74,593		
Research Payments-Event Generated	7,817	13,226	11,523	2,088	10,360	19,586	13,571	10,612	11,474	1,916	102,173	109,350	(7,177)		
Research Coordinators	31,027	8,392	8,392	8,392	10,095	8,392	8,392	10,095	8,391	8,392	109,958	104,106	5,852		
Other Research Expense	127,226	1,676	1,429	1,843	1,850	2,172	1,760	1,470	17,611	13,909	170,946	48,226	122,720		
Allocated Overhead	28,552	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	14,344	157,647	172,127	(14,480)		
<b>Total Research</b>	<b>296,339</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>823,817</b>	<b>642,309</b>	<b>181,508</b>		
<b>Education</b>															
Education	59,458	77,224	65,072	63,860	72,324	60,190	78,457	70,409	87,471	70,854	705,318	857,484	(152,167)		
Allocated Overhead	11,421	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	5,738	63,059	68,851	(5,792)		
<b>Total Education</b>	<b>70,879</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>768,376</b>	<b>926,335</b>	<b>(157,959)</b>		
<b>Development</b>															
Fundraising	159,476	61,534	61,534	30,638	110,934	2,615	11,295	8,249	2,234	141,100	589,608	738,410	(148,802)		
Events	32,789	12,569	19,388	16,893	3,060	15,187	28,712	29,240	2,481	16,820	177,139	160,300	16,839		
Allocated Overhead	14,276	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	7,172	78,823	86,063	(7,240)		
<b>Total Development</b>	<b>206,540</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>845,570</b>	<b>984,773</b>	<b>(139,203)</b>		
<b>Administrative &amp; Board</b>	<b>208,242</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>1,149,802</b>	<b>1,255,413</b>	<b>(105,611)</b>		
<b>TOTAL EXPENSES</b>	<b>1,542,134</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>6,759,812</b>	<b>6,990,752</b>	<b>(230,940)</b>		
<b>NET SURPLUS/(DEFICIT)</b>	<b>\$ (831,426)</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>\$ (176,716)</b>	<b>\$ (266,154)</b>	<b>\$ 89,438</b>		
Cash Activity	97,981	327,658	781,637												
<b>Cash and Cash Equivalents Beginning</b>	<b>888,294</b>	<b>154,849</b>	<b>252,556</b>												
<b>Cash and Cash Equivalents Ending</b>	<b>\$ 154,849</b>	<b>\$ 252,556</b>	<b>\$ 804,242</b>												